

**Bid Evaluation Report
and
Recommendation for Award of Contract**

Name of Project: North Macedonia Emergency Covid-19 Response Project

Loan No: 9109-MK

Contract Name: Procurement of the modular prefabricated containers

Identification Number: RFB No: MK/ERCPC # 1.1.7

Date of Submission: November 2020

Letter of Transmittal

Dear Dominic Haazen, Marina Petrovic, Sarah Coll-Black and Federica Secci

We would like to inform you that the evaluation committee has completed the evaluation of the bids submitted for Procurement of the modular prefabricated containers. The evaluation committee consisted of:

1. Vanja Andonova, Ministry of Health of R. of North Macedonia;
2. Damjan Hristov, Ministry of Health of R. of North Macedonia;
3. Jovan Grpovski, Ministry of Health of R. North Macedonia;
4. Maja Lazarevska, ERCP, Ministry of Labor and Social Policy;
5. Elena Alexandrova, Ministry of Labor and Social Policy.

has evaluated the bids received from the following bidders:

1. Peak International Trade (Tianjin) Co. Ltd., China
2. JV Brako DOO import -export, Veles & JBT-ARI I TOM DOOEL Valandovo, R. of North Macedonia
3. KEN PANEL MONTING, R. of North Macedonia
4. Dorce Prefabricated Building and Construction Industry Trade INC., Turkey (Bid submitted by Vesna Dudeska)

Following is the evaluation report which outlines the process of evaluation of the bids as well as proposes an award of contract to the lowest evaluated responsive bid submitted by the bidder Joint Venture Brako DOO import -export, Veles & JBT-ARI I TOM DOOEL Valandovo.

Thank you in advance for your kind cooperation.

Best regards,

Elzabeta Kunovska ,
ERCP Project Manager

Table 1. Identification

1.1 Name of Borrower	Republic of North Macedonia
1.2 Loan/Credit number	Loan No: 9109-MK
1.3 Date of effectiveness	<u>October 29, 2020</u>
1.4 Closing date (a) original (b) revised	<u>June 30, 2022</u>
1.5 Name of project	North Macedonia Emergency Covid-19 Response Project
1.6 Purchaser (or Employer) (a) name (b) address	<u>Ministry of Labor and Social Policy</u> <u>Dame Gruev 14; 1000 Skopje; Republic of Macedonia</u>
1.7 <u>Contract number (identification)</u>	<u>RFB No: MK/ERCPC # 1.1.7</u>
1.8 Contract description	<u>Procurement of the modular prefabricated containers</u>
1.9 Cost estimate	USD 3,830,000.00
1.10 Method of procurement (check one)	ICB <input checked="" type="checkbox"/> LIB <input type="checkbox"/> Other <input type="checkbox"/>
1.11 Prior review required	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>
1.12 Domestic preference allowed	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
1.13 Fixed price contract	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>
1.14 Cofinancing, if any: (a) agency name (b) percent financed by agency	<u>N/A</u>

Table 2. Bidding Process

<p>2.1 General Procurement Notice</p> <p>(a) first issue date</p> <p>(b) latest update</p>	<p>Posted Online on UP Development Business: August 5, 2020</p> <p>N/A</p>
<p>2.2 Prequalification, if required</p> <p>(a) number of firms prequalified</p> <p>(b) date of Bank's no-objection</p>	<p>N/A</p>
<p>2.3 Specific procurement notice</p> <p>(a) name of national newspaper</p> <p>(b) issue date</p> <p>(c) name of international publication</p> <p>(d) issue date</p> <p>(e) number of firms notified</p>	<p>October 14, 2020 through the UNBD, Public procurement bureau electronic system and on the MLSP web site and</p> <p>N/A</p> <p>1.Brako DOO, Veles, R. of North Macedonia 2. Ken Panel Monting , R. of North Macedonia 3. Dietrich Bau Dooel , R. of North Macedonia 4. JBT-ARI I TOM D.O.O.E.L, Valandovo, R. of North Macedonia 5. MSS MOBILE SANITAREN SERVICE dooel – Skopje 6. BIGMAK-R. of North Macedonia 7. Vitalbox Ltd, R. of North Macedonia</p>
<p>2.4 Standard Bidding Document</p> <p>(a) title, publication date</p> <p>(b) date of Bank's no-objection</p> <p>(c) date of issue to bidders</p>	<p>Procurement of the modular prefabricated containers</p> <p><u>October 14, 2020</u></p> <p><u>October 13, 2020</u></p> <p><u>October 14, 2020</u></p>
<p>2.5 Number of firms issued documents</p>	<p>40 (forty)</p>
<p>2.6 Amendments to documents, if any</p> <p>(a) list all issue dates</p>	<p>None</p>

(b) date(s) of Bank's no-objection	
2.7 Date of pre-bid conference, if any	<u>N/A</u>
2.8 Date minutes of conference sent to bidders and Bank	<u>N/A</u>

Table 3. Bid Submission and Opening

<p>3.1 Bid submission deadline (a) original date, time (b) extensions, if any</p>	<p><u>November 4, 2020 at 11:00 hours</u> <u>Macedonian Time (GMT+1)</u> <u>none</u></p>
<p>3.2 Bid opening date, time</p>	<p><u>November 4, 2020 at 11:10 hours</u> <u>Macedonian Time (GMT+1)</u></p>
<p>3.3 Record of bid opening, date sent to Bank</p>	<p><u>November 6 , 2020</u></p>
<p>3.4 Number of bids submitted</p>	<p><u>4 (four)</u></p>
<p>3.5 Bid validity period (days or weeks) (a) originally specified (b) extensions, if any (c) date of Bank’s no-objection, if required</p>	<p><u>120 days after the bid submission deadline</u> <u>None</u> <u>Yes</u></p>

Table 4. Bid Prices (as Read Out)

Bidder Identification			Read-out Bid Price(s)		Modifications or Comments
Name	City/State or Province	Country	Currency(ies)	Amount(s) or %	
(a)	(b)	(c)	(d)	(e)	(f)
Peak International Trade (Tianjin) Co. Ltd., China	Tianjin	China	EUR	6.418.020,00	The bid was received by post DHL courier on Nov 02 2020 at 12:00 AM
JV Brako DOO import -export, Veles R. of North Macedonia	Veles	R. Macedonia	N. MKD	210.235.161,4 without VAT; VAT 18% - 37.842.329,052; Total price with VAT 248.077.490,45	/
KEN PANEL MONTING, R. of North Macedonia	Skopje	R. Macedonia	N. n/a	In the letter of Bid the Bid price is not stated	The letter of Bid is properly signed, but is without stamp. In the letter of Bid it is not stated the Bid price. Form of Bid - Securing Declaration is not submitted in the Bid.

<p>Dorce Prefabricated Building and Construction Industry Trade INC., Turkey (Bid submitted by Vesna Dudeska)</p>	<p>Ankara</p>	<p>Turkey</p>	<p>USD</p>	<p>5.575.237,00</p>	<p>Letter of authorization submitted in the name of Vesna Dudeska to act in all manners to sign Bid documents and submit documents. The letter of Bid is properly signed, but is without stamp. Bid-Securing Declaration is signed but without stamp.</p>
---	---------------	---------------	------------	---------------------	---

Table 5. Preliminary Examination

Bidder	Verification	Eligibility	Bid-Securing Declaration	Completeness of Bid	Substantial Responsiveness	Acceptance for Detailed Examination
	(b)	(c)	(d)	(e)	(f)	(g)
Peak International Trade (Tianjin) Co. Ltd., China	YES	YES	YES	YES	YES	YES
JV Brako DOO import -export, Veles & JBT-ARI I TOM DOOEL Valandovo, R. of North Macedonia ¹	YES ²	YES	YES ³	YES ⁴	YES	YES
KEN PANEL MONTING, R. of North Macedonia	YES ⁵	YES	NO ⁶	NO ⁷	NO	NO
Dorce Prefabricated Building and Construction Industry Trade INC., Turkey (Bid submitted by Vesna Dudeska)	YES ⁸	YES	YES ⁹	YES	YES	YES

¹ There was a mistake done during the bid opening. Namely the bidder as read out Brako export-import Veles is actually a member of a JV i.e the bidder is JV Brako DOO import -export, Veles & JBT-ARI I TOM DOOEL Valandovo, R. of North Macedonia. Please see the relevant documents in Annex V.

² Joint Venture agreement submitted.

³ Bid Securing declaration is submitted in the name of Joint venture.

⁴ Manufacturer's Authorization was not submitted but the Evaluation committee consider this as minor deviation because Leading partner of the JV Brako DOO import -export, submit the statement that is a producer of Modular prefabricated containers with factory located in Veles, R. of North Macedonia

⁵ The Letter of Bid and all others submitted documents are without stamp. In the letter of Bid it is not stated the Bid price. The bid Evaluation committee consider this as major deviation.

⁶ The Bid-Securing Declaration was not submitted

⁷ Among the other missing documents, the bidder submitted the table "Price Schedule: Goods manufactured in the Purchaser's Country" with the price stated only for the position in line 1 and line 2 in sum of 19,198,550 MKD, instead of the requested 17 lines.

⁸ Letter of authorization submitted in the name of Vesna Dudeska to act in all manners to sign Bid documents and submit documents. The letter of Bid is properly signed, but is without stamp. The bid Evaluation committee consider this as minor deviation because the Letter of authorization is submitted in the name of the person Vesna Dudeska.

⁹ Bid-Securing Declaration is signed but without stamp. The bid Evaluation committee consider this as minor deviation because the Letter of authorization is submitted in the name of the person Vesna Dudeska.

Table 6. Corrections and Unconditional Discounts

Bidder	Read-out Bid Price(s)		Corrections		Corrected Bid Price(s)	Unconditional Discounts ²		Corrected/Discounted Bid Price(s)
	Currency(ies)	Amount(s)	Computational Errors ¹	Provisional Sums		Percent	Amount(s)	
(a)	(b)	(c)	(d)	(e)	(f) = (c) + (d) - (e)	(g)	(h)	(i) = (f) - (h)
Peak International Trade (Tianjin) Co. Ltd., China	EUR	6.418.020,00	/	/	6.418.020,00	/	/	6.418.020,00
JV Brako DOO import - export, Veles & JBT-ARI I TOM DOOEL Valandovo, R. of North Macedonia	MKD	210.235.161,4	/	/	210.235.161,40	/	/	210.235.161,40
Dorce Prefabricated Building and Construction Industry Trade INC., Turkey (Bid submitted by Vesna Dudeska)	USD	5.575.237,00	/	/	5.575.237,00	/	/	5.575.237,00

Note: Only bids accepted for preliminary examination (Table 5, column g) should be included in this and subsequent tables. Columns *a*, *b*, and *c* are from Table 4 (columns *a*, *d*, and *e*, respectively).

¹ Corrections in column *d* may be positive or negative.

² If the discount is offered as a percent, column *h* is normally the product of the amounts in columns *f* and *g*. Refer to para. 6(c). If the discount is provided as an amount, it is entered directly in column *h*. A price increase is a negative discount.

Table 7. Exchange Rates

Currency Used for Bid Evaluation: **MKD**

Effective Date of Exchange Rate: **November 6, 2020**

Authority or Publication Specified for Exchange Rate:

National Bank of the Republic of Macedonia

Exchange Rate: **1 EUR = 61,69 MKD (for evaluation purpose)**

1 USD =52,04 MKD (for evaluation purpose)

Exchange rate for: 06.11.2020

Foreign Exchange rate list of the National Bank of the Republic of North Macedonia
published on 05.11.2020 valid from 00:00 on 06.11.2020 until the validity of the new foreign exchange rate list

	Country	Code	Currency		Unit	MiddleRate in MKD
	EMU	978	Euro		EUR 1	61.6944
	USA	840	US dollar		USD 1	52.0408
	U.K.	826	British pound		GBP 1	68.2083
	Switzerland	756	Swiss franc		CHF 1	57.5293
	Sweden	752	Swedish krona		SEK 1	6.0032
	Norway	578	Norwegian krone		NOK 1	5.6861
	Japan	392	Japanese yen		JPY 1	0.5022
	Denmark	208	Danish krone		DKK 1	8.2848
	Canada	124	Canadian dollar		CAD 1	39.8594
	Australia	036	Australian dollar		AUD 1	37.7197
	Bulgaria	975	Bulgarian lev		BGN 1	31.5443
	Czech Republic	203	Czech koruna		CZK 1	2.3050
	Hungary	348	Hungarian forint		HUF 1	0.1724
	Poland	985	Polish zloty		PLN 1	13.6692
	Romania	946	New Romanian leu		RON 1	12.6818
	Croatia	191	Croatian kuna		HRK 1	8.1695
	Turkey	949	Turkish lira		TRY 1	6.1707
	Russia	643	Russian rouble		RUB 1	0.6725
	Brazil	986	Brasilian real		BRL 1	9.3610
	China	156	Chinese yuan renminbi		CNY 1	7.8761
	Hong Kong	344	Hong kong dollar		HKD 1	6.7116
	Indonesia	360	Indonesian rupiah		IDR 1	0.0037

Table 8. Currency Conversion (Multiple Currencies)

Specify Evaluation Currency: MKD

Bidder (a)	Currency(ies) of Bid (b)	Corrected/Discounted Bid Price(s) (c)	Applicable Exchange Rate(s) ¹ (d)	Evaluation Currency	
				Bid Price(s) (e) = (c) x (d)	Total Bid Price ² (f)
Peak International Trade (Tianjin) Co. Ltd., China	EUR	6.418.020,00	1 EUR = 61,69 MKD	395.927.653,80	395.927.653,80
Dorce Prefabricated Building and Construction Industry INC., Turkey (Bid submitted by Vesna Dudeska)	USD	5,575,237,00	1 USD = 52,04 MKD	290.135.333,48	290.135.333,48
JV Brako DOO import -export, Veles & JBT-ARI I TOM DOOEL Valandovo, R. of North Macedonia	MKD	210.235.161,4	1	210.235.161,4	210.235.161,4

Note: This table is to be used for SBDG and Option B of SBDLW. Columns a, b and c are from Table 6, columns a, b and i.

¹ Column d is from Table 7.

² Column f is the sum of bid prices in column e for each bidder.

Table 9. Currency Conversion (Single Currency) – Not used

Specify Evaluation Currency: _____

Bidder	Corrected/Discounted Bid Price (in specified currency) <i>(b)</i>	Payment Composition ¹		Exchange Rate Used by Bidder ¹ <i>(f)</i>	Amounts in Currency of Payment <i>(g) = (e) x (f)</i>	Exchange Rate for Evaluation ² <i>(h)</i>	Evaluation Currency	
		Currency of Payment <i>(c)</i>	Percent of Total Bid <i>(d)</i>				Bid Prices <i>(i) = (g) x (h)</i>	Total ³ <i>(j)</i>
<i>(a)</i>								
etc.								

Note: This table is used for SBDSW and Option A of SBDLW. Columns *a* and *b* are from Table 6, columns *a* and *i*.

¹ Columns *c*, *d*, and *f* are provided in the SBDLW Appendix to Bid and in the (Form of) Contractor's Bid in the SBDSW.

² Column *h* is from Table 7.

³ Column *j* is the sum of bid prices in column *i* for each bidder.

Table 10. Additions, Adjustments, and Priced Deviations

Specify Evaluation Currency: MKD

Bidder (a)	Corrected/Discounted Bid Price ¹ (b)	Additions ² (c)	Adjustments ² (d)	Priced Deviations ² (e)	Total Price (f) = (b) + (c) + (d) + (e)
Peak International Trade (Tianjin) Co. Ltd., China	395.927.653,80	/	/	/	395.927.653,80
JV Brako DOO import - export. Veles & JBT- ARI I TOM DOOEL Valandovo, R. of North Macedonia	210.235.161,40	/	/	/	210.235.161,40
Dorce Prefabricated Building and Construction Industry Trade INC., Turkey (Bid submitted by Vesna Dudeska)	290.135.333,48	/	/	/	290.135.333,48

¹ Column b is from either Table 8, column f or Table 9, column j.

² Each insertion in columns c, d, or e should be footnoted and explained in adequate detail, accompanied by calculations. Refer to paras. 6(e), 6(f), and 6(g) respectively of Annex I

Table 11. Domestic Preference for Goods— Not applicable

Specify Evaluation Currency: _____

Bidder	Domestic Preference Group ¹ (b)	Total Price ² (c)	Exclusions for Preference ³ (d)	Revised Total (e) = (c) – (d)	Prevailing Tariff (%) ⁴ (f)	Domestic Preference (%) ⁵ (g)	Preference Price ⁶ (h)	Total Comparison Price (i) = (c) + (h)
(a)								
etc.								

¹ Column *b* refers to Groups A, B, or C, as indicated by bidder, subject to verification by Borrower.
² Column *c* is from Table 10, column *f*. If the lowest total price is from a Group A or Group B bidder, it is the lowest evaluated bidder, and the remainder of the table need not be filled out. Columns *d* through *h* need to be filled out only for Group C bids.
³ Column *d* is the sum of costs in columns *d* and *e* from Table 10 plus other costs incurred within the Borrower's country. Footnotes should be provided to explain the significant components of column *d*.
⁴ Column *f* is the sum of duties and import taxes on the particular items or group of similar items as a percent of the CIF or CIP price. Refer to para. 7(a) of Annex I.
⁵ Column *g* will be the smaller of 15 percent or the prevailing tariff in column *f*.
⁶ Column *h* for Group A bidders is zero. Group B bids at this stage should no longer be compared. For Group C bidders, column *h* is the product of columns *e* and *g*.

Table 12. Domestic Preference for Works— Not used

Specify Evaluation Currency: _____

Bidder (a)	Domestic Preference Group ¹ (b)	Total Price ² (c)	Exclusions for Preference ³ (d)	Revised Total (e) = (c) – (d)	Preference ⁴ (f)	Total Comparison Price (g) = (c) + (f)
etc.						

¹ Column *b* refers to Group A (eligible domestic bidders) or Group B (others) as indicated by bidder, subject to verification by Borrower.
² Column *c* is from Table 10, column *f*. If the lowest priced bid is from a Group A bidder, it is the lowest evaluated bidder, and the remainder of the table need not be filled out.
³ Column *d* is the sum of costs in columns *d* and *e* from Table 10. An attachment should be provided to explain the significant components of column *d*. Columns *d* and *e* may be left blank for Group A bidders.
⁴ Column *f* for Group A bidders is zero. For Group B bidders, column *f* is 7.5 percent of column *e*.

Table 13. Proposed Contract Award

1. Lowest evaluated responsive bidder (proposed for contract award). (a) name (b) address	JV Brako DOO import -export, Veles & JBT-ARI I TOM DOOEL Valandovo, R. of North Macedonia	
2. If bid submitted by agent, list actual supplier. (a) name (b) address	N/A	
3. If bid from joint venture, list all partners, nationalities, and estimated shares of contract.	Brako DOO import -export, Veles, R. of North Macedonia JBT-ARI I TOM DOOEL Valandovo, R. of North Macedonia	
4. Principle country(ies) of origin of goods/materials.	<u>Republic of North Macedonia</u>	
5. Estimated date (month, year) of contract signing.	<u>November 2020</u>	
6. Estimated delivery to project site/completion period.	<u>Feb 2021</u>	
7. Bid Price(s) (Read-out) ¹	Currency(ies)	Amount(s) or %
	MKD	210.235.161,4 without VAT; 248.077.490,45 with VAT
8. Corrections for Errors ²	/	/
9. Discounts ³	/	/
10. Other Adjustments ⁴	/	/
11. Proposed Award ⁵	MKD	210.235.161,4 without VAT; 248.077.490,45 with VAT
12. Disbursement Category ⁶	<u>Goods</u>	

¹ From Table 6, columns *b* and *c*.

² From Table 6, column *d*.

³ From Table 6, column *h*. Include any cross-discounts. See Annex I, para. 7(b).

⁴ All adjustments should be explained in detail.

- ⁵ Sum of the prices in Items 7–10. For single currency bids, express secondary currency amounts as percentages.
- ⁶ From the Loan Agreement.

Annex I. Evaluation Guide

1. Identification, Bidding Process, and Bid Submission

Tables 1, 2, and 3 provide for the filing of basic information on the procurement process. This information is necessary to monitor compliance with the Loan Agreement, and particularly paras. 2.7 and 2.8 on advertising and notification of the *Guidelines*.

2. Bid Opening¹

All bidders or their representatives are invited to attend the bid opening, where bids are read out and recorded, along with a list of attendees. The record is prepared for prompt transmittal to the Bank. Copies should be sent to all bidders. Bid opening procedures are described in the ITB. To assist in carrying out the opening and preparing of the record, a checklist is provided in Annex II. The checklist should preferably be filled out for each bid during the actual reading out at the meeting. The reading should be from the original version of each bid, and the actual amounts and other key details read out should be circled for later verification. If bids are expressed in a single currency, other currency needs expressed as a percentage should be recorded. It may also be desirable to read out exchange rates used by bidders (see para. 6(d)(ii) in this Annex).

Any envelopes containing substitutions, modifications, or withdrawals must be subject to the same level of scrutiny, including the reading out of critical details, such as price changes. Failure to read out such information and include it in the written record may result in denial of its inclusion in bid evaluation. If a bid has been withdrawn by cable, it should nonetheless be read out and should not be returned to the bidder until the authenticity of the withdrawal notice has been confirmed.

As stated in the ITBs, no bids should be rejected at the bid opening except those received after the deadline for receipt of bids. Such bids shall be returned unopened to the bidder. A summary of the read-out bid prices should be provided in Table 4.

3. Bid Validity

The duration of the validity of each bid should be the one specified in the ITB and should be confirmed in the signed (form of) bid. If exceptional circumstances occur in which award cannot be made within the validity period, extensions in writing should be requested of bidders, in accordance with the ITB (also *Guidelines*, para. 2.56). Extensions to the validity of bid security

¹ See *Guidelines*, para. 2.44. The record should be sent promptly to the Bank after bid opening and therefore does not usually accompany the bid evaluation report.

should also be requested of bidders, if necessary.² Note that for fixed price contracts subject to prior review, a no-objection by the Bank is necessary for extensions longer than sixty (60) days and for any subsequent extensions (*Guidelines*, Appendix 1, para. 2(d)).³ Note any extensions in Table 3.

4. Principles of Evaluation

After the public opening of bids, information relating to the examination, clarification, and evaluation of bids shall not be disclosed to bidders or other persons not officially concerned with this process until the successful bidder is notified of the award of contract (*Guidelines*, para. 2.46). The Bank recommends appointment by the Borrower of an evaluation committee, consisting of a minimum of three qualified members who should work in a secure office where all bidding documents can be kept. There may be a considerable advantage if the same members participated in the preparation of the bidding documents.

On occasion, the Borrower may request clarifications of bidders concerning ambiguities or inconsistencies in the bid. As required in the ITBs, such requests shall be in writing, and no change in the price or scope of the originally offered goods, works, or services shall be sought or accepted, except for the correction of arithmetic error. The responses from bidders shall also be in writing. (Refer also to *Guidelines*, Appendix 4, para. 10.) No circumstances shall justify meetings or conversations between the Borrower (or its consultants) and bidders during the bid evaluation process.⁴

Bidders frequently attempt to contact the Borrower during bid evaluation, directly or indirectly, to query progress of evaluation, to offer unsolicited clarifications, or to provide criticisms of their competition. Receipt of such information should be acknowledged as to receipt only.⁵ Borrowers must evaluate bids on the basis of the information provided in the respective bids. However, additional information provided may be useful in improving the accuracy, speed, or fairness of the evaluation. Nonetheless, no changes in the bid price or substance are allowed.

5. Preliminary Examination of

The evaluation process should begin immediately after bid opening. The purpose of preliminary examination is to identify

² Particular care must be taken in cases where the deadline for *submission* (or for opening) of bids can be extended, as the duration of bid security is frequently provided in terms of an expiration date. In contrast, bid validity is specified in terms of an interval after the deadline for receipt or the date of bid opening.

³ Revised to eight (8) weeks, in the first (January 1996) reprint of the 1995 edition of *Guidelines*.

⁴ See *Guidelines*, para. 2.6 for an explanation of two-stage bidding. If used, evaluation of the second-stage bidding follows the procedures in this *Annex I. Evaluation Guide*.

⁵ On occasion, bidders approach the Bank with information. Bank policy is to acknowledge the correspondence and pass it on to the Borrower for its consideration (*Guidelines*, Appendix 4, paras. 11–14).

Bids

and reject bids that are incomplete, invalid, or substantially nonresponsive to the bidding documents and therefore are not to be considered further. The following checks should be applied:

- (a) Verification: Attention should be directed toward deficiencies that, if accepted, would provide unfair advantages to the bidder. Sound judgment must be used: for example, simple omissions or mistakes arguably occasioned by human error should not be grounds for rejection of the bid. Rarely is a bid perfect in all respects. However, the validity of the bid itself, for example, its signatures, must not be in question. If the bidder is a joint venture, the joint venture agreement must be submitted; if the bidder is an agent, an authorization from the supplier or manufacturer must be provided in addition to any documentation required of the supplier or manufacturer itself. All copies of the bid should be compared with the original and corrected accordingly, if necessary. Thereafter, the original should be kept in a safe location, and only copies should be used in evaluation.
- (b) Eligibility: The bidder must be a national or a juridic entity from an eligible source country as defined in the *Guidelines*.⁶ All partners to a joint venture shall be from an eligible source country, and the joint venture shall be registered in an eligible source country. All goods and services shall originate from eligible source countries. In the case of plant and equipment, this eligibility test is applied only to the finished product offered in the bid and to its major and clearly identifiable components. If prequalification has taken place, only bids from prequalified bidders can be considered.⁷ The bidder (including all members of a joint venture and subcontractors) may be disqualified if affiliated with a firm that has provided related consulting services on the project, or if the bidder is a publicly owned enterprise from the Borrower's country, lacking legal and financial autonomy. (See the ITB for details.)
- (c) Bid Security: The bidding document may require submission of a bid security. If so, the bid security must conform to the requirements of the ITB, and it must accompany the bid. If the bid security is issued as a bank guarantee, it must be consistent with the wording of the bid

⁶ A list of eligible source countries and those subject to payment restrictions from the Bank loan are listed in Annex III.

⁷ The juridic entities of the prequalified bidders may not be modified in the submission of bids.

security form provided in the bidding document. Submission of a copy of the security or submission of a counterguarantee naming the Borrower's bank instead of the Borrower is unacceptable. Furthermore, securities for an amount smaller or for a period shorter than the one specified in the ITB are not acceptable. The security for a bid submitted by a joint venture should be in the name of all of the partners of the joint venture.

- (d) Completeness of Bid: Unless the bidding documents have specifically allowed partial bids—permitting bidders to quote for only select items or for only partial quantities of a particular item—bids not offering all of the required items should ordinarily be considered nonresponsive. However, under works contracts, missing prices for occasional work items are considered to be included in prices for closely related items elsewhere. If any erasures, interlineations, additions, or other changes have been made, they should be initialed by the bidder. They may be acceptable if they are corrective, editorial, or explanatory. If they are not, they should be treated as deviations and should be analyzed as per para. 5(e) below. Missing pages in the original copy of the bid may be cause for rejection of the bid, as may contradictions in model numbers or other designations of critical supply items.

- (e) Substantial Responsiveness: Major deviations to the commercial requirements and technical specifications are a basis for the rejection of bids. As a general rule, major deviations are those that, if accepted, would not fulfill the purposes for which the bid is requested, or would prevent a fair comparison with bids that are properly compliant with the bidding documents. Examples of major deviations include:
 - (i) Stipulating price adjustment when fixed price bids were called for

 - (ii) Failing to respond to specifications by offering instead a different design or product that does not offer substantial equivalence in critical performance parameters or in other requirements

 - (iii) Phasing of contract start-up, delivery, installation, or

construction not conforming to required critical dates or progress markers

- (iv) Subcontracting in a substantially different amount or manner than that permitted
- (v) Refusing to bear important responsibilities and liabilities allocated in the bidding documents, such as performance guarantees and insurance coverage
- (vi) Taking exception to critical provisions such as applicable law, taxes and duties, and dispute resolution procedures
- (vii) Those deviations that are specified in the ITB as requiring rejection of the bid (such as, in the case of works, participating in the submission of another's bid other than as a subcontractor).

Bids that offer deviations may be considered substantially responsive—at least as to the issue of fairness—if the deviations can be assigned a monetary value that would be added as a penalty during the detailed evaluation process and if such deviations would be acceptable in the eventual contract.

The results of preliminary examination should be presented in Table 5. If the bid fails preliminary acceptance, the reasons must be clearly explained in footnotes or in an attachment, as necessary. An example is shown in Annex IV. Borrowers may find it useful to include additional tables for itemization of responsiveness to a list of technical or commercial specifications. These should be attached to Table 5.

6. Detailed Examination of Bids

Only those bids surviving preliminary examination need to be examined in this phase.

- (a) Corrections for Errors: The methodology for correction of computational errors is described in the ITB. The read-out bid prices and their corrections should be noted in Table 6, column *d*. The corrections are considered binding on the

bidder. Unusual or large corrections that could affect the comparative ranking of bids should be explained in footnotes.

- (b) Corrections for Provisional Sums: Bids may contain provisional sums set by the Borrower for contingencies or for nominated subcontractors, etc. As these sums are the same for all bids, they should be subtracted from the read-out prices in Table 6, column *e* to allow for a proper comparison of bids in subsequent steps. However, those provisional sums set aside for Daywork,⁸ where priced competitively, should not be included in the deductions.
- (c) Modifications and Discounts: In accordance with the ITB, bidders are allowed to submit, prior to bid opening, modifications to their original bid. The impact of modifications should be fully reflected in the examination and evaluation of the bids. These modifications may include either increases or discounts to the bid amounts that reflect last-minute business decisions. Accordingly, the original bid prices should be modified at this point in the evaluation. Discounts offered in accordance with the ITB that are conditional on the simultaneous award of other contracts or lots of the contract package (cross-discounts) shall not be incorporated until the completion of all other evaluation steps. The effect of unconditional discounts (or alternatively, increases) should be shown as in Table 6 (columns *g* and *h*). Any discount expressed in percent must be applied to the appropriate base specified in the bid (i.e., check to see if it applies to any provisional sums).
- (d) Evaluation Currency: The remaining bids as corrected for computational errors and as adjusted for discounts should be converted to a common evaluation currency, as described in the ITB. The exchange rates to be used in the calculations are to be listed in Table 7. If multiple exchange rates exist for a particular currency (for commercial, government transactions, etc.), indicate which applies, with reasons for the choice. Where exchange rates for a particular currency are not available from the specified authority or publication, identify the secondary source, as well as any necessary conversion calculations.

There are two different currency options for bidding/payment, each requiring a different conversion

⁸ Refers to unforeseen work. For details, see SBDLW, Section B, or SBDSW, Section 7.

methodology:

- (i) The SBDG and Option B of SBDLW use the multiple currency option, in which the bid price is expressed in a number of currencies. For this procurement, use Table 8.
 - (ii) The SBDSW and Option A of SBDLW use the single currency option, in which the bid price is expressed entirely in a specific currency, usually in the Borrower's currency, with other foreign currency requirements stated as percentages of the bid price, together with the exchange rates used by the bidder to determine the percentages. For SBDLW single currency bids, sections of the Works may require payment in different currencies and proportions. In such instances, the impact of any corrections found will require a lengthier analysis for each bid, based on the submitted Appendix to Bid. Table 9 is to be used for these calculations.
- (e) Additions: Omissions to the bid should be compensated for by adding the estimated costs for remedying the deficiency. Where items missing in some bids are present in others, an average of quoted prices could be used to compare competitors' bids. Alternatively, external sources, such as published price lists, freight tariff schedules, etc., may be appropriate. The cost determined should be expressed in the evaluation currency and shown in Table 10, column *c*.
- (f) Adjustments: The ITB specifies which, if any, performance or service factors will be taken into account in the bid evaluation (see, for example, para. 26 of SBDG). The methodology used in evaluation of these factors should be precisely described in the bid evaluation report and should be fully consistent with the ITB provisions. Bonuses or additional credits that reduce the evaluated bid price will not be given in the bid evaluation for features that exceed the requirements stated in the bidding documents, unless specifically provided for in the ITB.⁹ The value of adjustments will be expressed in terms of cost, for all works and most goods contracts, and should be shown in Table 10,

⁹ Similarly, a bid offering a choice of different product models is evaluated on the basis of the lowest price offered by the bidder from among the models meeting the requirements of the bidding document.

column *d* and expressed in the evaluation currency.¹⁰

- (g) Priced Deviations: As discussed under para. 5(e), bids with minor deviations may be considered substantially responsive if their further consideration assigns a monetary cost or penalty to the bid for the purpose of bid comparison:
- (i) Requests for deviations that are expressed by the bidder in vague terms, such as “we would like an increase in the amount of mobilization advance” or “we wish to discuss changes in the completion schedule” should ordinarily be ignored in bid evaluation. However, a categorical statement by the bidders taking exception to a requirement in the bidding documents should be treated as a deviation.
 - (ii) If a bid requires a faster payment stream than specified in the bidding documents, the penalty is based on the prospective benefit to the bidder. This situation assumes use of a discounted cash flow using the prevailing commercial interest rates for the currencies of the bid, unless the ITB foresees the eventuality and specifies a rate.
 - (iii) If a bid provides for a delivery or completion that is beyond the date specified in the bidding documents but that is nonetheless technically acceptable to the Borrower, the time advantage given should be assessed a penalty specified in the ITB or, if one is not provided, based on the rate of liquidated damages specified in the bidding documents.

The deviations should be priced in the evaluation currency in Table 10, column *e*.

7. Determination of Award

In the comparison of bids for works and for most goods, the corrected and discounted bid prices, together with adjustments for omissions, deviations, and specified evaluation factors, have been noted in Table 10. The bidder with the lowest total is the lowest evaluated cost bidder at this stage, subject to:

- Application of domestic preference, if any is allowed;

¹⁰ The Bank on occasion may allow the use of the Merit Point System for the purchase of goods. If so, the adjustments will be expressed in points. Refer to ITB (para. 26.5) of the SBDG and to the Bank directly for details on bid evaluation using the point system.

- Application of any discounts, contingent on the simultaneous award of multiple contracts or lots; and
 - Postqualification evaluation, or, if prequalification has occurred, confirmation of prequalification information.
- (a) Domestic Preference: If domestic preference is allowed in bid evaluation, the ITB will so state and provide detailed procedures to be used in determining the eligibility for preference and the amounts.
- (i) With respect to goods contracts, verification of the prevailing import duties and the related import taxes to a nonexempt importer must be made. If these duties and taxes are less than 15 percent of the CIF or CIP price,¹¹ they are to be used as to the amount of preference. Also, the eligibility of goods for domestic preference must be examined according to the criteria described in the ITB.¹²

The calculations for determining the lowest evaluated bidder are based on a two-step process. In the second step, if needed, the domestic preference is *added* (like a tariff) to the CIF or CIP bid prices of the goods offered from abroad.¹³ Care should be taken to separate these prices from the overall bid prices, which may include the costs of internal transportation and related freight insurance, installation, training, and other costs incurred within the Borrower's country. Such costs are not to be adjusted for the preference. The CIF or CIP bid prices used will reflect corrections for errors and discounts and will be adjusted for omissions pertaining to the CIF or CIP prices (such as insufficient spare parts). They will *not* reflect adjustments for deviations or specified evaluation factors. The preference tariff calculated will then be added to the corrected, discounted, and adjusted total prices tabulated in Table 11.

¹¹ CIF is cost, insurance and freight for maritime transportation. CIP is cost, carriage and insurance in the case of multimodal transportation. For further definitions, refer to *INCOTERMS 1990*, International Chamber of Commerce, 38 Cours Albert 1^{er}, 75008 Paris, France.

¹² In the case of single responsibility supply and installation of plant and equipment, the domestic preference applies to individual components of the bid. Procedures in such cases are described in the *Guidelines*, Appendix 2, para. 6, and if applicable to the procurement under review, would be embodied in the ITB.

¹³ This occurs if the apparent low bidder from the first step is importing the goods.

All calculations involved in assessing domestic preference should be clearly shown in Table 11, together with accompanying explanations as necessary. The lowest evaluated bidder would be the bidder with the lowest price total in column *i*, unless note 2 of Table 11 applies.

- (ii) Any domestic preference eligibility allowed under works contracts is dependent on ownership criteria and on the share of work to be undertaken. The domestic preference is provided by adding 7.5 percent to the corrected and discounted bid prices of bidders not eligible for domestic preference. The ITB excludes domestic preference application to any provisional sums, as well as to adjustments or priced deviations. The lowest evaluated bidder is the bidder with the lowest total in column *g* of Table 12.
- (b) Cross-Discounts: These are conditional discounts offered in the event that more than one contract or lot will be awarded to the same bidder. Bid evaluation in such cases can be quite complicated, particularly for goods contracts where domestic preference may apply. The sizes of cross-discounts offered by each bidder may vary with the potential number of contracts awarded. The ITB may also limit the number or total value of awards to a bidder on the basis of its financial and technical capacity.¹⁴ Thus, a bidder offering the lowest evaluated bid on a particular contract may be denied award because of such a restriction. The Borrower shall select the optimum combination of awards on the basis of least overall cost of the total contract package, consistent with the qualification criteria. (Refer to *Guidelines*, para. 2.4.) Presentations of the calculations should be made on an attachment to the report, which should include the bid evaluation(s) for the other contracts, if they have been evaluated separately.
- (c) Qualification: If prequalification was conducted, the bidder whose bid is the lowest evaluated should receive the award, unless the bidder's qualifications have since materially deteriorated or the bidder has since received additional work that overstresses its capacity. The Borrower should satisfy itself fully on both accounts.

Where prequalification has not occurred, the prospective

¹⁴ This restriction may originate with prequalification.

awardee should be subjected to postqualification, the procedures for which are described in the ITB.¹⁵

If the lowest evaluated bidder fails postqualification, its bid should be rejected, and the next ranked bidder should then be subject to postqualification examination. If successful, this bidder should receive the award. If not, the process continues. (Refer to *Guidelines*, para. 2.57.)

The rejection of a bid for reasons of qualification requires substantial justification, which should be clearly documented in attachments to the report. A history of poor performance may be considered a substantial justification.

- (d) Alternative Bids: The ITB may request or allow the Borrower to accept alternative bids under the stipulation that only the alternative submitted by the lowest evaluated bidder and conforming to the bidding documents will be considered.
 - (i) For works, the ITBs may allow alternative technical solutions and/or alternative times for completion.
 - (ii) For goods, the ITB may allow for submission of an alternative payment schedule. The same ITB (paras. 11.2(b)(ii) or (iii)) may also require bidders to submit, in addition to any CIF or CIP bids, similar bids less transport or insurance, such as FCA or CFR.¹⁶ The Borrower, if it is willing to accept the alternative bid offered by the lowest evaluated bidder, should provide justification for doing so.¹⁷

Calculations for the evaluation of alternatives should be provided in an attachment to the report.

- (e) Proposed Award: The amount of the proposed award shall be the bid price as submitted by the winning bidder and adjusted as described in the ITB for corrections, any discounts (including cross-discounts), and acceptance by the Borrower of alternative offers from the lowest evaluated bidder. Adjustments to the final price and scope of the

¹⁵ The Annex in the Bank's Standard Prequalification Document is useful for postqualification evaluations.

¹⁶ *INCOTERMS 1990*.

¹⁷ If the contract is signed without insurance coverage, the Borrower must provide the Bank with evidence of alternative insurance payable in a freely usable currency to replace or repair such goods (*Guidelines*, para. 2.27, and General Conditions of the Loan or Credit Agreement).

contract to correct for acceptable omissions and quantity variations in the bid may be negotiated with the lowest evaluated bidder.¹⁸ Prior concurrence of the Bank with the proposed award is required before such negotiations may be entered into (*Guidelines*, para. 2.62). Table 13 should be filled out to establish the actual amount of the contract award.

If (a) none of the bids are found to be responsive, (b) bids are unreasonably high in price compared with earlier estimates, or (c) none of the bidders are qualified, the Borrower may consider rejection of all bids (prior Bank concurrence is required) (*Guidelines*, paras. 2.59–2.62).

(f) Report Submission

(i) *Prior Review*: In accordance with the loan agreement, the Borrower must submit the completed bid evaluation report containing the required summary to the Bank as soon as possible after bid opening, preferably no later than three (3) weeks prior to the expiration of the bid validity period. The report should include the appropriate items listed in Annex V.

Borrowers are encouraged to request assistance as needed from the Bank in explaining the evaluation procedures. However, the Bank will not participate in the evaluation itself.

(ii) *Post Review*: For contracts not subject to prior review, the Borrower may award the contract upon completion of bid evaluation (*Guidelines*, Appendix 1, para. 4). As stated therein, subsequent submission of the bid evaluation report to the Bank is required prior to delivery of a withdrawal application, or if a Special Account is used, prior to its first replenishment application. These provisions do not apply if Statements of Expenditures are used, whereby the evaluation and other documents are kept by the Borrower, subject to future review by the Bank.

(g) Review by the Bank: Upon receipt by the Bank, all contracts subject to prior review will be reviewed. Borrowers may be requested to provide additional

¹⁸ Note that SBDG—ITB para. 31 allows the Purchaser (Borrower) the right to unilaterally vary quantities within set limits at the time of award.

information and justification for the recommendations. The Bank will not contact bidders. However, it may request the Borrower to do so for necessary clarifications. When the Bank is satisfied with the evaluation of bids and recommendations of award, a “no-objection” written communication will be issued by the Bank official designated for such correspondence.

For contracts subject to post review, any doubts about the justification for award should be raised with the Bank prior to award signing. Borrowers should ensure that all correspondence received from bidders concerning evaluation has been taken into account. The Bank does not finance contracts that have not been procured in accordance with the loan agreement.¹⁹

- (h) Award of Contract: Bid securities of unsuccessful bidders should be returned promptly after award has been made. However, if contract effectiveness is contingent on the receipt of a performance security or other condition, the Borrower may consider seeking an appropriate extension of time for the bid validity and the accompanying bid security of the next two lowest bidders.

As mentioned in the Preface, upon confirmation by the Borrower that the award has been made, the Bank is authorized to publish a description of the contract, the name and nationality of the contract awardee, and the contract price. Any further information on the bids or on their evaluation, including the bid evaluation report, is held in confidence by the Bank. Unsuccessful bidders are allowed under the *Guidelines* (Appendix 4, para. 15) to seek a debriefing with the Borrower, and, additionally, with the Bank. In anticipation of this and/or any post reviews by the Bank, the Borrower should ensure that bidding documents and evaluations are securely stored.

¹⁹ If funds from the loan have already been disbursed, the Bank may seek reimbursement. Refer to *Guidelines* para. 1.13 and Appendix 4, para. 3.

Annex II. Bid Opening Checklist

Bid Opening Checklist

Contract Reference: MK/ERCP# 1.1.7

Bid Opening Date: November 4, 2020

Time: 11.10 am

Name of Bidder: Brako DOO import -export, Veles

- (a) Is outer envelope of bid sealed? Yes
- (b) Is bid form completed and signed? Yes, Blagoj Shalev, Manager of Brako DOO import -export, Veles
- (c) Expiration date of bid: according to tender requirements
- (d) Is documentary authority for signing enclosed? yes
- (e) Bid-Securing Declaration -issued on a name and validity: issued in the name of Brako DOO export-import Veles; validity: as written in the tender documentation
- (f) Describe any "Substitution," "Withdrawal," or "Modification" submitted: None
- (g) Describe any alternative bid made: None
- (h) Describe any discounts or modifications offered: None
- (i) Additional comments: n/a
- (j) Name of bidder or representative present: Nikola Gravchev
- (k) Total bid price:
210.235.161,4 without VAT;
37.842.329,052 VAT 18% ;
248.077.490,45 Total price with VAT

Signature of responsible official: Nikola Gravchev

Date: November 4, 2020

Bid Opening Checklist

Contract Reference: MK/ERCP# 1.1.7

Bid Opening Date: November 4, 2020

Time: 11.10 am

Name of Bidder: Dorce Prefabricated Building and Construction Industry Trade INC., Ankara,Turkey (Bid submitted by Vesna Dudeska)

- (a) Is outer envelope of bid sealed? Yes
- (b) Is bid form completed and signed? Yes,. The letter of Bid is properly signed, but is without stamp.
- (c) Expiration date of bid: according to tender requirements
- (d) Is documentary authority for signing enclosed? yes Letter of authorization submitted in the name of Vesna Dudeska to act in all manners to sign Bid documents and submit documents
- (e) Bid-Securing Declaration -issued on a name and validity: issued in the name of Dorce Prefabricated Building and Construction Industry Trade INC., Ankara,Turkey; validity: as written in the tender documentation. Bid-Securing Declaration is signed but without stamp.
- (f) Describe any "Substitution," "Withdrawal," or "Modification" submitted: None
- (g) Describe any alternative bid made: None
- (h) Describe any discounts or modifications offered: None
- (i) Additional comments: n/a
- (j) Name of bidder or representative present: Nikola Gravchev
- (k) Total bid price:5.575.237,00 USD

Signature of responsible official: Vesna Dudeska

Date: November 4, 2020

Bid Opening Checklist

Contract Reference: MK/ERCP# 1.1.7

Bid Opening Date: November 4, 2020

Time: 11.10 am

Name of Bidder: KEN PANEL MONTING. R. of North Macedonia

- (a) Is outer envelope of bid sealed? Yes
- (b) Is bid form completed and signed? No , The letter of Bid is properly signed, but is without stamp. In the letter of Bid the Bid price is not stated.
- (c) Expiration date of bid: according to tender requirements
- (d) Is documentary authority for signing enclosed? No
- (e) Bid-Securing Declaration -issued on a name and validity: no, form of Bid - Securing Declaration is not submitted in the Bid.
- (f) Describe any "Substitution," "Withdrawal," or "Modification" submitted: None
- (g) Describe any alternative bid made: None
- (h) Describe any discounts or modifications offered: None
- (i) Additional comments: n/a
- (j) Name of bidder or representative present: n/a
- (k) Total bid price: /

Signature of responsible official: /

Date: November 4, 2020

Bid Opening Checklist

Contract Reference: MK/ERCPC# 1.1.7

Bid Opening Date: November 4, 2020

Time: 11.10 am

Name of Bidder: Peak International Trade (Tianjin) Co. Ltd., China

- (a) Is outer envelope of bid sealed? Yes
- (b) Is bid form completed and signed? Yes,. The letter of Bid is properly signed, but is without stamp.
- (c) Expiration date of bid: according to tender requirements
- (d) Is documentary authority for signing enclosed? yes
- (e) Bid-Securing Declaration -issued on a name and validity: issued in the name of Peak International Trade (Tianjin) Co. Ltd., China; validity: as written in the tender documentation.
- (f) Describe any "Substitution," "Withdrawal," or "Modification" submitted: None
- (g) Describe any alternative bid made: None
- (h) Describe any discounts or modifications offered: None
- (i) Additional comments: n/a
- (j) Name of bidder or representative present: n/a
- (k) Total bid price: 6.418.020,00 EUR

Signature of responsible official: /

Date: November 4, 2020

Annex III. Eligibility for the Provision of Goods, Works, and Services in Bank-Financed Procurement

Eligibility for the Provision of Goods, Works and Services in Bank-Financed Procurement

In November 2003, the World Bank approved revisions to the Guidelines: Procurement under IBRD Loans and IDA Credits and Guidelines: Selection and Employment of Consultants by World Bank Borrowers. These guidelines, which became effective in May 2004 do not contain procurement restrictions based on nationality¹.

¹ The most current listing of eligible countries can be viewed on the Public Information Center's Web page at:
<http://web.worldbank.org/WBSITE/EXTERNAL/PROJECTS/PROCUREMENT/0,,contentMDK:20226251~menuPK:93977~pagePK:84269~piPK:60001558~theSitePK:84266,00.html>.
List of firms debarred from participating in World Bank projects is available at:
<http://web.worldbank.org/external/default/main?contentMDK=64069844&menuPK=116730&pagePK=64148989&piPK=64148984&querycontentMDK=64069700&theSitePK=84266>.

ANNEX IV. Bid Evaluation Summary Checklist

IV. 1 Record from the Public Bid Opening

Ministry of Labor and Social Policy of the Republic of North Macedonia
North Macedonia Emergency Covid-19 Response Project
Loan No: 9109-MK

RECORD OF PUBLIC BID OPENING

Procurement of the modular prefabricated containers

RFB No: MK/ERCP # 1.1.7

November 4, 2020

The public bid opening for “**Procurement of the modular prefabricated containers**”, ICB No: MK/ERCP # 1.7 took place on November 4, 2020 at 11.10 am CET, at the following address: Ministry of Labor and Social Policy, Dame Gruev 14, ground floor, 1000 Skopje, Republic of Macedonia.

1. As Client's representatives present on the public bid opening were:

- Ms. Maja Bundaleski, SSIP, MLSP;
- Mr. Slobodan Spasovski, SSIP, MLSP;
- Ms. Elena Aleksandrova, MTSP;
- Ms. Vanja Andonova, Ministry of Health
- Mr. Damjan Hristov, Ministry of Health

2. Till the final date and time for bid submission, 4 (four) bids were submitted at the archive of the Ministry of Labor and Social Policy.

3. The received parcels were opened and read out by Maja Bundaleski (the bid opening details as read out are listed in the following pages of this record).

4. All presents are listed in the “List of attendees” given below. All present filled in a registry of attendance of the public bid opening, containing full name of the bidder, name of the representative of the bidders present on the bid opening, contact details (phone, e-mail) and signature.

5. The public bid opening began at 11:10 hrs a.m., Macedonian time, CET. The introductory speech was held by Maja Bundaleski, Procurement Officer. She gave a brief description of the procedure that is going to be followed during this public bid opening. She pointed out that at this stage of the bidding procedure - the public bid opening, the packing and marking of the submitted bids shall be checked., outer and inner parcels, than the package marked as original shall be open, the name of the bidder, whether there is any Withdrawal, Substitution, and Modification of Bids, the total bid price including any discounts, the currency of the, the bid validity period, the currency, the amount and the validity of the bid security as well the name of the bidder stated in the bank guarantee.

Statistical Data

6. Tender documentation dispatch: 40 (forty).
7. A total of 4 (four) bids from 4 (four) bidders were submitted till the final date and time for bid submission.

8. The public bid opening has been closed at 11:40, a.m. Macedonian Time on November 4, 2020. Before the closing the bidders have signed the Minutes of the public bid opening and the bid opening check lists filled in for every single bid containing details as submitted in the bid and did not have any remarks on the lists nor on the Minutes.

Ministry of Labour and Social Policy

**North Macedonia Emergency Covid-19 Response Project
RFB No: MK/ERCP # 1.1.7**

Skopje, November 4, 2020

LIST OF ATTENDEES

No.	Name of Bidder	Country	Representative's Name
1	Peak International Trade (Tianjin) Co. Ltd.	China	/
2	Brako DOO import-export Veles	R. of North Macedonia	Nikola Gravchev
3	KEN PANEL MONTING	R. of North Macedonia	/
4	Dorce Prefabricated Building and Construction Industry Trade INC.	Turkey	Vesna Dudeska

Ministry of Labour and Social Policy
North Macedonia Emergency Covid-19 Response Project

RFB No: MK/ERCP # 1.1.7

Skopje, November 4, 2020
Bid Prices (as Read Out)

Bidders presented in order as the bids were opened

Bidder Identification		Read-out Bid Price(s)		Modifications or Comments	Bid validity period, bid security and signature authorization form
Name of the bidder	Country	Currency(ies)	Amount(s)		
Peak International Trade (Tianjin) Co. Ltd.	China	Euro	6.418.020,00 euro	The bid was received by post DHL courier on Nov 02 2020 at 12:00 AM	<u>Bid validity:</u> as written in the tender documentation <u>Validity of the Bid-Securing Declaration:</u> as written in the tender documentation <u>Bid-Securing Declaration issued on a name of:</u> Peak International Trade (Tianjin) Co. Ltd.
Brako DOO import-export Veles	R. of North Macedonia	MKD	210.235.161,4 MKD without VAT; VAT 18% - 37.842.329,052 MKD; Total price with VAT 248.077.490,45 MKD	/	<u>Bid validity:</u> as written in the tender documentation <u>Validity of the Bid-Securing Declaration:</u> as written in the tender documentation <u>Bid-Securing Declaration issued on a name of:</u> Brako DOO import-export Veles
KEN PANEL MONTING	R. of North Macedonia	N/A	In the letter of Bid it is not stated the Bid price.	The letter of Bid is properly signed, but is without stamp. In the letter of Bid it is not stated	<u>Bid validity:</u> as written in the tender documentation <u>Validity of the Bid-Securing Declaration:</u> N/A <u>Bid-Securing Declaration issued on a name of:</u> N/A

<p>Dorce Prefabricated Building and Construction Industry Trade INC.</p>	<p>Turkey</p>	<p>USD</p>	<p>Total price is 5.575.237,00 USD</p>	<p>the Bid price. Form of Bid - Securing Declaration is not submitted in the Bid.</p>	<p>Bid validity: as written in the tender documentation Validity of the Bid-Securing Declaration: as written in the tender documentation Bid-Securing Declaration issued on a name of: Dorce Prefabricated Building and Construction Industry Trade INC.</p>	
				<p>Letter of authorisation submitted in the name of Vesna Dudeska to act in all manners to sign Bid documents and submit documents. The letter of Bid is properly signed, but is without stamp. Bid-Securing Declaration is signed but without stamp.</p>		

Signatures of the persons present at the public bid opening:

Name and surname: Maja Bundaleski, SSIP, MLSP

Signature: _____

Name and surname: Slobodan Spasovski, SSIP, MLSP

Signature: _____

Name and surname: Vanja Andonova, Ministry of Health

Signature: _____

Name and surname: Danjan Hristov, Ministry of Health

Signature: _____

Name and surname: Elena Aleksandrova, MLSP

Signature: _____

Name and surname: Mirjana Srebrov, representative who does not submit a Bid, but attend the Bid opening.

Signature: _____

Name and surname: Vesna Dudeska

Signature: _____



Name and surname: Nikola Gravchev

Signature: _____



1. IV.2: Fulfillment of the qualification requirements by the bidder: JV Brako DOO import -export, Veles & JBT-ARI I TOM DOOEL Valandovo, R. of North Macedonia

REQUIREMENTS REGARDING THE QUALIFICATION REQUIREMENTS (ITB 37.1)	FULFILLMENT	COMMENTS
<p>Bidders must be able to prove financial stability and solvency in the form of approved and notarized financial statements for the last three (3) years (2017, 2018 and 2019). In a case of Joint Venture this qualification criteria must be fulfilled by all partners of the Joint Venture</p>	<p>YES</p>	<p>Brako DOO import -export, Veles submit the Balance sheet report for the last three (3) years (2017, 2018 and 2019) issued by the Central registry of the R. of N. Macedonia. JBT-ARI I TOM DOOEL Valandovo submit the Balance sheet report for the last three (3) years (2017, 2018 and 2019) issued by the Central registry of the R. of N. Macedonia.</p>
<p>The bidder should have performed at least two assignments in the past ten years, similar to the one described in this bidding document (name of the assignment, description, duration, contract amount, reference). Total value of the contract must be at least 75% of equal or higher value than the bid price offered. The similarity shall be based on the specific type of equipment. Substantial completion shall be based on 100% delivery completed under the contract. The list shall be supported with certificates on fulfilled contract obligations. In a case of Joint Venture (JV) the qualifications of the JV partners will be cumulated, and the fulfillment of this criteria will be determined if the Leading partner has completed at least one (1) successful contract</p>	<p>YES</p>	<p>Brako DOO import -export, Veles submitted the reference letter from EVN Macedonia in which is stated that Brako DOO had have the Agreement fully realized in 2017 for delivery of prefabricated Containers, construction of metal structures-columns and consoles an construction work and that Brako DOO performed the delivery of components and solutions in a timely and quality manner. Amount of the Contract is 157,816,018.00 MKD without VAT.</p> <p>Brako DOO import -export, Veles submitted the reference letter from Teking , Prishtina, Kosovo in which is stated that Brako DOO had have the Agreement substantially completed in 2010 for delivery of 200 pieces of containers for the needs of pkt kosovo, and that Brako DOO performed the delivery of components and that the contract was delivered on</p>

		time , within agreed terms. Amount of the contract is 3.,346,900.00 EUR without VAT.
Bidders must provide documentary evidence that they have been in their current form of business, for at least three years prior the date of issuing of IFB for this Contract. In a case of Joint Venture this qualification criteria must be fulfilled by all partners of the Joint Venture	YES	The JV satisfies the requirement
Technical Specification (as per table in the 3. Technical Specification, section VII -Schedule of Requirements	YES	Offered equipment fully complied with the requirements.
Delivery date (List of Goods and Delivery Schedule -as per table 1., Section VII -Schedule of Requirements)	YES	The Bidders offered the delivery date in compliance with the requirements (latest delivery date of 90 days after the contract effectiveness for 17 locations except for four location which the latest delivery date is 60 days after the contract effectiveness)
RESPONSIVE BID		

**Annex V. Letter of bid and Bid Securing declaration form
the JV Brako DOO import -export, Veles & JBT-ARI I
TOM DOOEL Valandovo, R. of North Macedonia**



02-252
03.11.2020
Bakas

Company for production, trade and services BRAKO DOO (Limited Liability Company) import-export Veles,
Str. Rashtanski pat no.2 1400 Veles, Republic of North Macedonia tel: +389 43 212 560 e-mail: office@brako.com.mk
Drushtvo za Proizvodstvo, Trgovija i Uslugi BRAKO DOO uvoz-izvoz Veles ul. Rashtanski pat br.2 1400 Veles, Republika Severna
Makedonija tel: +389 43 212 560 e-mail: office@brako.com.mk

Letter of Bid

Date of this Bid submission: [04.11.2020]

RFB No.: MK/ERCP # 1.1.7

To: Ministry of Labour and Social policy of the Republic of North Macedonia

- (a) **No reservations:** We have examined and have no reservations to the bidding document, including Addenda issued in accordance with Instructions to Bidders (ITB 8);
- (b) **Eligibility:** We meet the eligibility requirements and have no conflict of interest in accordance with ITB 4;
- (c) **Bid/Proposal-Securing Declaration:** We have not been suspended nor declared ineligible by the Purchaser based on execution of a Bid-Securing Declaration or Proposal-Securing Declaration in the Purchaser's Country in accordance with ITB 4.7;
- (d) **Conformity:** We offer to supply in conformity with the bidding document and in accordance with the Delivery Schedules specified in the Schedule of Requirements the following Goods: **Procurement of the modular prefabricated containers** RFB No: **MK/ERCP # 1.1.7**
- (e) **Bid Price:** The total price of our Bid, excluding any discounts offered in item (f) below is:

According to section IV Price Schedule: Goods Manufactured in the Purchaser's Country

Option 1, in case of one lot: Total price is: **210.235.161,4 MKD without VAT (two hundred and ten millions two hundred and thirty-five thousand one hundred and sixty one comma four Macedonian denars)**

VAT 18% = 37.842.329,052 (thirty-seven millions eight hundred and forty-two thousand and three hundred and twenty-nine comma zero five Macedonian denars)

Total price with VAT 18% = 248.077.490,45 (two hundred and forty-eight millions seventy-seven thousand and four hundred and ninety comma forty-five Macedonian denars)

Or

Option 2, in case of multiple lots: (a) Total price of each lot [insert the total price of each lot in words and figures, indicating the various amounts and the respective currencies]; and (b) Total price of all lots (sum



Handwritten signature

BRAKO

Company for production ,trade and services BRAKO DOO (Limited Liability Company) import-export Veles,
 Str.Rashtanski pat no.2 1400 Veles, Republic of North Macedonia tel: +389 43 212 560 e-mail: office@brako.com.mk
 Drushtvo za Proizvodstvo, Trgovija i Uslugi BRAKO DOO uvoz-izvoz Veles ul.Rashtanski pat br.2 1400 Veles, Republika Severna
 Makedonija tel: +389 43 212 560 e-mail: office@brako.com.mk

of all lots) [insert the total price of all lots in words and figures, indicating the various amounts and the respective currencies];

- (f) **Discounts:** The discounts offered and the methodology for their application are:
- (i) The discounts offered are: [Specify in detail each discount offered.]
- (ii) The exact method of calculations to determine the net price after application of discounts is shown below:
 [Specify in detail the method that shall be used to apply the discounts];
- (g) **Bid Validity Period:** Our Bid shall be valid for the period specified in BDS 18.1 (as amended, if applicable) from the date fixed for the Bid submission deadline specified in BDS 22.1 (as amended, if applicable), and it shall remain binding upon us and may be accepted at any time before the expiration of that period;
- (h) **Performance Security:** If our Bid is accepted, we commit to obtain a performance security in accordance with the bidding document;
- (i) **One Bid per Bidder:** We are not submitting any other Bid(s) as an individual Bidder, and we are not participating in any other Bid(s) as a Joint Venture member, or as a subcontractor, and meet the requirements of ITB 4.3, other than alternative Bids submitted in accordance with ITB 13;
- (j) **Suspension and Debarment:** We, along with any of our subcontractors, suppliers, consultants, manufacturers, or service providers for any part of the contract, are not subject to, and not controlled by any entity or individual that is subject to, a temporary suspension or a debarment imposed by the World Bank Group or a debarment imposed by the World Bank Group in accordance with the Agreement for Mutual Enforcement of Debarment Decisions between the World Bank and other development banks. Further, we are not ineligible under the Purchaser's Country laws or official regulations or pursuant to a decision of the United Nations Security Council;
- (k) **State-owned enterprise or institution:** [select the appropriate option and delete the other] **[We are not a state-owned enterprise or institution]**
- (l) **Commissions, gratuities, fees:** We have paid, or will pay the following commissions, gratuities, or fees with respect to the Bidding process or execution of the Contract: **[none]**

Name of Recipient	Address	Reason	Amount

(If none has been paid or is to be paid, indicate "none.")

BRAKO

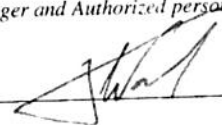
Company for production, trade and services BRAKO DOO (Limited Liability Company) import-export Veles,
Str. Rashtanski pat no. 2 1400 Veles, Republic of North Macedonia tel: +389 43 212 560 e-mail: office@brako.com.mk
Drushtvo za Proizvodstvo, Trgovija i Uslugi BRAKO DOO uvoz-izvoz Veles ul. Rashtanski pat br. 2 1400 Veles, Republika Severna
Makedonija tel: +389 43 212 560 e-mail: office@brako.com.mk

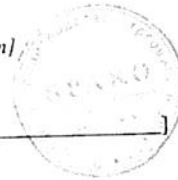
- (m) **Binding Contract:** We understand that this Bid, together with your written acceptance thereof included in your Letter of Acceptance, shall constitute a binding contract between us, until a formal contract is prepared and executed;
- (n) **Purchaser Not Bound to Accept:** We understand that you are not bound to accept the lowest evaluated cost Bid, the Most Advantageous Bid or any other Bid that you may receive; and
- (o) **Fraud and Corruption:** We hereby certify that we have taken steps to ensure that no person acting for us or on our behalf engages in any type of Fraud and Corruption.

Name of the Bidder: *[Company for production, trade and services BRAKO DOO (Limited Liability Company) import-export Veles and Company for production, construction, trade and services JBT-ARI I TOM DOOEL Valandovo]

Name of the person duly authorized to sign the Bid on behalf of the Bidder: **[Blagoj Shalev]

Title of the person signing the Bid: [Manager and Authorized person]

Signature of the person named above: []



Date signed [03] day of [11], [2020]

a

*: In the case of the Bid submitted by a Joint Venture specify the name of the Joint Venture as Bidder.

** : Person signing the Bid shall have the power of attorney given by the Bidder. The power of attorney shall be attached with the Bid Schedules.

Handwritten signature/initials

Form of Bid-Securing Declaration

[The Bidder shall fill in this Form in accordance with the instructions indicated.]

Date: [02.11.2020
Bid No.: MK/ERCP # 1.1.7
Alternative No.: [//]

To: Ministry of Labour and Social Policy of the Republic of North Macedonia

We, the undersigned, declare that:

We understand that, according to your conditions, Bids must be supported by a Bid-Securing Declaration.

We accept that we will automatically be suspended from being eligible for bidding or submitting proposals in any contract with the Purchaser for the period of time of **5 years** starting on **01.01.2021** if we are in breach of our obligation(s) under the Bid conditions, because we:

- (a) have withdrawn our Bid during the period of Bid validity specified in the Letter of Bid; or
- (b) having been notified of the acceptance of our Bid by the Purchaser during the period of Bid validity, (i) fail or refuse to sign the Contract; or (ii) fail or refuse to furnish the Performance Security, if required, in accordance with the ITB.

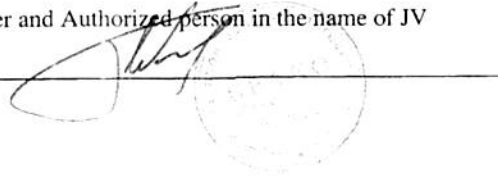
We understand this Bid Securing Declaration shall expire if we are not the successful Bidder, upon the earlier of (i) our receipt of your notification to us of the name of the successful Bidder; or (ii) twenty-eight days after the expiration of our Bid.

Name of the Bidder* Company for production, trade and services BRAKO DOO (Limited Liability Company) import-export Veles and Company for production, construction, trade and services JBT-ARI I TOM DOOEL Valandovo

Name of the person duly authorized to sign the Bid on behalf of the Bidder**Blagoj Shalev

Title of the person signing the Bid Manager and Authorized person in the name of JV

Signature of the person named above _____



Date signed 03.11.2020 , Veles

*: In the case of the Bid submitted by joint venture specify the name of the Joint Venture as Bidder

** : Person signing the Bid shall have the power of attorney given by the Bidder attached to the Bid

[Note: In case of a Joint Venture, the Bid-Securing Declaration must be in the name of all members to the Joint Venture that submits the Bid.]

Form of Bid-Securing Declaration

[The Bidder shall fill in this Form in accordance with the instructions indicated.]

Date: *[02.11.2020]*
Bid No.: MK/ERCP # 1.1.7
Alternative No.: *[/]*

To: *Ministry of Labour and Social Policy of the Republic of North Macedonia*

We, the undersigned, declare that:

We understand that, according to your conditions, Bids must be supported by a Bid-Securing Declaration.

We accept that we will automatically be suspended from being eligible for bidding or submitting proposals in any contract with the Purchaser for the period of time of **5 years** starting on **01.01.2021** if we are in breach of our obligation(s) under the Bid conditions, because we:

- (a) have withdrawn our Bid during the period of Bid validity specified in the Letter of Bid; or
- (b) having been notified of the acceptance of our Bid by the Purchaser during the period of Bid validity, (i) fail or refuse to sign the Contract; or (ii) fail or refuse to furnish the Performance Security, if required, in accordance with the ITB.

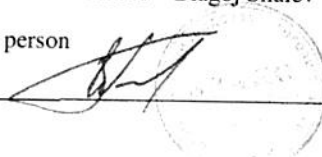
We understand this Bid Securing Declaration shall expire if we are not the successful Bidder, upon the earlier of (i) our receipt of your notification to us of the name of the successful Bidder; or (ii) twenty-eight days after the expiration of our Bid.

Name of the Bidder* Company for production, trade and services BRAKO DOO (Limited Liability Company) import-export Veles

Name of the person duly authorized to sign the Bid on behalf of the Bidder** Blagoj Shalev

Title of the person signing the Bid Manager and Authorized person

Signature of the person named above _____



Date signed 03.11.2020 , Veles

*: In the case of the Bid submitted by joint venture specify the name of the Joint Venture as Bidder

** : Person signing the Bid shall have the power of attorney given by the Bidder attached to the Bid

[Note: In case of a Joint Venture, the Bid-Securing Declaration must be in the name of all members to the Joint Venture that submits the Bid.]

03-21/2
28.10 20

Form of Bid-Securing Declaration

Company for production construction trade and services JBT-ARI I TOM LCCs
str.Marshal Tito nn, 2460 Valandovo

Date: 28.10.2020
Bid No.: MK/ERCP # 1.1.7
Alternative No.:

To: *Ministry of Labour and Social Policy of the Republic of North Macedonia*

We, the undersigned, declare that:

We understand that, according to your conditions, Bids must be supported by a Bid-Securing Declaration.

We accept that we will automatically be suspended from being eligible for bidding or submitting proposals in any contract with the Purchaser for the period of time of **5 years** starting on **01.01.2021** if we are in breach of our obligation(s) under the Bid conditions, because we:

- (a) have withdrawn our Bid during the period of Bid validity specified in the Letter of Bid;
or
- (b) having been notified of the acceptance of our Bid by the Purchaser during the period of Bid validity, (i) fail or refuse to sign the Contract; or (ii) fail or refuse to furnish the Performance Security, if required, in accordance with the ITB.

We understand this Bid Securing Declaration shall expire if we are not the successful Bidder, upon the earlier of (i) our receipt of your notification to us of the name of the successful Bidder; or (ii) twenty-eight days after the expiration of our Bid.

Name of the Bidder* JBT ARI I TOM DOOEL VALANDOVO

Name of the person duly authorized to sign the Bid on behalf of the Bidder** Aristotel Isirov

Title of the person signing the Bid manager

Signature of the person named above _____



Date signed 28.10.2020 day of _____

*: In the case of the Bid submitted by joint venture specify the name of the Joint Venture as Bidder

** : Person signing the Bid shall have the power of attorney given by the Bidder attached to the Bid

[Note: In case of a Joint Venture, the Bid-Securing Declaration must be in the name of all members to the Joint Venture that submits the Bid.]



Annex VI. Signatures of the Evaluation Committee Members

1. Vanja Andonova, Ministry of Health of R. of North Macedonia


signature

1. Damjan Hristov, Ministry of Health of R. of North Macedonia


signature

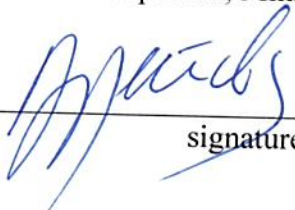
2. Elena Alexandrova, Ministry of Labor and Social Policy


signature

3. Maja Lazarevska, ERCP, Ministry of Labor and Social Policy


signature

4. Jovan Grpovski, Ministry of Health of R. North Macedonia


signature