



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: 7526/25

Your Ref:

Date: 17 June 2026

Dear Sir/Madam

RE: TENDER NO TENDER 7526/25: TENDER FOR THE PROCUREMENT OF SUPPLY AND DELIVERY OF BULK HEAVY FUEL OIL (HFO) 150CST TO MORUPULE A POWER STATION (3 YEARS CONTRACT)

- 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">• For a 100% citizen contractor bidder, may transportation and logistics services be subcontracted to a third-party logistics provider that is not a citizen contractor, provided the bidder	<ul style="list-style-type: none">• For a tender restricted to 100% citizen-owned companies for the supply and delivery of HFO, subcontracting transportation and logistics services to a non-citizen third-party is not

<p>remains fully responsible for performance under the contract?</p>	<p>permissible in this instance as the services constitute a material or core component of contract performance. Since delivery forms an essential part of the tender scope, outsourcing this function to a non-citizen may undermine the intent of the citizen reservation.</p>
<p>We are currently preparing our formal bid submission for the above-captioned tender. In accordance with the instructions to bidders regarding requests for information, we kindly seek formal clarification as per the below:</p> <ul style="list-style-type: none"> • 1. Substitution of Academic Qualifications for Accounts and Sales Personnel <p>The ITT specifies that the Accounts and Sales personnel position requires a minimum of a Certificate or Diploma in Accounting, Business Administration, or Sales & Marketing. • Our Question: Will it be acceptable, and cause zero prejudice or loss of evaluation points to our bid, if we propose a candidate who holds a higher qualification, specifically a Bachelor’s Degree in Accounting, for this position?</p> <ul style="list-style-type: none"> • 2. Nationality Requirements for Proposed Personnel <p>Given that this tender is floating under the Open Domestic Bidding framework and is restricted to 100% citizen-owned companies domiciled in Botswana: • Our Question: Is it a strict, mandatory requirement that the proposed Accounts</p>	<ul style="list-style-type: none"> • Yes, it is acceptable to propose a candidate with higher qualifications. Such a qualification will not prejudice your bid or result in loss of evaluation points, provided the degree is relevant to the required field. • The requirement for 100% citizen key personnel was not expressly stated on the tender document. Therefore, A legal resident non-citizen holding a valid work permit may be

and Sales personnel be a Motswana citizen, or can a legally resident non-citizen with a valid work permit be proposed for this specific administrative role?

proposed for an administrative role such as an Accounts and Sales role required or this tender , provided such appointment complies with applicable labour and immigration laws and does not conflict with any specific tender requirement

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

For/ Botswana Power Corporation

