

To
The potential bidders

Subject: Answers to questions received in a tender procedure

For a public procurement procedure for **Provision of work-turnkey project for installation of high - efficient alternative central heating system (heat pumps) in Primary school "Krste Petkov Misirkov, Secondary School "Kosta Susinov", Kindergarten "Aco Karamanov", Sports Hall "25 May and Administrative Building of Municipality Radovish, Republic of North Macedonia with ref.: IPA/2021/427/964,** until the deadline stated in the tender documentation 04.11.2024 for asking additional information regarding the public procurement, several requests have been received from different potential bidders, for which we are submitting the following answers:

1. How much is the temperature of the water produced by the heat pump at the ambient temperature of +7C?

Answer: 65 °C.

2. How much is the temperature of the water produced by the heat pump at the ambient temperature of -20C?

Answer: In to the project and previous analysis, we do not have such data.

3. How much is heat capacity of the unit in kW at ambient temperature of +7C?

Answer: 205Kw.

4. How much is heat capacity of the unit in kW at ambient temperature of -20C?

Answer: In to the project and previous analysis, we do not have such data.

5. What is temperature regime for work of the heat pump in all ambient conditions (example 45/40C or 50/40C.....)?

Answer: 40/45 °C.

6. At what temperature conditions of ambient air and temperature of water heat pump should be minimum 205kW?

Answer: 7°C/+65°C.

7. At what temperature conditions of ambient air and temperature of water heat pump should be minimum COP 3?

Answer: The estimate for the minimum characteristics of the pumps is derived from the previous analysis and the experts who have prepared the project. They are not

stated in the project at what temperature conditions of ambient air and temperature of water heat pump should be minimum COP 3.

8. How much is SCOP for the heat pump at +7C?

Answer: 3,25.

9. The tender documentation does not include information on the required heating and cooling energy that was used to select the units based on applicable standards, the selection is all what is given. Please provide the relevant design calculations, which support the selection of equipment according to the standard for calculating required energy.

Answer: Selection of Heat pumps is based on data provided by Analysis of the use of high-efficiency alternative central heating systems that can use renewable energy sources.

Tenderers **must respect the published technical specification and base their tender on it. The process by which the contracting authority arrived at that specification is not relevant to tenderers and has no bearing on their responsibility to comply with the tender documentation.**

The tender documentation on our website has already attached the basic projects for the use of highly effective alternative central heating systems that use renewable energy sources. In addition to the tender documentation, we are submitting the Analysis of the use of highly efficient alternative central heating systems that can use renewable energy sources.

We would also like to point out that if there are differences with previous documents (e.g., previous research, analysis, etc.), bidders are not obliged to adhere to those documents, i.e. bidders are obliged to respect the specification published in the tender documentation. The previous analysis can only be consulted as an additional source of some useful information, the technical specification is the mandatory reference document.

10.

1 MECHANICAL INSTALLATIONS	
PROCUREMENT AND INSTALLATION OF:	
1	<p>Highly efficient, reversible heat pump, air-water, with two compressor circuits, which in heating mode has a starting water temperature of 65°C and the possibility of working up to an external air temperature of -20°C, intended for heating an existing hot water radiator installation. Electrical characteristics, water flow, operating temperatures, energy consumption, thermal capacity, pressure drop on the water side controlled according to procedures specified as per the ISO 9001 standard</p> <p>The heat pump has the following characteristics:</p> <ul style="list-style-type: none">- minimum heat capacity 205 kW- minimum COP 3- starting water temperature in heating mode 65°C- minimum water flow towards consumers 30 m³/h- minimum pressure drop towards consumers 30 kPa- number of compressors 4- number of compressor circuits 2- maximum noise level 78 dB(A)- working medium R410A <p>Complete kit with:</p> <ul style="list-style-type: none">- controller- complete alarm management- built-in buffer with proper insulation- electronic device for gradually starting the compressors and reducing the initial voltage by 40% compared to the nominal value- wrong phase protection from over or under voltage- possibility of automatic management of two or more heat pumps- remote on/off terminals

According to document “ Technical certification rules of the Eurovent certified performance mark”, on page 42 for acceptance criteria “cooling or heating capacity, EER, COP or TE”R < -5% is allow minimum tolerance. We need your confirmation for this.

Answer: To prove that a heat pump meets the minimum capacity requirement of 205 kW in a public procurement, you need to provide official documents confirming that the pump has such a capacity. This may include manufacturer’s declarations, independent test reports, Eurovent certification and other relevant documentation. The tender documentation clearly states that the heat pump must have a capacity of at least 205 kW, meaning that the product must meet or exceed these requirements. The Eurovent certificate is authoritative because it is based on independent testing, which shows the actual capacity of the device and represents the real, verified performance of the product. If the certificate states a lower value, it means that the manufacturer cannot guarantee that the pump reaches 205 kW in real conditions. The contracting authority must follow the principle of equal treatment and compliance with the technical specifications. Accepting a bid that does not meet the required 205 kW would constitute a breach of the tender conditions.

A tolerance (for example, 5% of deviation) may only be applied if it is expressly permitted in the tender documentation. If it is not stated, it must not be applied.

11. Please provide us with the energy efficiency project that outlines the criteria for selecting equipment in the HVAC section. Additionally, please let us know the reserve capacity available when choosing heat pumps for future expansion.

Answer: On our official website, within the tender documentation section, we have included the document titled *Analysis of the Use of High-Efficiency Alternative Central Heating Systems Utilizing Renewable Energy Sources*. The energy analysis report, along with recommendations for applying energy efficiency measures, was developed based on an on-site inspection and in compliance with the guidelines provided in the Regulation on Energy Efficiency of Buildings, relevant standards, and software for calculating heat transfer coefficients. Additionally, the basic project plans for implementing high-efficiency alternative central heating systems that use renewable energy sources are also available on our website.

We have not currently done an analysis for future expansion.

Tenderers are neither obligated nor entitled to investigate how the contracting authority defined or constructed its requirements or technical specifications. It is the sole responsibility of the contracting authority to ensure that the specifications are transparent, non-discriminatory, and aligned with the principles of fair competition.

While tenderers may request clarifications if ambiguities arise or highlight potential shortcomings or discriminatory elements within the specifications, they should not delve into questioning or analyzing the contracting authority's requirements.

The contracting authority is required to provide technical specifications that accurately reflect its needs and comply with PRAG rules. If these specifications are based on a study, analysis, or other source, this has no bearing on tenderers' obligations.

Tenderers should concentrate on meeting the conditions and criteria outlined in the tender documentation. Engaging in unnecessary inquiries about the origin or rationale behind the technical specifications can be counterproductive and may lead to irregularities in the tender process.

PRAG clearly states that technical specifications are the responsibility of the contracting authority. They must be clear, non-discriminatory, and functionally oriented. Tenderers are expected to adhere to the published specifications and have no involvement in how they were defined.

Example from PRAG: "The contracting authority shall define technical specifications in such a way as to afford equal access for tenderers and to avoid unjustified obstacles to competitive tendering."*

This implies that tenderers have no obligation or right to examine how the specifications were drawn up.

- Tenderers have the right to request clarification from the contracting authority of the technical specifications if they are unclear, but they do not have the right to request changes to their definition or basis.

In the section Principles of Procurement (Transparency and Equal Treatment)

- This section emphasizes that technical specifications must be transparent and in accordance with the rules of non-discrimination and open competition. The responsibility for defining the specifications lies solely with the contracting authority, not the tenderers.

Example from PRAG:

"The contracting authority is responsible for ensuring that the procurement procedure respects the principles of transparency, proportionality, equal treatment, and non-discrimination."

12. Почитувани,

Дали може да ја добиеме тендерската документација, или спецификации за опремата, согласно огласот од Меѓународна институција, за поставување на централно греење (топлински пумпи) во ОУ „Крсте Петков Мисирков, СОУ „Коста Сусинов“, Детска градинка „Ацо Караманов“, Спортска сала „25 Мај и Управна зграда на општина Радовиш“.

Answer: As stated in the announcement published on TED, the tender documentation is available at the following link: <https://radovis.gov.mk/javni-nabavki/>.

13. In the first open tender, no contractor was selected due to lack of sufficient budget funds. Has the budget now increased and how much is it?

Answer: The contracting authority decides not to publish the estimated value in the tender procedure for several justified reasons, such as:

Protecting the integrity of the procedure and ensuring fair competition;

Preventing price manipulation:

- **If the estimated value is published, bidders may be guided by it and submit bids close to that amount, instead of offering a realistic and competitive price based on their own calculations.**

- **By not disclosing the estimated value, the contracting authority encourages bidders to submit optimal and transparent bids.**

We also want to point out that when defining the price of your offer, you should not take into account the estimated value stated in the Analysis of the use of high-efficiency alternative central heating systems that can use renewable energy sources for several reasons: the current estimated value is updated, for several reasons such as changes in the prices of materials, labor or services, inflation or changes in market conditions, etc.

14. Are there any changes in the type of heat pumps to differ from the previous tender?

Answer: No, there are no such changes.

Note: The technical specification as a basic document defines the need of the contracting authority and sets the criteria that the tenders must meet. When preparing the tender, **it is not relevant for the tenderers how the contracting authority arrived at the technical specification**. What is important for the tenderers is to adhere to the **technical specification** that is published in the tender documentation.

In the public procurement process, the published technical specification is the mandatory reference document. It defines the scope of the works, goods or services that are the subject of the contract and is the basis for the preparation of the tenders.

Tenderers should be guided by the **published technical specification** in the tender documentation, as it is an official and legally binding document. Any deviation from it could lead to the disqualification of the tender.

If there are differences with previous documents (e.g., study, previous research, etc.), they are not obliged to adhere to those documents, i.e. bidders are obliged to respect the specification published in the tender documentation. The previous analysis/study and basic designs can only be consulted as an additional source of some useful information, the technical specification is the mandatory reference document.