



Invitation to Bid (ITB15/00956)

Procurement of Crime Scene Investigation Kits and Tools

Clarification Questions and Answers (as of 24 March 2015)

- Q.1. According to p. 32 of Instructions to Bidders, one of the Bid Evaluation Criteria is proving a minimum annual turnover of 1M USD for the past two years. Please specify what was the basis for specifying this amount? From our point of view this criterion may cause reducing the competition. Thus, could you examine the possibility to reconsider this requirement?
- A.1. As a general rule, the minimum turnover is a mandatory requirement in case of large procurements or acquisition of specialized goods. The turnover is meant to demonstrate that the bidder is capable of covering the costs related to the procurement, as UNDP pays for works, goods and services only after these are delivered/provided. On the other hand, the set turnover will prove the bidder's capacities and experience in getting involved in similar contracts in the past and will validate their track record in the said business. Thus, it is expected that the bidder possesses the requested turnover. Minor deviations may be however accepted in this case, e.g. if for one year the company had a lower turnover (for instance, USD 900,000), and the second year – a higher turnover (for instance, USD 1,100,000), the bid might be deemed eligible.