

RFP/RABIESVB/2021 Questions and Answers (12/04/21)

This document is established to centralise the responses to all the questions the OIE receives related to the OIE Rabies Vaccine Bank call for tender (reference RFP/RABIESVB/2021).

RFP Section	Question	Answer																																								
General	What would be the size in terms of doses of the proposed Rabies vaccine bank?	<p>The OIE Vaccine Bank is mostly an on-demand mechanism. The OIE receives requests of rabies vaccines from its Members (mostly countries) or from international organisations or other implementing partners and then contact the manufacturer to process the delivery. The OIE is not in capacity to know the requests it will receive and therefore provides a size of the potential market for the Rabies Vaccine Bank for the coming 4 years. However, as mentioned in section 2.1 “Project Background” of the Terms of reference, the number of doses ordered from 2012 to 2020 almost reached 26 million doses. The below graph provides a more precise picture of the situation per year since 2012. The OIE believes that orders are likely to increase in the coming future due to the awareness and momentum promoted by WHO, FAO and the OIE related to the global goal set of zero human dog-mediated deaths worldwide by 2030.</p> <table border="1"> <caption>Modalities for purchasing from the OIE Vaccine Bank for rabies</caption> <thead> <tr> <th>Year</th> <th>International organisations</th> <th>Direct country purchase</th> <th>OIE Purchase</th> </tr> </thead> <tbody> <tr> <td>2012</td> <td>~200,000</td> <td>~100,000</td> <td>~100,000</td> </tr> <tr> <td>2013</td> <td>~100,000</td> <td>~100,000</td> <td>~1,000,000</td> </tr> <tr> <td>2014</td> <td>~100,000</td> <td>~100,000</td> <td>~800,000</td> </tr> <tr> <td>2015</td> <td>~100,000</td> <td>~100,000</td> <td>~1,000,000</td> </tr> <tr> <td>2016</td> <td>~6,000,000</td> <td>~100,000</td> <td>~100,000</td> </tr> <tr> <td>2017</td> <td>~5,000,000</td> <td>~100,000</td> <td>~100,000</td> </tr> <tr> <td>2018</td> <td>~2,000,000</td> <td>~100,000</td> <td>~100,000</td> </tr> <tr> <td>2019</td> <td>~1,000,000</td> <td>~100,000</td> <td>~1,000,000</td> </tr> <tr> <td>2020</td> <td>~1,000,000</td> <td>~100,000</td> <td>~1,000,000</td> </tr> </tbody> </table>	Year	International organisations	Direct country purchase	OIE Purchase	2012	~200,000	~100,000	~100,000	2013	~100,000	~100,000	~1,000,000	2014	~100,000	~100,000	~800,000	2015	~100,000	~100,000	~1,000,000	2016	~6,000,000	~100,000	~100,000	2017	~5,000,000	~100,000	~100,000	2018	~2,000,000	~100,000	~100,000	2019	~1,000,000	~100,000	~1,000,000	2020	~1,000,000	~100,000	~1,000,000
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General	Do you know whether the OIE vaccine bank is restricted to inactivated vaccines only? Are oral vaccines also included in the vaccine bank?	As mentioned in article 3.4 of the Tender’s Terms of reference, the vaccine expected is an inactivated Parenteral (injectable) vaccine for dogs. This call is therefore restricted to inactivated vaccines and oral vaccines are not included in this call.																																								
General	Should we submit PDF tender documents through email or paper documents through express delivery?	As mentioned in article 4.5 RESPONSE FORMAT REQUIREMENTS of the tender procedure rules, “ <i>tenders, namely the envelope including the technical offer and the envelope including the financial offer, must be submitted in English in a sealed package ... The wording on the package should also appear on the outside of the external wrapping if the responses are sent by post or by couriers. If necessary, the OIE will provide the required acknowledgment of receipt. Tenders may be deposited at the OIE reception desk, from Monday to Friday and from 9:00 to 17:00. Email is therefore not a possible option.</i> ”																																								
General	Within the bidder’s experience section, we want to give you an added value about our company experience, referring to the logistic chain sending vaccine to another continent. We would like to ask you if we can use shipping examples about	While the OIE is most interested in receiving information on the Tenderer’s recent experiences in the shipment of rabies vaccines, we are open to receiving other examples that could demonstrate the Tenderer’s capacity to deliver vaccines in all continents in general, and in Africa and Asia in particular.																																								

	other vaccines to demonstrate experience in handling biological products? Or do you prefer that we demonstrate specific experience in rabies vaccine?	
General	Should the offer be delivered personally, or can it be sent through DHL?	As mentioned in article 4.5 RESPONSE FORMAT REQUIREMENTS of the tender procedure rules, the response (offer) can be sent by post or by courier. Delivery by DHL is thus acceptable.
General	Could you provide some information on what caused the surge for demand in vaccine shown in 2015 & 2016? (Ref: Answer to first question in Question & Answer document)	The surge in 2015 and 2016 was linked to several important orders made and paid by WHO through the OIE vaccine Bank to deliver vaccines to one Asian country.
Tender Procedure Rules		
General	We want to ask you if all the documents in the offer must be legalized?	According to the tender procedure rules, the legalisation of documents is not a requirement. The core requirement is to provide original signed documents.
§ 4.5 RESPONSE FORMAT REQUIREMENTS	Could you please specify the OIE's expectations regarding response format requirements of tender procedure rules (document A, 4.5), and precise what are the signed documents requested under "All call for tender addenda signed".	Tenderers are expected to complete and sign Annexes 1 and 2 of the tender procedure rules. Regarding Annex 3 (Draft contract of the Supply Agreement), the OIE does not necessarily expect this document to be signed by the Tenderer. However, by submitting an offer, it is understood that each Tenderer has read, understood and is comfortable with this document, which will form the fundamental basis of the contracts to be signed between the OIE and the awarded Tenderers.
§ 4.5 RESPONSE FORMAT REQUIREMENTS	Due to current travel restrictions arising from the COVID-19 pandemic in our country, will the OIE accept an electronic signature on the documents submitted as part of the response?	Electronic signature is acceptable.
Terms of Reference		
§ 4.2 Financial offer	If purchase by third parties or International organisations is being requested, will payment be arranged by OIE or directly by the third party or international organisation? If so, how will this be managed contractually?	If purchase is made by third parties or International organisations, payment is not arranged by the OIE. The OIE will authorise access to the OIE Vaccine Bank to the third Party at the initial step of the process but the third party will pay the invoice provided by the vaccine manufacturer directly. The money does not pass through the OIE in that case. As mentioned in the Tender's Procedure Rules, article 4.3 of the Annex 3 (draft contract), an agreement between the vaccine manufacturer and the third Party, containing the same terms and conditions of the supply agreement between the OIE and the Vaccine manufacturer, may be established into if needed. The OIE recommends the most straightforward invoicing/process be followed to make the purchase as simple as possible.
§ 4.2 Financial offer	Requested is to use incoterm CIP. CIP will mean that if product will be sold under CIP conditions the freight costs (up to international airport in the country) is included in the total vaccine price.	As mentioned in the Tender's Terms of reference of reference, and in order to facilitate comparison between the offers received, the OIE will expect Incoterms CIP. The OIE has used this CIP incoterms with different vaccine manufacturers in the past for the management of its Vaccine Bank and the cost of the freight as well as the cost of the insurance were separated and distinguishable from the cost of the vaccine in the invoice.

	<p>If incoterm DAT (up to international airport in the country) will be used, it is allowed to invoice the freight costs in addition to the direct unit cost per dose of vaccine.</p> <p>Arrangements of transport and insurance will be the same for both CIP and DAT.</p> <p>Would it be possible to offer DAT?</p>	
<p>§ 4.2.1 Options for payment</p>	<p>In order to facilitate customs clearance, some beneficiary countries may require invoices in a currency differing from the currency of the contract signed (e.g. contract signed in EUR and invoice in USD on a case-by-case basis for some countries).</p> <p>o If we would need to invoice in a different currency than agreed, will the amount of payment be settled according to the exchange rate applicable at that time? Or should we offer a fixed price in both USD and EUR?</p> <p>o If billing is contracted in EUR and the currency has to be changed to USD on a case-by-case basis does this mean that freight charges must also be billed in USD at that time?</p>	<p>If an invoice is required in a different currency than the one stated in the supply agreement, the applicable exchange rate would be the one at the date of the official order made by the OIE.</p> <p>The OIE is using the main daily euro foreign exchange rates (reference rates provided by the ECB) accessible in the website of the Banque de France (https://www.banque-france.fr/en/statistics/rates/exchange-rates/main-daily-euro-foreign-exchange-rates-reference-rates-provided-ecb) but this can be further discussed during the contractual discussions between the OIE and the awarded tenderer.</p> <p>If billing is contracted in EUR and the currency has to be changed to USD on a case-by-case basis (in particular to facilitate customs clearance), it means that freight charges must also be billed in USD.</p>
<p>§ 3.1 THE VACCINE MANUFACTURER(S)</p>	<p>Do the OIE expect EU compliant GMP or is USDA GMP certification acceptable?</p>	<p>USDA GMP certification is acceptable. OIE acknowledges that GMP certification is provided through different regulatory agencies in different countries.</p>
<p>§ 3.4 RABIES VACCINES</p>	<p>Could you provide a breakdown of doses supplied 2012-present that required French labelling versus English labelling?</p>	<p>Of approximately 26 million doses supplied since 2012, approximately 10% were to French speaking countries and therefore labelled in French. These 26 million doses were supplied in approximately 100 distinct deliveries, of which approximately one quarter were to French speaking countries.</p>