



BOTSWANA POWER CORPORATION

Tel: (+267) 4920 200 Fax(+267) 4922 785

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: 05 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">• In the tender it is stated in the technical evaluation stage 2c, Company Capability that we should provide organizational chart with job titles and names of staff, but it wasn't provided	<ul style="list-style-type: none">• Please note that the tender does not prescribe specific key personnel for this requirement. Bidders are therefore required

<p>which key personnel we should provide for the tender.</p>	<p>to demonstrate their organizational structure as is.</p>
<ul style="list-style-type: none"> • It is stated in the tender that one should produce 1 reference for supply of conveyor belts and if there is none, one will be automatically disqualified. • Does this mean that this tender is only reserved exclusively for Batswana who have supplied conveyor belts even when there are others who have the capacity to do so? • If we already have an order for supply and delivery of conveyor belts and can produce proof of existence of the order and a waybill to prove its departure from the manufacturer can we be considered? • If it is only reserved "exclusively" for Batswana who have supplied conveyor belts before, why was it not explicitly stated in the invitation notice so that those who are not eligible do not procure the tender just like it was stated that it's reserved for "Batswana" owned companies in the notice? 	<ul style="list-style-type: none"> • The requirement to submit at least one (1) reference for the supply of conveyor belts forms part of the mandatory technical qualification criteria under this tender. This requirement is intended to assess proven experience and capacity to deliver the goods in accordance with the scope of work. • This tender is Open Domestic Bidding restricted to 100% citizen owned companies in Botswana. • With respect to proof of an existing order and waybill, the tender specifically requires evidence of previously executed supply of conveyor belts. An order in progress does not constitute a completed reference unless expressly permitted in the bidding document. • Detailed qualification and technical evaluation criteria — including experience requirements — are contained in the bidding document and not in the Invitation Notice.
<ul style="list-style-type: none"> • The tender requires proof of funds at at least 75% of the tender value at 10 Million. Should this not be 75% of the amount quoted by the bidder, as the amount quoted by the 	<ul style="list-style-type: none"> • The bidder is expected to demonstrate financial capacity of 75% of 10 million as stated on the RFP. This is to assure that the procurement will be fulfilled/completed.

<p>bidders can/will be higher and lower than 10M.</p>	
<ul style="list-style-type: none"> • Are we allowed to quote in ZAR or in USD? 	<ul style="list-style-type: none"> • Kindly refer to -2.13 The prices and rates are to be stated in Botswana Pula.
<ul style="list-style-type: none"> • With regards to References on projects kindly advise whether we need to single out orders if the client is only one but with different Orders per given period. 	<ul style="list-style-type: none"> • 1 reference with 1 supporting invoice is sufficient. However, the bidder may submit the invoice with the highest value supplied.
<ul style="list-style-type: none"> • <i>“Previous experience in provision of similar services”</i> One (1) written Reference from work done/supplies in the past 5 years on Conveyor belts. The above seems to limit eligibility only to bidders who have previously supplied conveyor belts specifically, rather than allowing references that demonstrate relevant capacity, experience, and past performance in general. • Please confirm whether only previous conveyor-belt suppliers qualify, or if bidders with other verifiable supply experience are acceptable. Clear guidance on this will help determine our eligibility. 	<ul style="list-style-type: none"> • Only suppliers with experience with supply and delivery of conveyor belts qualify.

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

Yours Sincerely,

Signed by:

Mosepele Setilo

90911507BC084C8...

Mosepele Setilo (Mr.)

Supply Chain Manager

For/ Botswana Power Corporation

