

Que No.	Question Translation - Eng	Response-Draft
1	3.2 Part D – Sample Quotation Form: The form does not include quantity.	This is a sample quotation form. The quantity for each item can be found in Section 3.2 – Part C: Product Specifications and Requirements (starting from page 8 of the RFQ)
2	Is it required to complete all sections of the Quotation Instructions form according to JSI?	Yes, for further details, please refer to Part B: Instructions to Offerors.
3	<p data-bbox="264 363 1182 403">I. Part A: Cover Page</p> <p data-bbox="264 403 1182 587">The USAID Laos Maternal Child Health and Nutrition Activity, implemented by JSI Research & Training Institute, Inc. (JSI), is soliciting quotations from eligible and qualified offerors for the supply and delivery of an all-in-one desktop computer, a laptop, and a monochrome laser multifunction printer under a vendor agreement.</p> <p data-bbox="264 627 1182 691">Question: The equipment list didn't mention this equipment above. Please check the project equipment description</p>	<p data-bbox="1182 499 2096 563">We apologize for the error. The document has been updated and will be shared with all vendors registered to receive the RFQ.</p>
4	What is your name ,please ?	JSI Research & Training Institute, Inc.
5	Could you please provide detailed technical specifications and confirm if equivalent brands/models are acceptable?	<p data-bbox="1182 730 2096 802">The minimum technical specifications are provided under Section 3.2 – Part C: Product Specifications and Requirements.</p> <p data-bbox="1182 850 2096 914">Equivalent brands and models are acceptable, provided they meet or exceed the specified requirements.</p>
6	Could you please provide detailed technical specifications and confirm if equivalent brands/models are acceptable?	<p data-bbox="1182 914 2096 986">The minimum technical specifications are provided under Section 3.2 – Part C: Product Specifications and Requirements.</p> <p data-bbox="1182 1034 2096 1098">Equivalent brands and models are acceptable, provided they meet or exceed the specified requirements.</p>
7	“What is the difference between Tax#1 and Tax#2?”	If more than one type of tax applies to the procurement, you may list them separately as Tax#1 and Tax#2. This field is optional.
8	What's the cover letter?	Please refer to RFQ Part B: Instructions To Offerors. Number 4.a

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9	<p>II. Part B: Instructions To Offerors</p> <p>2. ELIGIBILITY INFORMATION</p> <p>2.1 Legal Registration and Business Experience</p> <p>The vendor must be a legally registered business entity authorized to conduct commercial activities in accordance with applicable national laws. The vendor must have been in operation for at least three (5) years prior to the date of submission of the quotation.</p> <p>Question: Do we need to submit financial report, if yes how many years?</p>	<p>Vendors are encouraged to submit documentation that best demonstrates their financial capacity. A company guarantee certificate may be included as supporting documentation; however, it should be accompanied by relevant financial evidence to meet the stated requirement.</p> <p>Offerors are expected to make their best effort to comply with the financial capacity criteria outlined above.</p>
10	How long have you been here?	LMCHN is 5 years project (2022-2026)
11	What certifications are required for the products (e.g., FDA, CE, ISO)?	All devices must be manufactured in accordance with ISO 13485 and hold valid CE (EU) or FDA (USA) regulatory approval. Technical documentation must be available in ASEAN CSDT format to facilitate local registration/import permits with the Lao Food and Drug Department. Please also include a Certificate of Free Sale from the country of manufacture"
12	What certifications are required for the products (e.g., FDA, CE, ISO)?	All devices must be manufactured in accordance with ISO 13485 and hold valid CE (EU) or FDA (USA) regulatory approval. Technical documentation must be available in ASEAN CSDT format to facilitate local registration/import permits with the Lao Food and Drug Department. Please also include a Certificate of Free Sale from the country of manufacture"
13	Incoterms (if applicable): Should we include the company's website?	<p>Offerors are required to clearly state the applicable Incoterms in their quotation. The delivery term for this procurement is DAP (Delivered at Place) to the designated warehouse in Vientiane, Lao PDR.</p> <p>Including the company's website is optional and not required for this section.</p>

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14	<p>Will JSI select by individual items or by group (e.g., CI_Simple equipment), or is it required to bid for all items?</p>	<p>JSI may evaluate and award contracts by group (batch number), as defined in the RFQ. Offerors are not required to bid for all groups and may submit quotations for one or more groups, as applicable.</p> <p>Within each group, offerors are encouraged to quote for all items. However, quotations for partial items within a group will be accepted and considered. Offerors will not be disqualified solely for submitting bids that cover only selected items within a group.</p> <p>JSI reserves the right to evaluate quotations at the item level or group level, and to make multiple awards, as deemed to be in the best interest of the project, taking into account technical compliance, price reasonableness, and overall value.</p>
15	<p>2.2 Financial Capacity The vendor must demonstrate sufficient financial capacity to perform the contract. The company's registered capital or equivalent financial capacity should be at least fifty percent (50%) of the total estimated bidding value.</p> <p>Question: Can the vendor submit the company guarantee certificate?</p> <p>2.5 Delivery lead-time The vendor must also demonstrate the ability to deliver the requested equipment within a reasonable timeframe. The estimated delivery lead time should not exceed ninety (60) calendar days after receipt of the confirmed purchase order or contract award.</p> <p>Question: 90 or 60 days after receipt of contract award???</p>	<p>2.2 Offerors are expected to demonstrate financial capacity in accordance with the RFQ requirements. Offerors are encouraged to make their best effort to meet the stated financial capacity criteria.</p> <p>2.5 The preferred delivery lead time is within sixty (60) calendar days after receipt of the confirmed purchase order or contract award. However, vendors must ensure that the proposed delivery timeframe is realistic, achievable, and reasonable.</p> <p>Please note that RFQ Document Part B: Instructions to Offerors, Section 2.5 has also been updated and will be shared via email with all vendors who have registered to receive the RFQ.</p>
16	<p>How many agent's office in Laos?</p>	<p>Thank you for your question. However, this information is not related to the scope of this procurement.</p>

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17	Could you confirm the delivery location and required delivery timeline?	<p>As per RFQ Part A: Cover Page, the initial delivery location will be the vendor's warehouse (for temporary storage of up to 30 days, pending transport arrangements).</p> <p>The goods will then be delivered to the project target sites by JSI, including Phongsaly, Oudomxay, Savannakhet, Salavan, Sekong, and Vientiane Capital. -This information has also been updated in the RFQ shared along with this response.</p> <p>The preferred delivery lead time is within sixty (60) calendar days after receipt of the confirmed purchase order or contract award. However, vendors must ensure that the proposed delivery timeframe is realistic, achievable, and reasonable.</p>
18	Could you confirm the delivery location and required delivery timeline?	<p>As per RFQ Part A: Cover Page, the initial delivery location will be the vendor's warehouse (for temporary storage of up to 30 days, pending transport arrangements).</p> <p>The goods will then be delivered to the project target sites by JSI, including Phongsaly, Oudomxay, Savannakhet, Salavan, Sekong, and Vientiane Capital. -This information has also been updated in the RFQ shared along with this response.</p> <p>The preferred delivery lead time is within sixty (60) calendar days after receipt of the confirmed purchase order or contract award. However, vendors must ensure that the proposed delivery timeframe is realistic, achievable, and reasonable.</p>
19	Should the quotation be submitted in LAK (Kip)	<p>Vendors must provide unit prices and total prices as follows:</p> <ul style="list-style-type: none"> in USD for vendors registered outside Lao PDR in LAK for vendors registered within Lao PDR

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20	<p>6. QUOTATION REVIEW</p> <p>Quotations will be preliminarily reviewed for basic responsiveness and completeness. The quotations must be submitted on time and meet all requirements of the RFQ. Quotations not meeting these requirements may not receive further consideration</p> <p>Question: Should the vendor quote all items (all batches in the RFQ list) or can quote all items of each batch no.?</p>	<p>JSI may evaluate and award contracts by group (batch number), as defined in the RFQ. Offerors are not required to bid for all groups and may submit quotations for one or more groups, as applicable.</p> <p>Within each group, offerors are encouraged to quote for all items. However, quotations for partial items within a group will be accepted and considered. Offerors will not be disqualified solely for submitting bids that cover only selected items within a group.</p> <p>JSI reserves the right to evaluate quotations at the item level or group level, and to make multiple awards, as deemed to be in the best interest of the project, taking into account technical compliance, price reasonableness, and overall value.</p>
21	Hope cooperation with your organization	Thank you for your interest in participating in the bidding process. We look forward to cooperating with your organization.
22	Should the quotation price include shipping, insurance, and all applicable taxes?	<p>The required delivery term for this procurement is DAP (Delivered at Place) in accordance with Incoterms® 2020.</p> <p>Accordingly, offerors must include in their quotation all costs associated with this delivery term, including but not limited to transportation, insurance, handling, and all applicable taxes and duties, up to the designated delivery location.</p>
23	Should the quotation price include shipping, insurance, and all applicable taxes?	<p>The required delivery term for this procurement is DAP (Delivered at Place) in accordance with Incoterms® 2020.</p> <p>Accordingly, offerors must include in their quotation all costs associated with this delivery term, including but not limited to transportation, insurance, handling, and all applicable taxes and duties, up to the designated delivery location.</p>

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24	Could you please provide guidance on how to submit?	<p>The RFQ submission guidelines are provided in RFQ Part B: Instructions to Offerors, Section 3. Offerors are encouraged to review the RFQ document in its entirety and ensure that their quotation addresses all requirements outlined in the instructions and meets the selection criteria.</p> <p>All quotations must be submitted by the deadline indicated on the cover page of this RFQ via the following Google Form: https://forms.gle/WaLttDzAjmGTm3ZC8</p> <p>Quotations received after the specified deadline will not be accepted for consideration.</p>
25	Which provinces should the goods be delivered to?	<p>As stated in RFQ Part A: Cover Page, the initial delivery location shall be the vendor's warehouse, where goods may be stored temporarily for up to 30 days pending transport arrangements.</p> <p>Thereafter, the goods shall be delivered to the designated project sites by JSI, including Phongsaly, Oudomxay, Savannakhet, Salavan, Sekong, province and Vientiane Capital. -This information has also been updated in the RFQ shared along with this response.</p>

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26	<p>III. Part C: Product Specifications and Requirements</p> <p>1. Batch No.: RFQ2026-004_3</p> <p>Item 23-Auto Hematology Analyzer:</p> <p>GENERAL DESCRIPTION</p> <p>Set of 5 different sizes cuffs to be used with an existing blood pressure meter, etc.</p> <p>Question: Please confirm the requirement specification of item 23 Auto Hematology Analyzer</p> <p>IV. Part G: General Terms and Conditions</p> <p>3. INVOICE REQUIREMENTS:</p> <p>Invoices shall be submitted prior to payment. . . . Upon acceptance of the goods, services, or deliverables by JSI, payment shall be made to the Vendor as per the payment terms and in the currency stated on the purchase order.</p> <p>Question: Please clarify the payment schedule since the submission date of Invoice</p>	<p>Item Name: Automated 5-part differential hematology analyzer</p> <ol style="list-style-type: none"> 1. USE <ol style="list-style-type: none"> 1.1 Clinical purpose: Automated differential blood count: Automated hematology instruments using multiple parameters and methods (such as fluorescence, flow cytometry and impedance) are used to count and identify the 5 major white blood cell types in blood (so-called 5-part differential count): neutrophils, lymphocytes, monocytes, eosinophils and basophils. 2. TECHNICAL CHARACTERISTICS <ol style="list-style-type: none"> 2.1 Technical characteristics <ol style="list-style-type: none"> 1) Five-part differential. 2) 24 parameters, all different WBCs should be measured directly. 3) Advanced, integrated self-cleaning system. 4) On-screen patient results trending. 5) Stores at least 5, 000 test results with histograms and scattergrams. 6) Integrates with common practice management systems. 7) maximum sample required 100 µL sample size permits whole blood analysis from venous collections. 8) Parameters Total Leukocytes (White Blood Cells) and Differential (in absolute numbers and %) for: Neutrophils, Lymphocytes, Monocytes, Eosinophils, Basophils. 9) Sample Material Capillary or venous (EDTA) whole blood. 10) Linearity of all parameters. 11) Measuring Time Within 60 Sec. 12) Low throughput 13) Manual mode. 14) Stat mode.
27	What is your favorite food ?	Thank you for your question. However, this information is not related to the scope of this procurement.

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28	What are the payment terms and minimum warranty requirements?	<p>- Payment Terms: Payment will be made in accordance with the terms specified in the contract. Typically, this will be upon satisfactory delivery, inspection, and acceptance of the goods, and submission of a complete and accurate invoice with all required supporting documents. Advance payments, if any, will be subject to approval and applicable conditions.</p> <p>- Warranty Requirements: Offerors must provide a minimum warranty of twelve (12) months from the date of delivery and acceptance, unless otherwise specified. The warranty shall cover defects in materials, workmanship, and performance, and include repair or replacement at no additional cost to the purchaser.</p>
29	Automated differential blood count: Automated hematology instruments using multiple parameters and methods (such as fluorescence, flow cytometry and impedance) are used to count and identify the 5 major white blood cell types in blood (so-called 5-part differential count): neutrophils, lymphocytes, monocytes, eosinophils and basophils.	<p>- Payment Terms: Payment will be made in accordance with the terms specified in the contract. Typically, this will be upon satisfactory delivery, inspection, and acceptance of the goods, and submission of a complete and accurate invoice with all required supporting documents. Advance payments, if any, will be subject to approval and applicable conditions.</p> <p>- Warranty Requirements: Offerors must provide a minimum warranty of twelve (12) months from the date of delivery and acceptance, unless otherwise specified. The warranty shall cover defects in materials, workmanship, and performance, and include repair or replacement at no additional cost to the purchaser.</p>
30	Is there any distribution list for the products? for us to know how to quote the aftersales services, would be very helpful to know the number of sites.	Your question was submitted after the deadline; however, you may find the answer in the responses provided above.