



Invitation to Tender

Bidder clarifications

Provision of GLOBAL FREIGHT FORWARDING SERVICES

Issue Date: 12/05/2023

Closing Date and Time: 12/06/2023 at 13:00 GMT

| Clarification # | Suppliers' Comments | MSI Responses |
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| 1 | Point 3.1 Stage 1 Pre-qualification Point c) Supplier Commercial Proposal & Requirements = kindly clarify what this point contains. Initially we thought it was the fulfilment of Appendix A/B/C & Questionnaire, but as we read it these will be a part of the stage 2 evaluation | Correct. This will be the bidder's proposal and response to the RFP. The questionnaire will be a part of Stage 1 |
| 2 | <u>Example Shipment #1:</u> 1. Should this be quoted as an air shipment or a sea shipment? In incoterms you mention CIP/DAP Air but also mention container requirements as 40'. 2. Is the delivery to port/airport or to a warehouse in Ulaanbaatar? Either incoterm | 1- Ignore container and quote by Air. Whilst we acknowledge this is unorthodox, it is however an equivalent to a previous shipment 2- CIP or DAP would work. However, Mongolia would take over at the airport, therefore quote as CIP to airport only to Ulaanbaatar Airport, Mongolia |
| 3 | <u>Example shipment #2:</u> Delivery to port/airport or to a warehouse in Yangon? | From FOB Jawaharlal Nehru port, India (supplier to gate in containers). Then Moving to a seaport on CIP incoterms to CY Thilawa port, Myanmar. |
| 4 | <u>Example Shipment #4:</u> 1. Delivery to port/airport or to a warehouse in Addis Abba? 2. It is mentioned that cargo must be palletised, but from the size dimensions (L/W/H) it could indicate that it is already on pallets. Please clarify. 3. Delivery to port/airport or to a warehouse in Freetown? 4. The incoterm is FOB, but please clarify from which port this must be shipped as Beijing has no port. | 1- DAP warehouse. From FCA supplier warehouse, Oss, NL To DAP MSI Ethiopia warehouse, MARIE STOPES INTERNATIONAL ETHIOPIA KIRKO SUBCITY, WOREDA 2, H.N 174, PO BOX 5775 2- 53xm x 44cm x 35cm. For this specific shipment, they should not be palletised 3 & 4- From FOB: Xingagn CFS warehouse, China (shipper to deliver to warehouse + export customs) To CIP: CFS warehouse Freetown, Sierra Leone. Whilst we understand there is no port in Beijing, port for this shipment would be Tianjin |
| 5 | As to the bidding instructions in Appendix C, kindly clarify <u>point b)</u> inspection fees = Please inform if this covers PVOC/PSI? | No, we have our own independent 3 rd party who undertakes inspections on our behalf, however, we |

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| | | are expecting freight forwarders to evidence (photographs or other documentary means) that they have received the appropriate number of cartons/shippers/pallets when collecting from manufactures/handover from shipments etc |
| 6 | In connection with the incoterms mentioned in the cases above versus your point 3.2.4 Pricing/Price format: In last mentioned you ask us to include clearance/custom fees, but normally this is not a part of a DAP delivery. Please clarify. | Again, depends on the insurance coverage in Appendix B. This would depend on if this is delivery to warehouse etc so you would need to look at the example to work out the best way forward for us |
| 7 | Is it possible to have the deadline extended with minimum 1 week? | Yes, we are happy to extend by one week and for all proposals to be submitted no later than <u>12th June 2023 13:00 GMT.</u> |
| 8 | Is MSI requiring forwarders to process tax exemption, or these will be processed by consignee in each destination? | In the examples given there is no expectations of tax exemptions for you to quote against. However, there are some countries with exceptions where tax exemptions are required, but it is not all. Should you be successful, we will share that information with you |
| 9 | What are the temperature requirement for transporting pharma? | This depends on product and whether a reefer container is required. This will be confirmed at the time of quote request. As a rule, we move our cargo by ambient temperatures but by exception we move by reefer and therefore wanted to know you have the appropriate licenses in place. |
| 10 | As terms mentioned in the RFP is CIP and DAP, why are you referring to customs clearance at destination? | If you had DAP warehouse this does include customs clearance where the export clearance is done by the seller (you) and import customs clearance is done by the buyer. Don't necessarily need to quote customs clearance if you are taking it through to the warehouse, but we haven't asked for DDP. Remove custom clearance fees associated to it, we will handle the local charges ourselves, assuming you are delivering to the warehouse. |

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| | | DAP and CIP are our preferred incoterms; however, customs clearance is mentioned should this not be the case. |
| 11 | Where you stated must obtain local insurance only: do you mean you do not need international marine insurance? | When its local insurance there is an obligation to provide local insurance only according to country regulations receiving the goods. We want to avoid double insurance where possible. |
| 12 | Additionally, please clarify the example shipment 1, is the request for Ocean our Air freight? | Ignore container and quote by Air. Whilst we acknowledge this is unorthodox, it is however an equivalent to a previous shipment CIP or DAP would work. However, Mongolia would take over at the airport, therefore quote as CIP to airport only to Ulaanbaatar Airport, Mongolia |
| 13 | Referring to Section 3.2.2 Account Management and Support – Reporting , the Bidder is asked to ‘Describe your reporting and analytics capabilities and whether MSI can export the data’. Please can MSI clarify what reporting system you would like us to feed data into, or the format for any data requested, or you are happy to accept/use our reporting tools? | Any reporting tools are fine. It would be utilised for us to track shipments and reporting without having to contact you every time. |
| 14 | Regarding Section 3.2.2 Account Management and Support - Insurance , the Bidder is asked to ‘Provide us with an array of cover for admitted countries and capability in a non-admitted space as per AXCO.’ Please can you clarify this further e.g., define “admitted” and AXCO. | AXCO, much like Croner or others which is utilised to determine individual country requirements in this scenario. AXCO is referenced as an example. Non-admitted insurance refers to the placing of insurance outside the regulatory system of the country in which the risk is located. An authorised insurer is one that has been granted permission to do business in a country (or region) by the local supervisory authority. |
| 15 | Referring to Section 3.2.4 - Pricing , the Bidder is asked to ‘provide a comprehensive fee schedule as part of their proposal, identifying specific rates associated with global freight forwarding and any discount available for NGO’s.’ | We would like you to quote per scenario we are not expecting a global fee schedule. |

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| | Please can MSI confirm if the Bidder should provide a fee schedule for all countries as well a price proposal for the scenarios? | |
| 16 | Referring to Appendix C – Hypothesis MSI Shipping Examples – Shipping and Delivery Capabilities , states an air shipment, should the terms with the supplier then be FCA named place, please advise correct terms | In some cases, the freight forwarder will be asked to collect from our FOB supplier (where is FOB taking place) FCA warehouse loaded. However, you haven't included which example you are referring to. |
| 17 | Referring to Appendix C – Hypothetical MSI Shipping Scenarios , the Bidder is asked to 'Bid in the future (Quotes to be made between 22nd May and 25th May 2023)'. Please could MSI define what this means. | We are expecting the movement that you are quoting against to be during this timeframe so that we can benchmark against all international freight quotes at the time during a specific period. We do ask that you also provide evidence that the quote was made during this timeframe. However, as the closing date has now been extended by one week, the quotes should be made between the <u>30th of May 2023 and 1st June 2023.</u> |
| 18 | Referring to Appendix C – Hypothetical MSI Shipping Scenarios , the Bidder is asked to 'provide route, trade embargos, risk mitigations / quote against two example options and two examples with narratives. MSI has provided four scenarios. Is MSI asking for cost quotations for two of the scenarios and narratives for the other two scenarios. Or is MSI asking for cost quotations and narratives for any two scenarios out of the four provided. | Please quote against all shipping scenarios and provide a narrative for 2 of your choosing. The intention is to assess the detail you provide against the risk mitigation |
| 19 | Referring to Appendix C – Hypothetical MSI Shipping Scenarios , the Bidder is asked to 'provide admitted and non-admitted split and quote against these as per AXCO system'. As per 2. Please also confirm if MSI or the Bidder should provide the admitted list? | Appendix B denotes the countries with non and admitted list as per the AXCO system, as per clarification above AXCO is utilised as an international standard, we are happy for you to use another standard, but please state what it is. |
| 20 | Referring to Appendix C – Hypothetical MSI Shipping Scenarios , states to class the goods as General cargo on the quotation examples, however these items are pharmaceuticals and medical devices which should be shipped under GDP regulations. Please advise whether we should take into consideration any temperature, humidity, or special handling requirements, and if so, what these will be for each product listed. | MSI has taken a stance to move all pharmaceutical and medical devices as general cargo, based on detailed analysis in line with manufacturing stability analysis and manufacturers guidance. What we are requesting you to undertake is a transport route risk assessment to ensure products are unlikely to spend |

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| | | two weeks plus at a port such as, Jeddah where there is likely to be direct exposure to sunlight. |
| 21 | Referring to Appendix C – Hypothetical MSI Shipping Scenarios, for Example Shipment #1: We need clarification if they want Air or Sea freight rates. Required incoterm is stating CIP/DAP Air but further below is saying Container Requirements 40ft. Cargo's specs are pointing more towards sea freight. | Please see response to clarification number #2 |
| 22 | Referring to Appendix C – Hypothetical MSI Shipping Scenarios, for Example Shipment #3: Cargo specs, do we have 42 boxes with these weight and dimensions or is it one pallet containing 42 boxes? | 42 boxes in total and each box dimensions are listed in the example. However, the total weight included in palletised form. |
| 23 | Referring to Appendix C – Hypothetical MSI Shipping Scenarios, for Example Shipment #4: Cargo specs, can they provide the cargo full dimensions and clarify if we will have 73 boxes loose or whether they are placed into pallets. We will then need the number of pallets and dimensions. | Please see response to clarification number #4 |