



REPUBLIC OF ZAMBIA

MINISTRY OF FINANCE AND NATIONAL PLANNING

NATIONAL AUTHORISING OFFICE OF THE EUROPEAN DEVELOPMENT FUND

Contract Title:

Supply, Delivery, Installation and Commissioning of Information Communication and Technology (ICT) and Electronic Equipment to the Business Regulatory Review Agency (BRRA), Zambia Development Agency (ZDA), Ministry of Green Economy and Environment (MGEE), Competition and Consumer Protection Commission (CCPC), and Patents and Companies Registration Agency (PACRA)

PUBLICATION REFERENCE: NAO/EDF/TABI/SUP/2026-01

RESPONSES TO REQUESTS FOR CLARIFICATION RECEIVED FROM PROSPECTIVE TENDERERS

#	REQUEST FOR CLARIFICATION	RESPONSE/CLARIFICATION PROVIDED
1.	Lot 1 - Line 8 - Microsoft Power BI: Indicate if you require Pro or premium	• Power BI Pro License
2.	Lot 1 - Line 10 - Window Server licenses (windows server 2025 Data centre) Indicate Number of Cores per server	• Number of cores per server is 16 cores. • No. of servers 4
3.	Lot 1- Line 7 - Microsoft office enterprise: Indicate if you require E1 or E3 or E5	• Microsoft office 365 E5
4.	Lot 1 -Data Storage Unit – Protocols: SMB 3.0, NFS v3/v4, iSCSI Compatibility: Windows, Linux, App ecosystem with backup, sync, antivirus, and VMs Connectivity: 10GbE Form Factor: Rack Mount Memory: 32GB ECC RAM	

Storage: 4 × 6TB
Storage Protocol: RAID 1–6

- a) Is the requirement intended for a **NAS appliance**, a **SAN solution**, or a **hybrid NAS/SAN platform**?
- b) Is iSCSI support required merely as an additional feature, or is the storage expected to serve as a dedicated iSCSI storage target for virtualized environments
- c) Are solutions such as Synology Rack Station, QNAP Enterprise NAS, or equivalent hybrid storage platforms acceptable, provided all specified protocols and performance requirements are met
- d) Is there any minimum requirement for:
 - a. Number of iSCSI targets/LUNs,
 - b. Storage performance (IOPS/throughput),
 - c. Hypervisor integration (VMware, Hyper-V, Proxmox, etc.)

- a) The requirement is intended for a **NAS appliance**
- b) iSCSI support should be as an additional feature, as storage target for virtualized environments. But SSD storage is preferred
- c) Yes, solutions such as Synology Rack Station, QNAP Enterprise NAS, or equivalent hybrid storage platforms are acceptable, provided all specified protocols and performance requirements are met. Things like RAM size, processing power and ethernet speed
- d) Minimum requirements:
 - Form Factor: 2U Rackmount
 - 10 Gigabit Ethernet Port: 2 x 10GBASE-T
 - Hypervisor integration: VMware or Hyper-V
 - CPU: AMD Ryzen™ 7 7000 series 8-core/16-thread processor, burst up to 5.3 GHz or Intel equivalent
 - CPU Architecture: 64-bit x86
 - Memory: 32GB DDR5 RAM
 - Storage: 4 × 6TB
 - Drive Compatibility: 2.5-inch SATA solid state drives
 - Supported Client Operating Systems
 - Apple Mac OS 15 or later
 - Ubuntu 14.04, CentOS 7, RHEL 6.6, SUSE 12 or later Linux
 - IBM AIX 7, Solaris 10 or later UNIX
 - Microsoft Windows 11 Pro
 - Microsoft Windows Server 2025 Standard
 - iSCSI Service: Yes
 - RAID Type:
 - 8-bay (and more): Single, RAID 0 (Stripe), 1, 5, 6, 10, 50, 60, Triple Mirror, Triple Parity
 - 6-bay: Single, RAID 0 (Stripe), 1, 5, 6, 10, 50, Triple Mirror, Triple Parity

		4-bay: Single, RAID 0 (Stripe), 1, 5, 6, 10, Triple Mirror, Triple Parity 3-bay: Single, RAID 0 (Stripe), 1, 5, Triple Mirror, Triple Parity 2-bay: Single, RAID 0 (Stripe), 1 • Maximum number of targets LUN: • 256 • Block-based iSCSI LUN: Yes • Maximum LUN size: 1024 TB • LUN Type: Thick, Thin • Fibre Channel Service: Yes
5.	We seek clarification on the following in Lot 1 • Adobe Creative Suite (CA) Company Name: License Type: Number of Licenses:	• Zambia Development Agency (ZDA) • Adobe Creative Suite (CA) Pro License • Number of Licenses: 25
6.	Kindly guide on the following: 1. For each contract, the value of the supplies completed must not be less than: Lot 1: EUR 80,000 Lot 2: EUR 20,000 Lot 3: EUR 7,000 Lot 4: EUR 6,000 Could you advise on the required value of completed supplies for tenderers wishing to submit bids for all lots or for a combination of lots, e.g., lots 1 and 4 only, lots 1, 2, and 3, or lots 2, 3, and 4?	As stated in the Additional information about the Contract Notice (point 16(3)), at least 2 contracts implemented at any moment during the last three years before the submission deadline must be provided. If a tenderer bids for several lots, the same contracts can be used as references for all lots provided that: • The items supplied under that reference contracts are in the domain of the respective lots being tendered for. • The value of those delivered supplies is not less than the stated amount for <i>each</i> lot being bid for. • The value of the specific items supplied is clearly identifiable in the contract references.

	2. Economic and financial capacity The candidate's or tenderer's average annual turnover of the last 3 financial years for which the accounts have been closed must exceed LOT 1: EUR 293,000 LOT 2: EUR 84,000 LOT 3: EUR 27,000 LOT 4: EUR 26,000 Could you advise on the required Annual Turnover for tenderers intending to bid on a combination of lots as stated in clarification No. 1?	As stated in the Additional information about the Contract Notice (point 16(1), the candidate's or tenderer's average annual turnover for the last 3 financial years for which accounts have been closed must exceed the respective lot amounts. If a tenderer bids for several lots, their average annual turnover is applied to each lot independently. The turnover figure must meet or exceed the individual minimum requirement for each specific lot being tendered for, rather than the cumulative total.
7.	We kindly request clarification on the following points: • Currency of Pricing and Local Compliance The tender documents require bidders to submit their financial offers in Euro (EUR). However, suppliers operating in Zambia generally conduct procurement and commercial transactions in Zambian Kwacha (ZMW). Could the Contracting Authority please confirm: - Whether all bid prices must be quoted exclusively in EUR; - Whether any exchange rate mechanism will be applied during contract execution; and - Whether the supplier bears the full foreign exchange risk throughout the contract period.	We are aware of the directive to settle payments in Zambian Kwacha (ZMW), however, the payments under this contract will be made to the would-be contractor directly by the paying agent, from the EU. - Tenders must be presented in Euro as stated in the Instructions to Tenderers (Article 6 of the Instructions to Tenderers). - There will be no exchange rate mechanism applied during the execution of the contract. - The supplier will bear the foreign exchange risk, as all contractual payments will be made directly in Euros (€).

- **Currency of Payment**

Considering that the financial offer is required to be submitted in EUR, kindly confirm:

- Whether payments to the successful contractor will be made directly in EUR;
- Whether payments will be made to a foreign currency account held by the contractor;
- Or whether payments will be converted and paid in ZMW.

- **Tax and Import Duty Exemptions**

The tender dossier refers to VAT and customs duty exemptions under the EDF/EU financing arrangements.

Could the Contracting Authority kindly clarify:

- Whether an exemption certificate will be issued to the successful contractor;
- The procedure for obtaining VAT exemption;
- The procedure for obtaining customs duty exemption for imported equipment; and
- Whether exemptions apply to all lots under this procurement.

- The payments will be made directly in Euros (€).

- The payments will be made to the account that will be provided in the Identification Form template provided in the tender dossier.

- The payments will be made in Euros (€) to whichever account will be given, whether in foreign or local currency.

The contracting authority will be available to guide the successful tenderer.

If the would-be contractor is importing, they will need to officially request the contracting authority for clearance with the following documents attached:

- Cover letter to the contracting authority requesting for customs and duty clearance;
- Invoice/s;
- If they are shipping, they will need to attach a packing list; and if it is by air transport, they will need to attach an airway bill;
- The contracting authority will issue a Voucher of Exemption (VOE) letter to the Ministry of Finance and National Planning that the contractor will give to the agent to initiate the clearing process; and
- The would-be contractor will be required to appoint an agent to facilitate the importation process.

		If the would-be contractor is procuring locally, they will need to officially request the contracting authority for clearance with the following documents attached: i) Cover letter to the contracting authority requesting for a Local Purchase Order; ii) Invoice/s and/or Quotation/s; iii) The would-contractor will be availed with the contracting authority's template to detail the supplies; and iv) The contracting authority will issue a Zambia Revenue Local Purchase Order
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