



BOTSWANA POWER CORPORATION

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Morupule Power Station, Along Serowe - Palapye Road, Palapye

Private Bag 007 Palapye, Botswana

www.bpc.bw

ATT: PROSPECTIVE BIDDER

Our ref: Tender No: 6908/23-01

Your Ref:

Date: 19 March 2026

Dear Sir/Madam

RE: TENDER NO TENDER 6908/23-01: A TENDER FOR SUPPLY AND DELIVERY OF LIMESTONE CONVEYOR BELTS FOR LIMESTONE PLANT AT MORUPULE B POWER STATION

- 1) Kindly refer to the above subject at caption.
- 2) Kindly note the enquiries and responses on the table below.

BIDDER'S COMMENTS	BPC CLARIFICATION
<ul style="list-style-type: none">• If the reference forms part of the technical evaluation why are there no marks allocated to it to form part of the overall	<ul style="list-style-type: none">• Technical requirements can be evaluated on a pass/fail basis or allocation of points.

<p>tender evaluation like other technical requirements?</p> <ul style="list-style-type: none"> • If its mandatory for the bidders to have supplied conveyors belts before why was the tender, then not made selective to bidders who met the criteria instead of opening it to the public for tender? • Its only fair that either BPC refunds bidders who were misinformed to buy the selective tender or this criterion is removed as an assessment criterion to allow for fair competition and bidding. As it stands, bidders will be disqualified even before their bids are evaluated and what would have been the point of inviting them to tender in the first place. 	<ul style="list-style-type: none"> • The tender was issued as an open tender to promote transparency and allow all interested suppliers the opportunity to participate. However, bidders were required to demonstrate relevant experience, including prior supply of conveyor belts, as part of the qualification criteria. This requirement is assessed during the evaluation stage to ensure that the bidder recommended for award has the necessary experience and capacity to deliver the required goods • Kindly note that tender documents are issued on a non-refundable basis, as stated on ITT. The purchase of the tender document grants interested bidders access to the bidding information and the opportunity to participate in the tender process.
<ul style="list-style-type: none"> • As indicated in the clarification responses, pricing is required to be submitted in BWP. This appears to be inconsistent with the Contract Data in the RFP, which states that prices and rates may be expressed in Botswana Pula or in any other convertible currency. 	<ul style="list-style-type: none"> • Kindly refer to -2.13 The prices and rates are to be stated in Botswana Pula. The contract data forms part of a general contract that will be reviewed and agreed upon with the successful bidder.
<ul style="list-style-type: none"> • On technical Evaluation Stage 2a - State that previous experience in provision of similar services ;if one does not have will not proceed to Stage 2b.My question is this tender is a supply and delivery tender and not any other company can 	<ul style="list-style-type: none"> • The requirement for bidders to demonstrate prior experience in the supply of conveyor belts is intended to confirm capability and reduce the risk of non-supply or non-performance. Although the tender is for the supply and delivery of goods, the

<p>be awarded such tender but can have the capability to supply hence this stage excludes those who have never supplied the conveyor belts before and it these raises a question of equality in tendering process.</p>	<p>procuring entity must ensure that the bidder recommended for award has the necessary experience and capacity to reliably fulfil the contract.</p> <p>The inclusion of this requirement does not compromise equality in the tendering process, as the same qualification criteria apply uniformly to all bidders. The criterion is used solely to assess capability and ensure that the selected supplier can successfully deliver the required conveyor belts in accordance with the contract requirements.</p>
<ul style="list-style-type: none"> • Will the client supply the crane to offload the belts on site when they are delivered or is it the responsibility of the supplier? 	<ul style="list-style-type: none"> • BPC Crane will be used on site for offloading
<ul style="list-style-type: none"> • Please clarify, what is required is a letter from the financier stating they are pre-approving the cession? Do you have any template/expected wording on the letter. This will remove ambiguity. 	<ul style="list-style-type: none"> • Please note that BPC has temporarily suspended cessions until further notice. Bidders are therefore required to prove their financial capacity by submission of proof of bank overdraft facility or 3 months bank statement as indicated on the RFP.
<ul style="list-style-type: none"> • Is it not possible to accept a letter of intent from financial institutions for those who do not have the funds or existing credit facilities with banks? 	<ul style="list-style-type: none"> • The RFP clearly states that a letter of intent will not be accepted.
<ul style="list-style-type: none"> • On page 8, of the tender for the supply of Limestone conveyor belts that one of the requirements is a Declaration Form for Tendering Purposes (T2.2 GM), and the form is not included in the tender 	<ul style="list-style-type: none"> • Please note that the form is included as part of the RFP on page

documents	29 .
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4) We sincerely look forward to your participation in this invite and always assure you of our cooperation.

Yours Sincerely,

Signed by:
Mosepele Setilo

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Mosepele Setilo (Mr.)

Supply Chain Manager (A)

For/ Botswana Power Corporation

