

CLARIFICATIONS

Contract title:

Framework public service contract for
“Technical Support in Solid Waste Management Sector”

Reference: MOZ22005-10118

N°	Issue / question raised	Response
1.	<p><i>We would like to present references produced by our Latin American subsidiary since they mobilized experts from headquarters in France: is it possible to present these references, in so far as they meet the required criteria (minimum value, last 3 years, etc.) and that the links between the headquarters and the subsidiary will be highlighted and justified?</i></p>	<p>References implemented by your Latin American subsidiary may be taken into account, provided that your submission clearly demonstrates the corporate relationship between the subsidiary and the headquarters (e.g. through an organisational chart or group structure). The submission should also identify the headquarters experts who participated in those projects and confirm that they will be available for the performance of this contract.</p> <p>Whenever a tenderer relies on the capacity of another entity, whether a headquarters, subsidiary, or third party, it must demonstrate that it will effectively have access to those resources for contract execution. Where a single tenderer relies on the capacity of entities within the same corporate group (headquarters or subsidiary), proof of the corporate link must be provided. In such cases, a consortium or joint-venture agreement is generally not required, as the tender is submitted by a single economic operator. However, an organisational chart or other evidence of the group structure should be provided. Moreover, the availability of the relevant resources should be demonstrated through a commitment letter or declaration confirming that they will be made available for the performance of the contract.</p> <p>Where the tenderer relies on the capacity of a third party, this must generally be supported by a formal commitment from that entity. Depending on the circumstances, a contractual arrangement such as a consortium or joint-venture agreement may also be required, particularly where multiple entities submit a joint tender as co-contractors.</p> <p>Please note that Enabel will verify that both the tenderer and any entities on whose capacity it relies comply with the applicable eligibility requirements, selection criteria, and exclusion rules.</p> <p>Finally, beyond the formal requirements relating to value, timeframe, and sector, references will also be assessed for their contextual relevance. For each reference submitted, tenderers should clearly explain how the project context is comparable to the assignment being tendered. This should be demonstrated explicitly and not assumed solely on</p>

		the basis of geographic location.
2.	<p><i>In the case of a consortium, each member must complete the ESPD. However, are the non-lead members of the consortium required to provide all the other administrative documents expected from the consortium leader?</i></p>	<p>The following documents must be submitted and signed by every consortium member individually:</p> <ul style="list-style-type: none"> • All administrative and identification forms. • All documents related to exclusion grounds: <ul style="list-style-type: none"> ○ Form 6.4: Declaration on honour – exclusion criteria ○ Form 6.5: Integrity statement for tenderers ○ Document confirming the tenderer is up to date with social contribution payments ○ Document confirming the tenderer is up to date with tax payments ○ Criminal record ○ ESPD
3.	<p><i>A performance bond of 5% of the total value excluding VAT is planned for this contract. However, the total amount of the framework agreement is unknown, as it will depend on the purchase orders issued and fulfilled.</i></p> <ul style="list-style-type: none"> • <i>Therefore, what would be the value of this performance bond in volume? And when should it be presented by the Consultant (signing of the framework agreement? At the start of each purchase order?)?</i> • <i>Additionally, should the form 6.14 Model posting bond be submitted at this stage?</i> 	<p>Pursuant to Article 25, §1, 3° of the Royal Decree of 14 January 2013, a performance bond may not be required for public contracts with an estimated value below EUR 50,000.</p> <p>In the context of a framework agreement, the total value is not fixed at the time of signature, as it depends on future purchase orders (call-offs). Therefore, the applicability of the performance bond requirement must be assessed at the level of each individual purchase order, and not at framework agreement level.</p> <p>Accordingly, a performance bond of 5% (where applicable) shall only be required for individual purchase orders whose value exceeds the EUR 50,000 threshold. The bond shall be calculated on the value (excluding VAT) of the specific purchase order concerned.</p> <p>The performance bond, when applicable, shall be submitted by the contractor at the time of conclusion/issuance of the relevant purchase order, and not at the signature of the framework agreement.</p> <p>Form 6.14 (Model posting bond) is therefore not required at this stage of the procedure. It will only be requested in due course, when a specific purchase order meets the conditions triggering the legal requirement.</p>
4.	<p><i>Regarding the financial proposal (form 6.12, page 56/60): it is mentioned that the “tenderer commits to performing the public contract [...] for the following prices, given in euros and including withholding tax, but exclusive of VAT”. Nevertheless in the form, the last line is for “Percentage VAT”. What should be indicated in this</i></p>	<p>This line should indicate the % of VAT applicable. However, the prices indicated should not include VAT.</p>

	<i>last line ?</i>	
5.	<i>Regarding the Certificate of satisfactory execution of similar projects (section 3.4.7.3 Selection Criteria) - a client letter confirming satisfactory completion - is that acceptable, and do you have a required format?</i>	It is acceptable, and no specific format is required. However, the client reference letter must contain sufficient verifiable information to demonstrate that the reference meets the selection criteria (name of contractor, name of client, project title and scope of service, amount, completion date, performance assessment, signature, date, stamp).
6.	<i>The references need to be in low- or middle-income countries. Which countries count as acceptable for this - and would GCC countries qualify as middle-income?</i>	Low- and middle-income countries may be considered as all countries that are not classified by the World Bank as high-income countries (i.e. countries with a GNI per capita of 14,005 USD or more). According to the current World Bank classification, the GCC countries are classified as high-income countries and therefore do not fall within the category of low- or middle-income countries. https://datahelpdesk.worldbank.org/knowledgebase/articles/906519-world-bank-country-and-lending-groups
7.	<i>Can a single reference satisfy more than one of the required thematic categories, or do you expect distinct projects per category?</i>	Yes, it can. However, tenderers are still required to submit three references, meeting the criteria detailed in the tender documents (see point 3.4.7.3 “Selection criteria”).
8.	<i>Air travel and local transport are covered by Enabel, but "Field" rates must include per diems, accommodation and visa. Can you confirm whether per diem is expected inside the field day rate?</i>	Yes, it's confirmed. Per diem need to be included in the day rate.
9.	<i>The ESPD must be originally signed and physically submitted or the bid is auto-rejected. Could you confirm if certified e-signatures are acceptable?</i>	Yes, certified e-signatures are acceptable.
10.	<i>Page 14, point 3.4.3.1 : will ENABEL reimburse local travel expenses outside of Mozambique upon presentation of receipts? Or should these be included in the daily "field" rate? Specifically, we are referring to trains, subways, and taxis in France (local expenses) used to travel from home to the airport as part of a mission to Mozambique.</i>	They should be included in the daily “field” rate. Enabel will only reimburse international and national flights (not to be included in field rate).
11.	<i>Page 19, point 3.4.7.3 : based on the RFP and the presentation meeting, we understand that the references must: (i) be finalized, (ii) have been completed within the last three years, (iii) be for a minimum of €75,000, and (iv) align with the themes specified in the selection criteria. Would it be possible to make the criteria less restrictive ? For example, references from the last 5 years and a minimum value of 50,000 euros (estimated volume for the purchase orders covered by this framework agreement).</i>	No, it is not possible to modify the selection criteria.

<p>12.</p>	<p><i>Regarding the possibility of providing references for a subsidiary.</i></p> <p><i>The reference projects concerned were implemented by our group, of which our headquarters – the tenderer – is an integral part, and on which our headquarters mobilized its own experts. Our group operates as a single economic operator, pooling its human resources (technical expertise, business development, administrative and financial functions) across all of its projects, without internal distinction between entities. On this basis, we consider these to be the tenderer's own references, rather than reliance on the capacity of a separate third party. We also note that the tender documents (section 3.4.7.3) require each reference to set out the firm's role (advisory / lead / assistance / coordination) and the project outcomes – that is, an assessment at the level of the economic operator, and not at the level of individually named experts. Consistently, a reference maybe presented by a company that carried out the assignment with subcontractors, or within a consortium, without that company being required to attribute specific activities to specific named individuals. In the interest of equal treatment and proportionality, we would therefore be grateful if you could confirm that references implemented within our group may be assessed on the same firm-/group-level basis. Thus, could you please confirm that:</i></p> <ul style="list-style-type: none"> • <i>References implemented by an entity of our group may be submitted as the tenderer's references, on the basis of the corporate link and pooled resources described above;</i> • <i>Such references will be assessed at firm/group level, consistent with the firm's-role basis set out in section 3.4.7.3, without requiring individual expert-level attribution for the past projects concerned.</i> 	<p>For each reference submitted, the tenderer must clearly indicate which legal entity carried out the assignment and describe the role played by the tenderer in its implementation.</p> <p>Where a reference was implemented by another company within the same corporate group, the tenderer may rely on that reference provided that it formally relies on the capacity of the group company concerned and submits the required supporting documents demonstrating both the corporate link and the availability of the relevant resources for the performance of the contract.</p> <p>References will be assessed at the level of the entity or entities that carried out the assignment. Accordingly, the tender must clearly identify the respective roles and contributions of the tenderer and any group company whose capacity is relied upon.</p>
<p>13.</p>	<p><i>1. Expected Volume of Assignments</i></p> <p><i>The tender confirms no minimum quantities and a €300,000 ceiling. Could Enabel provide an indicative estimate of the expected number and typical size of assignments per year? This is essential for sizing the expert roster and pricing.</i></p>	<p>At this stage, Enabel estimates that assignments with a total value of approximately 100,000 EUR will be ordered over the next 18 months.</p> <p>This estimate is provided for information purposes only and does not constitute any commitment on the part of Enabel. As stated in the tender documents, no minimum volume of assignments is guaranteed under this framework contract. The actual number, scope, and value of assignments will depend on Enabel's needs as they arise during contract implementation.</p>
<p>14.</p>	<p><i>2. Balance Between Remote vs In-Country Work</i></p> <p><i>The tender allows both remote and in-country work. Does Enabel anticipate that most assignments will require in-country presence, or will remote delivery be acceptable for the majority of missions?</i></p>	<p>Some assignments will require fieldwork and in-country presence, while others may be carried out partially or entirely remotely. The balance between remote and in-country work will depend on the nature, objectives, and requirements of each specific assignment.</p> <p>At this stage, it is not possible to provide an indicative</p>

		proportion of assignments requiring in-country presence, as this will vary considerably depending on Enabel's needs and the activities to be undertaken.
15.	<p><i>3. Typical Duration and Intensity of Missions</i></p> <p><i>The information session confirms that missions will vary and not follow a fixed sequence. Could Enabel provide indicative man-day ranges for typical assignments (e.g., diagnostics, policy drafting, business modelling)?</i></p>	At this stage it's not possible to share this information.
16.	<p><i>4. Mobilisation Time Expectations</i></p> <p><i>What mobilisation time does Enabel expect between receiving an order form and starting the assignment? This directly affects scoring under "Operational Capacity & Mobilisation".</i></p>	<p>The mobilisation process under the framework contract follows a structured workflow as described in the tender documents.</p> <p>Upon receipt of a specific Terms of Reference (ToR) issued by Enabel, the service provider is expected to submit its proposal within 7 calendar days. Following Enabel's review and approval, a formal Purchase Order is issued. The service provider is expected to acknowledge receipt within 2 working days. As a general rule, the assignment should commence within 7 calendar days after order confirmation, in accordance with Section 5.4.4 "Mission workflow" of the tender documents.</p>
17.	<p><i>5. Depth of Local Partner Involvement</i></p> <p><i>Local integration is a scoring criterion. Does Enabel expect local partners to co-lead assignments, or primarily support data collection, logistics, and community engagement?</i></p>	<p>It is up to each bidder to decide how to frame this in their methodology to be most competitive in terms of efficacy, efficiency, etc.</p> <p>It is up to each tenderer to determine, in its proposed methodology, how local expertise and partnerships will be mobilised in order to ensure the effective and efficient delivery of the assignments.</p> <p>Tenderers are therefore free to propose arrangements that they consider most appropriate and competitive, whether this involves local partners taking a leading role in certain activities or providing support functions. The proposed approach will be assessed in accordance with the award criteria set out in the tender documents.</p>
18.	<p><i>6. Access to Municipalities and Stakeholders</i></p> <p><i>Will Enabel facilitate introductions to municipalities, cooperatives, and informal sector groups, or must the contractor secure access independently?</i></p>	<p>Enabel will facilitate access to relevant municipalities, cooperatives, and informal sector groups where this is necessary for the implementation of the assignments.</p> <p>Tenderers may, however, strengthen their proposals by making use of their own existing networks and partnerships in order to enhance efficiency and effectiveness. Such existing relationships may be considered an added value in the technical proposal.</p> <p>In addition, the contractor may be requested, depending on the assignment, to support Enabel in the further mapping, identification, and expansion of relevant stakeholder networks.</p>

<p>19.</p>	<p><i>7. Data Availability and Baseline Information</i></p> <p><i>Will Enabel provide existing studies, baselines, and municipal data, or should the contractor assume that data collection must be conducted independently?</i></p>	<p>The availability of existing studies, baseline information, and data will depend on the specific assignment.</p> <p>For certain assignments, Enabel may provide relevant existing documentation, studies, datasets, or other background information that can serve as a basis for the work. For other assignments, the contractor may be expected to collect, validate, or generate the necessary data as part of the services to be provided.</p> <p>The specific requirements regarding data availability and data collection will be defined in the Terms of Reference issued for each individual assignment.</p>
<p>20.</p>	<p><i>8. Travel & Logistics Responsibilities</i></p> <p><i>Enabel covers international flights and local transport. Field rates must include per diem, accommodation, visas, and meals. Will Enabel arrange accommodation and per diem logistics, or must the contractor manage these directly?</i></p>	<p>The contractor will be responsible for arranging and managing all logistics covered by the field rates, including accommodation, per diems, visas, meals, and any other related expenses, in accordance with the provisions of the tender documents.</p> <p>Enabel will cover the costs explicitly identified in the tender documents, such as international flights and local transport where applicable. Those costs are not to be included in the field rates, as they will be reimbursed by Enabel.</p> <p>Where feasible, Enabel may provide practical support or recommendations regarding accommodation arrangements, but this should not be assumed and remains subject to availability and operational considerations.</p>
<p>21.</p>	<p><i>9. Withholding Tax (WHT) Rate</i></p> <p><i>The tender confirms WHT is mandatory and must be included in prices. However, the exact rate is not specified. Could Enabel confirm the exact WHT rate that will be applied to this contract? Mozambique applies a 20% rate by default, but interpretations vary depending on the contracting modality.</i></p>	<p>It is the responsibility of each tenderer to verify the tax regime applicable to its specific situation and to determine any withholding tax obligations that may apply.</p> <p>The applicable withholding tax rate may vary depending on factors such as the country of tax residence of the contractor, the contractual arrangement, and any relevant tax treaties or national legislation. Enabel is therefore not in a position to confirm a single withholding tax rate applicable to all tenderers.</p> <p>Tenderers should ensure that their financial proposal takes into account all applicable taxes, duties, and fiscal obligations in accordance with the requirements of the tender documents.</p>
<p>22.</p>	<p><i>10. Parallel Assignments</i></p> <p><i>Does Enabel anticipate running multiple assignments in parallel under this framework? This affects roster size, QA systems, and mobilisation planning.</i></p>	<p>Yes, multiple assignments may be implemented in parallel under this framework contract, depending on Enabel's operational needs and priorities.</p> <p>Tenderers should therefore ensure that their proposed team structure, mobilisation arrangements, and quality assurance systems are capable of supporting the simultaneous implementation of several assignments without compromising the</p>

		<p>quality or timeliness of deliverables.</p> <p>The number and timing of parallel assignments cannot be determined in advance and will depend on the specific needs arising during the execution of the framework contract.</p>
23.	<p><i>11. Templates for Deliverables</i></p> <p><i>Will Enabel provide templates for diagnostics, reports, and technical designs?</i></p>	<p>Enabel does not provide standard templates for deliverables under this framework contract.</p> <p>However, alignment on structure and content may be agreed on a case-by-case basis when Terms of Reference are issued and shared for individual assignments. Where relevant, such alignment may also take place in anticipation of the submission of specific deliverables in order to ensure consistency with Enabel's expectations.</p>
24.	<p><i>12. Geographic Focus</i></p> <p><i>Are there priority municipalities or provinces expected to receive the majority of assignments?</i></p>	<p>As mentioned under section 5.1.3 "ValoRe", the Programme for Sustainable Waste Management in Mozambique - "ValoRe" (from Waste to Resources), will invest in Nampula, Nacala, and Pemba.</p>
25.	<p><i>13. References (Selection Criteria)</i></p> <p><i>Please note that no multilateral or bilateral development finance institution issues a "Certificate of Satisfactory Execution" to consultants, as their contracts are fully binding. It is therefore requested that contracts executed with these DFIs should be considered as valid references.</i></p>	<p>As a general principle, any verifiable proof that an assignment has been undertaken and completed may be accepted as evidence for the purpose of references.</p> <p>This may include, but is not limited to:</p> <ul style="list-style-type: none"> • Signed contracts accompanied by proof of completion of the assignment • Client acceptance letters or completion reports • Formal acceptance notes • Completion certificates (where applicable) • Reference letters <p>In the context of multilateral or bilateral development finance institutions, where formal "Certificates of Satisfactory Execution" are not systematically issued, alternative documentation as listed above may be considered acceptable, provided that it clearly demonstrates that the assignment was successfully completed.</p>
26.	<p><i>14. Number of man-days under the Framework Contract</i></p> <p><i>Although the tender document specifies a budget ceiling of €300,000, it makes no mention of the number of man-days for each position over the life of the Framework Contract. This makes it next to impossible for the bidder to budget for the best-fitting CV. It is therefore requested that the overall man days for each key expert under the Framework Contract be provided. It would be helpful to know the man-days allocated across the mission types mentioned in section 5.3.2 of the tender document.</i></p>	<p>This is a framework contract and therefore no predefined number of man-days is allocated per position or per mission type.</p> <p>Tenderers are expected to propose a flexible pool of experts that can be mobilised on demand, based on specific Terms of Reference issued by Enabel during contract implementation.</p> <p>Assignments may vary in scope, duration, and level of effort, and multiple mobilisations may occur in parallel. The total ceiling of the framework contract is 300,000 EUR, and mobilisations will be managed within this overall budget envelope.</p> <p>As a result, it is not possible to provide an indicative breakdown of man-days per expert or per type of mission.</p>

27.	<p>15. <i>Estimation of Level of Effort</i></p> <p><i>The LOE range (100-400 days) for the fixed budget of €300,000 is extremely high. It would be prudent to provide an appropriate estimate of days for each position to improve budgeting clarity for bidders.</i></p>	<p>The level of effort cannot be predefined in terms of a fixed number of days per position or per expert for the duration of the framework contract.</p> <p>This is a demand-driven framework contract, under which assignments will be defined progressively through Terms of Reference issued by Enabel. The nature, scope, and complexity of each assignment will determine the required level of effort, which may vary significantly from one request to another.</p> <p>Tenderers are therefore expected to propose an appropriate mobilisation strategy and expert pool within their methodology, demonstrating how they would ensure flexibility, responsiveness, and adequate coverage of potential needs under the contract.</p>
28.	<p>Section 3.4.4 indicates that 'The tenderer submits his tender as follows before 17/06/2026 at 12:00 PM (noon) (East African Time)'</p> <p><i>We request clarification on which time would be considered for submission, whether East Africa Time (GMT+3) or Maputo Time (GMT+2) (as was the case for Pre-bid Meeting)?</i></p>	<p>There is a mistake and the time considered for submission is Maputo Time (GMT +2).</p>
29.	<p><i>Regarding the Certificates of satisfactory execution of similar projects, all of our relevant projects are with Development Agencies such as the World Bank, Asian Development Bank and the African Development Bank or Public Institutions (Local Government with a revolving staff) who, in our experience deter from providing Certificates of Execution to the Consultant. In this case, we request to allow for the following proxy:</i></p> <ul style="list-style-type: none"> • Assignment Contact notifying contract value, authorized signatories and duration of the contract. • A Self-attested Certificate from the Consultant (us) denoting successful completion of the project, with the required details of the assignment along with contact details of the Client reference 	<p>As a general principle, any verifiable proof that an assignment has been undertaken and completed may be accepted as evidence for the purpose of references.</p> <p>This may include, but is not limited to:</p> <ul style="list-style-type: none"> • Signed contracts accompanied by proof of completion of the assignment • Client acceptance letters or completion reports • Formal acceptance notes • Completion certificates (where applicable) • Reference letters <p>In the context institutions where formal "Certificates of Satisfactory Execution" are not systematically issued, alternative documentation as listed above may be considered acceptable, provided that it clearly demonstrates that the assignment was successfully completed.</p>
30.	<p><i>We request the Client to provide a reference or the process for acquiring the ESPD document.</i></p>	<p>The ESPD document for this contract can be found on the Enabel website or the E-Procurement website, next to the tender documents.</p>
31.	<p><i>Kindly provide:</i></p> <ul style="list-style-type: none"> • <i>An indication on the maximum number of person days to be considered for each type of mission for the experts.</i> • <i>An indication of field days expected per mission (type) for the key expert.</i> 	<p>This is a framework contract with demand-driven implementation. As such, it is not possible to define a maximum number of person-days per mission type, nor a fixed breakdown of field days per key expert.</p> <p>Assignments will be defined on a case-by-case basis through Terms of Reference issued by Enabel. The scope, duration, and required level of effort, including the balance between field and remote work, will depend on the specific objectives and constraints of each assignment.</p>

		Tenderers are therefore expected to propose a flexible mobilisation strategy and expert pool capable of responding to varying levels of effort and field presence requirements. The actual allocation of person-days and field days will be determined at assignment level during implementation.
32.	<i>Is it possible to confirm whether the estimate of 100-400 man-days over a 3 years period applies only to Key Experts, or to all experts and profiles presented in the proposal (KE, NKE and Local Expertise)?</i>	The indicative estimate of 100–400 person-days over the duration of the framework contract applies to the overall expert pool proposed under the contract and is not limited to Key Experts.
33.	<i>Is it acceptable to have some of the NKE expertise (indicative profiles in section 5.5.2) covered by some of our other team members (either KE or Local experts)?</i>	Yes. Any Expert may cover multiple profiles, provided that the individual concerned independently meets all the minimum requirements and profile criteria applicable to each role for which they are proposed. Tenderers should clearly indicate in their proposal which profiles are covered by each expert and demonstrate compliance with the relevant qualification and experience requirements for each profile.
34.	<i>We noted some inconsistency in the documents required for local expertise and NKE (see below). Section 3.4.7.3 (p22) states that “Documentation required: CV of each Key Expert, Non-Key Expert, and Local Expert in EU Project CV format”, while sections 5.5.2 and 5.5.3 only request One-page profile per NKE and local expertise (Full CVs not required at this stage). Which information shall be considered for the bid preparation?</i>	For the preparation of the tender, tenderers shall submit a CV in EU Project format for each Key Expert, Non-Key Expert, and Local Expert proposed under the contract. The requirement set out in Section 3.4.7.3 should therefore be followed.