

Last Clarifications send by Consortium SLPA - Swisslog,

Q1. Regarding the “Minutes of a meeting of the Clarification meeting in relation to the issued BAFO with the two main bidders held at the Physiotherapy board room, MDH Tuesday 10th October at noon – 14:00.” line 2:

Confirmation regarding spreadsheet annexed to Bid bond document	Though figures could be taken as actual, it was agreed to exclude the POYC data from the equation as the latter serve the outpatients
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We kindly ask to publish an updated “Annex 4 – Financial Offer Form” which will reflect the current forecast as per the annexes 14 (e.g. excluding POYC)

With reference to Health Care Sites included in the scope of the concession as listed in page 2 of the BAFO Document and our previous question n. 29 issued on 25th October, we kindly ask you to confirm that those sites operated by VGH will remain in the scope of the concession for the full duration of the contract. Should this not be the case, then could you please revise the “Annex 4 – Financial Offer Form” accordingly which will reflect the current forecast as per the annexes 14 (e.g. excluding VGH)

A1. As per previous published clarifications, please refer to **Annex F** through Projects Malta website <http://www.projectsmalta.com/wp-content/uploads/2017/11/Annex-F-Customer-Demand-ALL-ENTITIES.pdf> that denotes the customer demand as set-up by the entities together with the Financial offer form update **Annex 4 Rev1**.

However, the Contracting Authority cannot give any guarantee on the uptake of the system at Healthcare sites other than MDH & SAMOC. As per tender conditions, the concessionaire would be paid for the services rendered in other Healthcare sites for the production of single doses based on the model of savings being adopted. It is thus being made clear that for evaluation benchmarking purposes, the savings model has to be done exclusively by making use of the MDH & SAMOC project site.

Q2. With reference to Annexes 4 and 14, we noted great differences in quantities of dev, pharma and special between them as in following table

Category	Annex 14	Annex 4
Dev	63.600.000	1.000.000.000
Pharma	29.400.000	250.000.000
Special	5.100.000	5.000.000

Actual forecast (annex 14) represent only a small part of the quantities indicated in annex

This could lead to a offer price completely different from the annual fee for the concessionaire.

Forecasted quantities and quantities in the offer should be the same. Could you please amend the annex 4?

A2. For evaluation purpose kindly note that there was an arithmetical error in the number of the materials: Thereby we confirm that medicines are 250M; Specials are 5M and Materials are 100 M in line with **Annex 4 Rev 1**.

Q3. Regarding the “Minutes of a meeting of the Clarification meeting in relation to the issued BAFO with the two main bidders held at the Physiotherapy board room, MDH Tuesday 10th October at noon – 14:00.” line 9:

64M Euro spent in 2011 and 100M will be spent by end 2017	For information purpose
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In annexes 14 (excluding POYC) of the 100M€ stated, only 54M€ can be found. Could you please confirm the expected (or forecasted) annual cost of goods that will be in the scope of the tender?

A3. As per previous published clarifications, please refer to **Annex F** through Projects Malta website <http://www.projectsmalta.com/wp-content/uploads/2017/11/Annex-F-Customer-Demand-ALL-ENTITIES.pdf> that denotes the customer demand as set-up by the entities.

Q4. Regarding the “Minutes of a meeting of the Clarification meeting in relation to the issued BAFO with the two main bidders held at the Physiotherapy board room, MDH Tuesday 10th October at noon – 14:00.” line 10:

People that will be seconded will remain on government payroll for 2 years from project initiation.	Then secondment will depend on how process would be rolled out. People to be seconded include people that manage stores and distribution functions.
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Should your reply to our clarification n. 9 (...) be negative then, kindly confirm that the seconded personnel will remain on the government payroll throughout the duration of the concession.

A4. The seconded personnel will remain on the government payroll all throughout the life cycle of this concession agreement and payment will be made by the concessionaire from the date of commercial operational activity that is, after 3 years from contract signature.

Q5. With reference to our previous question n. 21 issued on 25th October and “Minutes of a meeting of the Clarification meeting in relation to the issued BAFO with the two main bidders held at the Physiotherapy board room, MDH Tuesday 10th October at noon – 14:00.” line 13, we kindly ask you to publish the formula intended to be used with the software model at least 10 days before the 30th November 2017 in order to allow tenderers to evaluate the

model and submit any request for clarifications, changes etc. before the deadline for clarifications request.

A5. This has been published on Projects Malta website <http://www.projectsmalta.com/wp-content/uploads/2017/11/Saving-Formula-Note.pdf>

Q6. Regarding the “Minutes of a meeting of the Clarification meeting in relation to the issued BAFO with the two main bidders held at the Physiotherapy board room, MDH Tuesday 10th October at noon – 14:00.” line 15:

Baseline jointly	Clarify the 2 year system
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We kindly ask to confirm as discussed during the clarification meeting, that the baseline for saving calculation will be determined as the preceding 12 months for each and every part (or unit) of project implemented.

A6 It is being confirmed that in line with clause 18.5, the Concessionaire shall be entitled to savings as from the third year of the Effective Date. The Concessionaire shall be entitled to any savings accumulated in the first 24 months, after the baseline is established, which savings shall only be paid in the third year from the Effective Date. This is however a one time measure intended to acknowledge the concessionaire’s efficiency should measurable savings materialize in the first year. Further prospective savings from the commercial operation date throughout the end of the fifteen year period, will NOT be accrued and will be handled individually.

Q7 Regarding the “Minutes of a meeting of the Clarification meeting in relation to the issued BAFO with the two main bidders held at the Physiotherapy board room, MDH Tuesday 10th October at noon – 14:00.” line 16:

Inflation Rate normalisation	Please refer to draft contract pg 38
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A7 Kindly take note of the Savings Formula in order to determine which normalisation factors and which variables will influence the overall model.

Q8 Please confirm that the concession contract will remain fully in force, valid and assigned in its entirety irrespective of any possible change in the ownership or management of Health Care Sites currently in scope (e.g. privatization of some of them or part of their activities)

A8 The Contracting Authority cannot give any guarantee on the uptake of the system at Healthcare sites other than MDH & SAMOC. However as per tender conditions, the concessionaire would be paid for the services rendered in other Healthcare sites for the production of single doses based on the model of savings being adopted. It is thus being

made clear that for evaluation purposes, the savings model has to cater exclusively for the MDH (including SAMOC) project site.