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MINISTER OF WATER AND ENERGY
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ቀን 03 JUN 2025
Date
ቁጥር MOWE/01/01/512
Ref. No.

To: All Bidders
With Respective Addresses

Reference: Procurement of Non-Consultancy Service to Upgrade the WASH MIS system to include modern features and ensure it remains up-to-date for today's use of MoWE.
(Proc. Ref. No. ET-MOWE-460621-NC-RFB)

Subject: Response to bidder's Clarification Requests on the Bidding Document

Dears,

We are writing with reference to our bid, previously advertised the above procurement on May 25, 2025, in the Ethiopian Herald newspaper.. In connection with this, one of the bidders' has submitted a request seeking clarification on certain points within the bidding document.

To ensure transparency and a fair evaluation process, we have reviewed and provided detailed responses to the clarification requests. We believe these clarifications will help to further facilitate the understanding of the bidding requirement and assist all parties in making an informed decision.

Therefore, attached to this letter, you will find 04 Pages outlining the bidder's clarification requests along with our corresponding responses.

CC:

- Office of the Minister (Without Attachment)
- Water Supply & Sanitation Sector State Minister (Without Attachment)
- Chief Executive Officer, Management (Without Attachment)
- Procurement Executive officer(Without Attachment)
- OWN, CWA-II PMU (Without Attachment)
- OWN, CWA-II PMU procurement team(Without Attachment)

Ministry of Water and Energy

Motuma Mekassa
With the Rank of State
Minister Advisor to The
Minister



011-6-62-63-25
011-6-62-55-06
011-6-63-71-83

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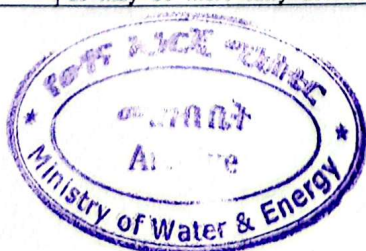
OUR WATER RESOURCES FOR PROSPERITY

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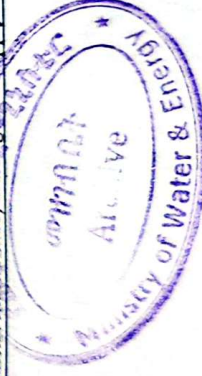
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Addis Ababa-Ethiopia

Table1, Clarification Response Issued by the Procuring Entity (Ministry of Water and Energy)

S.No.	Request for Clarification from Bidder	Response Provided by the Procuring Entity (MoWE)
1	Question: they mention a private entity or subject to ITB 4.6. We need to check if the non-profit nature of the applying entity is permitted.	<ul style="list-style-type: none"> Based on ITB 4 of the issued bidding document. Eligible Bidders, A Bidder may be a firm that is a private entity, a state-owned entity or institution subject to ITB 4.6, or any combination of such entities in the form of a Joint Venture (JV) under an existing agreement or with the intent to enter into such an agreement supported by a letter of intent. In the case of state-owned enterprises, ITB 4.6, states, "Bidders that are state-owned enterprises or institutions in the Employer's Country may be eligible to compete and be awarded a Contract(s) only if they can establish, in a manner acceptable to the Bank, that they: (i) are legally and financially autonomous; (ii) operate under commercial law; and (iii) are not under supervision of the Employer.
2.	Question: "Authority to the Employer to send references from the Bidder's bankers", "Proposals for subcontracting components of the Services amounting to more than 10 percent of the Contract Price;" (not clear).	<ul style="list-style-type: none"> The Employer may verify compliance by confirming that the bidder has submitted a duly signed and stamped complete Letter of Bid as part of their bid offer. Accordingly, Subcontractors' experience and resources will not be taken into account in determining the Bidder's compliance with the qualifying criteria
3.	Question: Qualification, 2-B, (Pg 35): "Bids submitted by joint venture firms as members shall comply with the following requirements, unless otherwise stated below" Point iv: "Each JV member must fulfill the minimum eligibility requirements as above mentioned". The points mentioned are on the same page in section, Qualification, 2-A, Can we check if this is what they mean. This point is not clear.	<ul style="list-style-type: none"> The figures for each of the members of a joint venture shall be added together to determine the Bidder's compliance with the minimum qualifying criteria of (a), (b) and (C); however, for a joint venture to qualify the member in charge must meet at least One Member 40 percent of those minimum criteria for an individual Bidder and other members at least Each Member 25% of the criteria. Failure to comply with this requirement will result in rejection of the joint venture's Bid. The 40% and 25% thresholds do not contradict the combined criteria principle, as they are minimum contributions, and the JV as a whole must still meet 100% of the criteria through collective contributions. The apparent shortfall for two-member JV is addressed by allowing members to contribute more than their minimums
4.	Question: What do you mean Minimum number requirements per contract?	<ul style="list-style-type: none"> This refers to the minimum number of personnel required for the contract. For instance, the issued bid document specifies the need for three Systems Analysts and two Software Architects/Designers.
5.	Question: Method statement (Pg 54): "The Bidder shall submit comprehensive and concise Environmental and Social Management Strategies and Implementation Plans (ES-MSIP) as required by ITB 12.1 (1) of the Bid Data Sheet. These strategies and plans shall describe in detail the actions, materials, equipment, management processes etc. that will be implemented by the Service Provider, and its Subcontractors. In developing these strategies and plan, the Bidder shall have regard to the ES provisions of the contract including those as may be more fully described in the	<p>Based on ITB Reference number 12.1 (i) of the bid data sheet, The Bidder shall submit the following additional documents in its Bid:</p> <ul style="list-style-type: none"> The bidder shall submit management strategies and implementation plan (MSIPs) to manage the key environmental and Social (ES) risks,



S.No.	Request for Clarification from Bidder	Response Provided by the Procuring Entity (MoWE)
	Employer's Requirements in Section VII." IFMWA Ethiopia office leads the JV, can it submit the environmental and social management strategies/plan as required by ITB 12.1 (i) of the Bid Data Sheet.	
6.	We have been given two kinds of forms for bid security; Form of Bid Security (Bank Guarantee) and Forms of Bid Security (Bid Bond). Our guess is that only the bid security is applicable for the lead partner in the JV. Confirm? Can the associated local partner firm provide the Bid Security on behalf of the lead firm?	<ul style="list-style-type: none"> • The Bid Security must be issued in the name of all Joint Venture (JV) members collectively, rather than solely in the name of the lead partner. • Bid Security (Bank Guarantee) is Acceptable. • The Bid Security must be issued in the names of all Joint Venture (JV) members, rather than solely in the name of an individual partner.
7.	Section V - Eligible Countries (Pg 65), not clear if this form needs to be filled.	<ul style="list-style-type: none"> • Based on ITB 4.8, "Firms and individuals may be ineligible if so indicated in Section V and (a) as a matter of law or official regulations, the Borrower's country prohibits commercial relations with that country, provided that the Bank is satisfied that such exclusion does not preclude effective competition for the supply of goods or the contracting of works or services required; or (b) by an act of compliance with a decision of the United Nations Security Council taken under Chapter VII of the Charter of the United Nations, the Borrower's country prohibits any import of goods or contracting of works or services from that country, or any payments to any country, person, or entity in that country". • The Employer may verify compliance by confirming that the bidder has submitted a duly signed and stamped complete Letter of Bid and appropriate bidding forms (Section IV Bidding Forms) as part of their bid offer. • The Employer has utilized the World Bank's standard bidding document template. Accordingly, bidders are advised to use the corresponding World Bank templates when preparing their bid submissions.
8.	The general read of the document does not suggest a similar set of templates we use for WB proposals. Section IV is the only section that refers to the forms we need to use/submit. We should also clarify this point (can we use the template for WB proposals?) with MoWE.	
9.	Multiple Contracts. (Pg 35) "Award Criteria for Multiple Contracts [ITB 35.4]: Not Applicable"	<ul style="list-style-type: none"> • Based on the issued bidding document, the Award Criteria for Multiple Contracts [ITB 35.4] and the Qualification Criteria for Multiple Contracts are indicated as Not Applicable. This is because the bidding document does not permit bidders to submit separate prices for different lots (contracts).
10.	Given that the bid is denominated in Ethiopian Birr, are international firms eligible to apply? Additionally, is submission of the budget in USD permissible?	<ul style="list-style-type: none"> • International firms are eligible to participate in the procurement process, provided they meet the requirements outlined in the issued bidding document. In line with ITB 16.1 – Currencies of Bid and Payment, all bids and payments shall be made in Ethiopian Birr. Qaut in USD not permissible
11.	The TOR mentions "non-consultancy services." Could you please clarify what is specifically meant by this term in this context, and whether consulting firms (like Athena Informatics) are eligible to apply?	<ul style="list-style-type: none"> • Yes, consulting firms are eligible to participate in this procurement process. The term "non-consultancy services" refers to the tangible deliverables or outputs of the consultancy assignment, as defined in the bidding document.



S.No.	Request for Clarification from Bidder	Response Provided by the Procuring Entity (MoWE)
12	Data Collection	<p>Amendment: Enhanced Scope and Requirements for Data Collection Activities</p> <p>This amendment specifically addresses and enhances the scope related to data collection activities within the One WaSH Management Information System (MIS) upgrade project. It shall be considered an integral part of the Terms of Reference (TOR).</p> <p>1.1 Rationale for Enhanced Data Collection Focus</p> <p>The existing One WaSH MIS currently utilizes Excel-based data collection tools, which, although an improvement over paper methods, present several limitations:</p> <ul style="list-style-type: none"> • Cumbersome data consolidation and import processes, • High risk of formatting errors and data inconsistencies, • Lack of built-in validation, GPS integration, and offline capabilities, • Difficulty ensuring data timeliness and nationwide coverage. <p>These issues hinder accurate, efficient, and scalable WaSH scheme monitoring. Given the Ministry of Water and Energy's (MoWE) commitment to conduct routine National Inventories every 2–3 years, there is an urgent need to adopt a modern, mobile-based digital data collection solution.</p> <p>Such a system would offer:</p> <ul style="list-style-type: none"> • Real-time data synchronization and field validation, • GPS and photo capture integration, • Streamlined uploads to the central MIS, • Enhanced data quality control and analytics readiness. <p>This upgrade will enable MoWE and stakeholders to make faster, evidence-based decisions, improve resource planning, and ensure accountability in WaSH service delivery.</p> <p>1.2 Amendment to Scope of Work (Section 5)</p> <p>The consultant shall plan, manage, and execute the entire data collection exercise for National Inventory III, as a core component of the upgrade project. This includes:</p> <ul style="list-style-type: none"> • Development & Implementation of Mobile-Based Data Collection Solution: Design, test, and deploy a robust mobile application or platform for field data collection, with offline support and seamless integration to the upgraded MIS. • End-to-End National Inventory III Data Collection: Lead the complete inventory process, including field team coordination, digital tool setup, data quality assurance, and uploading validated data to the central MIS.



S.No.	Request for Clarification from Bidder	Response Provided by the Procuring Entity (MoWE)
		<ul style="list-style-type: none"> Data Collection Methodology: Propose a detailed methodology including field protocols, QA/QC mechanisms, secure data transfer, and field logistics planning.

Amendment to Deliverables (Section 6)

Additional Key Deliverable:

- **Mobile Data Collection Platform:** A functional, tested mobile data collection system integrated with the MIS, including documentation, user manuals, and admin guides.
- **Completed National Inventory III Dataset:** Fully collected, cleaned, and uploaded WaSH scheme data covering agreed target areas, delivered in MIS-ready format with metadata.

Amendment to Consultant Requirements (Section 7)

Addition to Key Expert Table:

S/No.	Position	No. of Person	Qualification and Experience	Total Person Months
1.	Data Collection Specialist / Mobile App Expert	1	B.Sc. in IT/CS or related field with 6 years' experience in mobile data systems. GIS integration experience preferred.	6

1.2.1 Capacity Requirements:

- **Training Capability:** Demonstrated ability to train field staff and regional coordinators on mobile data tools, including troubleshooting.
- **Field Logistics:** Capability to deploy mobile devices, ensure connectivity and power solutions, and support secure data transfers in field conditions.

1.3 Financial Proposal Requirement

Bidders must include a separate and clearly itemized cost component labeled:

"Data Collection Work – National Inventory III"

This must cover:

- Mobile tool development and deployment,
- All fieldwork logistics and staff,
- National Inventory III execution and QA,
- Data integration and training.

This line item will be separately evaluated as part of the "Cost-Effectiveness" scoring

