CLARIFICATIONS

Contract title: *Supply of AWS and Training*
Reference: MOZ22005-10050

N°	Issue / question raised	Response
1.	Regarding the tender in question, we have noted that the technical specifications require the supply of a telescopic mast for the installation of Automatic Weather Stations (AWS). Given that this type of mast may entail a slightly longer delivery time, we would like to request clarification regarding the possibility of supplying an alternative mast model—one that is technically suitable for the installation and operation of the AWS and meets all necessary technical requirements.	The supplier must provide the 10 m telescopic mast as specified in the defined model or in accordance with WMO requirements.
2.	1. The Scope of Work requires a 10 m telescopic mast and mounting system as part of each AWS package, while the installation scope also refers to mounting on pre-existing station structures. Please confirm whether the new 10 m mast must be installed at each site, whether suitable existing structures are already available, or whether the supplied mast is intended as replacement or backup equipment.	The supplier shall provide and install the new 10-meter telescopic mast at each of the existing weather Station infrastructures in Xai Xai, Mopeia, and Moma. The mast supplied is not intended as a replacement or spare piece of equipment.
3.	2.The installation requirement does not clearly define responsibility for mast foundations, anchors, concrete bases or associated civil works. Please confirm whether these works are already available at each site or whether they are to be included in the supplier scope.	The supplier shall be responsible for the installation of the masts and respective accessories, including the concrete base and anchoring.
4.	3.The fencing specification refers to concrete pole bases and a concrete-block bottom support, while general civil works are otherwise excluded. Please confirm whether these works are to be included by the AWS supplier, executed by a local civil contractor, or provided by the local contracting entity.	For the fence, the concrete pole bases and the concrete-block bottom support are included within the AWS supplier's scope.

5.	4.The AWS must transmit data to and integrate with the existing national meteorological monitoring infrastructure. Please provide available interface information, including communication protocol, required data format, transmission frequency, API/FTP/SFTP/MQTT requirements, authentication, VPN/APN requirements and any existing software or server environment that must be used.	The tender requires support for various protocols (PakBus, SDI-12, ModBus, etc.) and transmission to a central computer in Maputo in binary/ASCII format to generate SYNOP and CLIMAT. PC or Server is not listed as an item to be supplied by the supplier.
6.	5.The communications package requires cellular connectivity. Please confirm whether SIM cards and recurring cellular data costs will be provided by the local contracting entity/end user or whether these must be included in the Zuhs Tech Lda offer.	The tenderer must include all costs necessary for the execution of the contract, including communication and access credentials. SIM cards and data subscriptions for one year should be included in the financial proposal.
7.	6.The Scope of Work requires licensed software and online data platform access with long-term support. Please confirm whether the platform is to be manufacturer-hosted, locally hosted, installed at a central office or used only as an interim platform before transfer to the national monitoring network. Please also confirm whether five-year platform/licence costs must be included in the initial price.	The software must be supported by the manufacturer for a minimum of 5 years. All licensing costs and access credentials must be included in the initial price.
8.	7. The stated temperature range is -80 to +60°C with accuracy better than ±0.1°C. Please confirm whether the ±0.1°C accuracy is required across the full operating range or under specified reference/calibration conditions.	Accuracy better than ±0.1 °C under reference conditions specified by the WMO, while maintaining a measurement range of -80 °C to +60 °C.
9.	8. The Scope of Work refers to measurements at 10, 20, 50 and 100 cm depth, plus ground level and 5 cm above ground as required. Please confirm the exact number of soil-temperature probes required per station.	The number of soil-temperature probes required per station is the minimum number necessary for measurements at the mentioned levels.
10.	9. Factory calibration certificates are required for applicable sensors. Please confirm whether manufacturer/factory calibration certificates are sufficient or whether calibration must be performed by an ISO/IEC 17025-accredited laboratory or	Manufacturer/factory calibration certificates are sufficient;

	another specifically recognised calibration body.	
11.	10. The Scope of Work does not clearly define the lightning protection and earthing arrangement. Please confirm whether lightning protection, surge protection and earthing must be included in the AWS installation and whether existing site earthing systems may be utilised.	The AWS equipment packages and protective fencing units must be designed to withstand extreme weather conditions, including strong winds and heavy rain. Therefore, the supplier must ensure that all necessary accessories-including lightning protection, surge protection, or other requirements for secure mounting, stability, and long-term durability-are included in the equipment package and properly installed to ensure robust operation.
12.	11.Practical on-site training is required at all three locations. Please confirm the approximate number of participants to be trained at each site and whether any additional headquarters-based training is required.	A maximum of 20 participants per site.
13.	12.Portuguese manuals and training materials are required. Please confirm whether the technical trainer must be Portuguese-speaking or whether an English-speaking specialist supported by Portuguese materials and, where necessary, a professional interpreter is acceptable.	The Team Leader must be fluent in English and Portuguese, and the Training & Data/IT Specialist must be fluent in Portuguese. An English-speaking specialist supported by an interpreter is not explicitly accepted for these key roles
14.	13.Successful execution will depend on local site access and support arrangements. Please confirm whether the local contracting entity/end user will provide site access permissions, local escorts or representatives, secure storage for delivered equipment, access to existing structures and locally available lifting/support equipment where required.	The supplier must include all logistics, transport, and handling costs in their price. Site access is guaranteed by INAM; the security of the equipment until delivery and formal acceptance by Enabel is the supplier's responsibility.
15.	14. For commercial and logistical efficiency, Zuhs Tech Lda proposes that the local Mozambique contracting entity acts as importer of record and manages all Mozambique importation formalities. Please confirm acceptance of this arrangement. The local entity would be responsible for customs clearance, import duties, VAT and other local statutory charges. Zuhs Tech Lda would supply the equipment on an agreed international delivery basis. Please advise the preferred Incoterm and delivery point.	The prices must be based on Incoterms 2020 DDP (Delivered Duty Paid). The supplier is responsible for customs clearance and all import duties.

16.	15. Responsibility for inland transport from the agreed entry/delivery point to the three project sites requires confirmation. Please confirm whether the local Mozambique entity will coordinate domestic transport to site or whether Zuhs Tech Lda should include inland transport as a separately priced item.	The supplier must include inland transport to the three project sites in their price as part of the DDP Incoterm.
17.	16. A defined acceptance process is required for commissioning and project closure. Please confirm the intended site acceptance procedure and the responsible party for signing commissioning and handover certificates once each AWS has been installed, tested and integrated.	The awarding entity - Enabel - has thirty (30) days to inspect and test the supplies and notify the supplier of its acceptance or rejection. This period begins on the day following the arrival of the supplies/completion of installation and training at the delivery site, provided that the contracting authority has received the delivery note or invoice.
18.	17.The Scope of Work specifies a minimum three-year equipment warranty including repair/replacement, software updates and technical support. Please confirm whether any maximum response time, repair turnaround time or replacement turnaround requirement applies during the warranty period.	During the warranty period, the following service levels shall apply: 1. Response time: acknowledgement of the reported malfunction within two (2) working days of notification. 2. Replacement equipment: where repair cannot be carried out immediately or the equipment is unavailable for use, replacement equipment shall be provided within five (5) working days of notification.
19.	1. Does the 10 m telescopic mast specified under AWS equipment package need to be supplied by us with its concrete foundation, or will an existing anchored 10 m mast structure will already be available at each site?	The supplier shall be responsible for the installation of the masts and respective accessories, including the concrete base and foundation, anchoring.
20.	2. I understand that civil works are excluded from the scope ("installing AWS equipment on pre-existing civil works structures", p.31). However, in Section 8 "Annex", Part 3 (p. 62-63), the fence is specified to be anchored in a concrete foundation, with foundation dimensions also indicated. Should we consider the construction of these foundations and the related civil works as part of our scope, or can we assume that they will already be in place at each site?	For the fence, the concrete pole bases and the concrete-block bottom support are included within the AWS supplier's scope.

21.	3. Could Enabel provide drawings and photographs of the three sites, including the civil works currently under construction?	Pictures are available on attached document MOZ22005-10050-Automatic Weather Station Infrastructure Pictures.
22.	4. Please confirm whether SIM cards and associated data subscriptions shall be provided by the contractor or by INAM	The tenderer must include all costs necessary for execution, including communication costs. SIM cards and data subscriptions should be included in the offer.
23.	5. Can you confirm that we handle the entire logistics chain, including temporary equipment storage once t has arrived in the country and before installation on site. Or is there any INAM facility we can rely on near each site location?	he supplier must include all logistics, transport, and handling costs in their price. Site access is guaranteed by INAM; the security of the equipment until delivery and formal acceptance by Enabel is the supplier's responsibility.
24.	1. Guarantee period (Ch.4 §23 / Annex 1 item 13) Clause 23 sets a 1-year guarantee period, while Annex 1 item 13 requires a minimum 3-year warranty. Which duration applies? Does the release of the remaining 50% of the performance bond (final acceptance) follow the 1-year or the 3-year period?	The Contracting Authority confirms that the applicable warranty/guarantee period for all equipment supplied under this contract is one (1) year. Consequently, the final acceptance and release of the remaining 50% of the performance guarantee shall take place upon expiry of the one-year guarantee period, subject to satisfactory contract performance and fulfilment of all contractual obligations. A corrigendum will be issued to align the relevant provisions of the Tender Specifications.
25.	2. Protective fencing (ToR 2.2.1 / Annex 3) The contract excludes "construction or structural works", yet the fence requires poles anchored in concrete foundations and a row of 25 cm concrete blocks. Is this concrete foundation work within the supplier's scope? Will the sites be cleared and levelled by the client beforehand?	For the fence, the concrete pole bases and the concrete-block bottom support are included within the AWS supplier's scope.
26.	3. Taxes and customs (Ch.3 §8.2 and §8.5) Please confirm which withholding tax rate the tenderer should include for services performed in Mozambique by a non-resident company. Under the DDP Incoterm, will Enabel provide customs	Tenderers are responsible for determining and including all applicable taxes, duties, and withholding taxes in their offer according to the legislation applicable to their specific situation. Prices must include all costs required for contract execution and be submitted on a DDP basis.

	duty exemption documents, or must import duties be included in the tender price?	
27.	4. Mode of submission (Ch.3 §9 and §10.1) Section 9 requires a hard copy and a USB stick delivered by hand in Maputo, while §10.1 allows a qualified electronic signature. Will Enabel accept an electronic submission (by e-mail to moz_csc_contracts@enabel.be or via an e-procurement platform), with documents signed by qualified electronic signature? If not, can the tender be delivered by an international courier (e.g. DHL) with proof of delivery, instead of by hand?	No. Tenders must be submitted in hard copy together with a USB stick, as specified in Clause 9. Electronic submission by e-mail or through an e-procurement platform is not permitted. Courier delivery is acceptable provided the tender is received at the address specified in the tender documents before the submission deadline. Tenderers remain responsible for ensuring timely delivery. Documents requiring a signature may bear either a valid handwritten signature or a valid electronic signature. However, a corrigendum will be issued to clarify that a handwritten signature is required for the documents concerned.
28.	5. Data logger and modem interfaces (Annex 1 items 7 and 9) The data logger and modem specifications mention vendor-specific interfaces and protocols (CS I/O, CPI, PakBus, SDM). Will equivalent open standards be considered compliant? Examples: SDI-12, RS-485/Modbus, MQTT/HTTPS, and a 4G modem integrated in the logger enclosure.	Data loggers and modems based on open-standard specifications shall be deemed compliant, provided that they meet the functional requirements for connectivity, communication, and data transmission, and that they conform to the applicable recommendations, standards, and procedures established by the World Meteorological Organization (WMO), in particular those set out in the Guide to Instruments and Methods of Observation (WMO-No. 8).
29.	6. Battery technology (Annex 1 item 8 / Spare parts item 4) Is a 12 V 27 Ah sealed lead-acid battery mandatory? Our standard power system uses a NiMH battery, proven for more than 7 years of field operation in tropical climates. Compared with lead-acid, NiMH offers better tolerance to high temperatures and deep discharge, a longer service life and lighter weight. Would a NiMH battery be accepted, supported by a calculation note demonstrating the autonomy required by the specifications?	12V 27 Ah sealed lead-acid battery is mandatory

	The replacement battery would be of the same technology.	
30.	7. Wind sensor (Annex 1 item 5) A wind speed range of "0-100 m/s, gusts up to 150 m/s" exceeds commercially available WMO-class anemometers. Is a range of 0-75 m/s (or 0-60 m/s) acceptable? Is a potentiometer wind vane mandatory, or are other technologies (e.g. magnetic encoder) accepted?	Instrumentation and subsequent observations will be accepted if they conform to WMO requirements, as detailed in the *Guide to Meteorological Instruments and Methods of Observation* (WMO, 2024).
31.	8. Temperature sensor (Annex 1 item 1) The specification requires a temperature range of -80 to +60 °C with an accuracy better than ±0.1 °C. Is a standard WMO range (-40 to +60 °C) with an accuracy of ±0.1/0.2 °C acceptable?	Instrumentation and subsequent observations will be accepted if they conform to WMO requirements, as detailed in the *Guide to Meteorological Instruments and Methods of Observation* (WMO, 2024).
32.	9. Pressure sensor (Annex 1 item 4) The specification requires both an "uncertainty of 0.15 hPa" and an "accuracy of ±0.1 hPa". Which value is the requirement, and over which temperature range?	An accuracy of ±0.1 hPa under reference conditions specified by the manufacturer is considered acceptable, provided the sensor complies with the applicable WMO recommendations.
33.	10. Rain gauge (Annex 1 item 3) The bucket tips every 0.2 mm, but a resolution of 0.1 mm is also requested. Please confirm the required resolution.	0.2mm
34.	11. Soil temperature sensors (Annex 1 item 6) Please confirm the number of soil temperature sensors per station. Is it six: 10, 20, 50 and 100 cm depth, plus ground level and 5 cm above ground?	The number of soil-temperature probes required per station is the minimum number necessary for measurements at the mentioned levels.

35.	12. Integration with INAM's network (ToR 2.2.1 / Annex 1 item 7) What data system does INAM currently use at the Maputo central station, into which the AWS must be integrated (software, protocol, data format)? Is a central PC or server to be supplied under this contract, or will INAM provide it?	Software should have ability to transmit data automatically at Central Station PC installed in Maputo in BINARY / ASCII format and generate SYNOP and CLIMAT. PC or Server is not listed as an item to be supplied by the contractor.
36.	13. SIM cards and data subscriptions (Annex 1 item 9) Will INAM provide the SIM cards and data subscriptions, or must the supplier include them? If they are to be included, for what duration?	The tenderer must include all costs necessary for the execution of the contract, including communication and access credentials. SIM cards and data subscriptions for one year should be included in the financial proposal.
37.	14. Training (ToR 2.2.2) How many participants are expected per training session (INAM HQ, provincial and district staff)? Will INAM provide the training rooms?	Three on-the-job training sessions are expected, one at each site, with a maximum of 20 participants per site. It is assumed that these will take place at the installation sites without the need for a training room. Enabel will cover per diem costs only for INAM and district government technicians, and for a training room if needed, during on-the-job training sessions and acceptance procedures.
38.	15. Team Leader language requirement (Ch.3 §13.2) The Note in §13.2 says the team as a whole must be able to communicate in Portuguese throughout the contract. Can the Team Leader's language requirement be met at team level? We propose an English-speaking Team Leader working with Portuguese-speaking team members, namely the Training & Data/IT Specialist and/or a subcontracted local coordinator. These members would handle all communication with INAM and district technicians, the Portuguese manual and the training sessions.	The Team Leader must be fluent in both English and Portuguese and must not be assigned to a technical-level role.

39.	16. Mast (Annex 1 item 7) Is the 10 m telescopic guyed mast mandatory, or is an equivalent 10 m tilting mast compliant with WMO No. 8 acceptable?	If the mast complies with WMO No. 8, it is acceptable.
40.	Could you please clarify whether an expert currently employed by a public institution (Ministry of Communications and Digital Transformation in Mozambique), but not by the beneficiary institution, is eligible to participate in the tender, provided that the expert obtains a formal No Objection Certificate (NOC) from their current employer? Given that the expert is not employed by the beneficiary institution, and that it is a short-term, site-specific engagement, could you please confirm whether a No Objection Certificate issued by the Ministry would be sufficient to establish the expert's eligibility, subject to the applicable conflict-of-interest and independence requirements?	The tender specifications do not contain an automatic rule excluding a proposed team member solely because he/she is employed by a public institution. However, a No Objection Certificate (NOC) from the Ministry would not, by itself, establish the expert's eligibility. It may serve as evidence that the employer authorises the expert's participation and availability. Eligibility and acceptability remain subject to the public procurement rules- exclusion grounds, conflict of interest,qualititive selection and team requirements, integritu statement, which I invite procurement team to review. In summary, given that the expert's institution is not the direct beneficiary (INAM) and is not a partner of Enabel in the Loss and Damage sector or in other sectors (INGD, DNGRH), if a formal Declaration of No Objection (DNO) from the current employer is submitted, we can accept the application, unless the applicable procurement procedures preclude this.
41.	This request is made to allow us sufficient time to complete the necessary preparations and ensure that our submission is comprehensive, accurate, and fully compliant with the tender requirements. We remain committed to participating in this procurement process and submitting a competitive offer that meets the technical and administrative requirements stipulated in the tender documents. In view of the above, we kindly request your consideration in extending the tender closing date by an additional **7 Calendar**	The public tender sets the deadline for submission of tenders at 28 October 2026 at 12:00pm Central African Time (UTC+2). Tenders submitted after this deadline will not be accepted. The tender notice does not provide for an extension upon simple request. Any amendment to the notice, including a possible extension, will be published on the same platforms mentioned in clause 2 and in accordance with clause 3.3. The ToR state that the publication of responses and/or amendments to the tender specifications must be available at the latest on the seventh day before the deadline for submission of tenders, i.e. by 21 October 2026. In summary, from a procedural standpoint, we are within this period. However, a 7-calendar-day extension of the deadline, i.e. until 4

	days, or for such period as you may deem appropriate.	November will be granted through tender corrigendum.
42.	**1-** Can the training be delivered online, or must it take place on site?	The training cannot be online-only. The tender requires practical, on-the-job training during installation for INAM staff, including INAM HQ and provincial technicians and district-level observers at the installation sites. It must include hands-on exercises, simulations and practical demonstrations, and training delivery is foreseen on site in Xai-Xai, Mopeia and Moma during the installation period. Supplementary online sessions may be proposed, but they cannot replace the required on-site practical training.
43.	**2**- Must the protective fencing around the weather stations be installed on site by the supplier? Will those elements not be purchased locally by Enabel?	The supplier's scope includes delivering one protective fencing unit with padlock per station and installing the protective fencing units at the three sites. Enabel will not purchase the fencing elements locally. The supplier must therefore include the supply and installation of the fencing in its offer.
44.	**3-** Do we have to buy the SIM card ourselves, or will Enabel provide it? We have limited visibility on the local mobile operator offer.	The supplier is responsible for configuring data transmission, including SIM card setup. In addition, the price must include all costs necessary for contract execution, including installation accessories and consumables, licensing and access credentials, and any third-party services required. Therefore, the supplier should procure and set up the SIM cards/data connectivity and include these costs in the financial proposal.
45.	**4-** Do you guarantee transport between the three installation sites?	The supplier is responsible for transport and delivery to each of the three installation sites under DDP Incoterms 2020. The prices must include packaging, transport, loading/unloading, handling and delivery of equipment, as well as local mobility. The places of performance are Xai-Xai, Mopeia and Moma. Enabel does not "guarantee" transport between sites; this is part of the supplier's logistical obligation and must be included in the offer and logistics plan.
46.	**5-** Can the training also be given in English, with the required documents in Portuguese?	The required operational and maintenance manual and training materials must be in Portuguese. The tender also requires the team to demonstrate the ability to communicate effectively in Portuguese throughout contract

		execution and to deliver practical, hands-on training to technical staff.
47.	**6-** How long would installation/commissioning/training take? We need to allow sufficient time in the offer.	The overall contract duration is 140 calendar days, starting from the kick-off meeting. The tenderer must propose its own detailed work plan and resource allocation. Installation, commissioning and training must be completed within the 140-calendar-day contract duration.
48.	1. The tender states that the contract covers equipment supply and technical installation only, excluding any construction or civil works (p. 31). However, the detailed specifications ask for some construction: the protective fence must be anchored in concrete foundations with a buried row of concrete blocks (Annex, Part 3, p. 62–63), and a 10 m guyed mast with anchors is required. Could you please clarify exactly which civil works, if any, are part of our scope (fence foundations, mast foundations or anchoring), and which structures will already be in place at each site? Drawings and photographs of the three sites would also be very helpful.	The supplier shall be responsible for the installation of the masts and their accessories, including the concrete base and anchoring. With regard to the fencing, the concrete post bases and the lower block support, as illustrated in the tender annexes, are also included in the supplier's scope. The civil works excluded from the contract are those related to the main meteorological station infrastructure (offices).Images of the 3 locations are attached to this clarification document.
49.	2. Sensor specifications Some specifications are well beyond the conditions at the three sites and significantly increase the cost. For example: • The air temperature sensor must measure from -80 °C. The lowest temperatures ever recorded in Mozambique are only a few degrees below 0 °C, in inland highland areas, far from the coastal and lowland sites of Xai-	Sensors from recognised manufacturers, compliant with World Meteorological Organization (WMO) standards, with ranges equal to or greater than those specified above and with accuracy/resolution equal to or better than those specified in the Annex, are acceptable. They must be supplied with factory calibration certificates and technical documentation. Any deviation from the Annex must be clearly identified in the tender and substantiated with the Guide to Meteorological Instruments and Methods of Observation (WMO, 2024).

	Xai, Mopeia and Moma. A professional sensor rated -30 to +60 °C would cover all conditions on these sites. • The wind sensor must measure up to 100 m/s, with gusts of 150 m/s, which is above the strongest gust ever measured worldwide. We can supply sensors from a recognised European manufacturer of professional meteorological instruments, WMO-compliant, of very good quality and at a very competitive price, fully suited to local conditions. Could you confirm whether such sensors would be accepted where their ranges differ from the Annex, or whether the Annex values are strict minimum requirements?	
50.	**3. Data transmission and visualisation** 3.1. Should the contractor supply the SIM cards? If so, should a data subscription be included, and for what period?	The AWS supplier is responsible for supplying and installing the SIM cards and for activating the data plans required for each station, including the installation, commissioning and training period up to final acceptance of the stations — the end of the warranty period (1 year after provisional acceptance). After final acceptance, the management and renewal of the subscriptions will be the responsibility of INAM. Access credentials to the online platform for INAM are included in the scope.
51.	3.2. Which mobile networks and operators are available at each of the three sites?=	The supplier must assess the existing networks and operators at each site, verify coverage and select, with INAM's approval, the operator/SIM with the best available signal and compatible with the datalogger bands.
52.	3.3. Does INAM already use a data reception or visualisation system that the new stations must be compatible with? Or should we provide a complete stand-alone solution?	The stations must be integrated into INAM's national monitoring network. The supplier must provide a complete and stand-alone solution, including licences, an online visualisation platform and access credentials for INAM, compatible with INAM's requirements and capable of exporting data in standard formats (e.g. CSV/ASCII, SYNOP/CLIMAT) and transmitting them to INAM's headquarters in Maputo. The specific

		requirements of the existing system will be confirmed at the kick-off meeting; the corresponding integration is included in the price.
53.	4. Logistics and customs 4.1. Should we handle the entire logistics chain, including temporary storage in Mozambique before installation, or is there an INAM facility we could use near each site?	The supplier is responsible for the entire logistics chain to each site, on a DDP basis, including any necessary temporary storage. At the three sites there are recently constructed offices, and the availability of INAM facilities for storage can be assured upon prior request. However, the security of the equipment, until delivery and formal acceptance by Enabel, is the sole responsibility of the supplier.
54.	4.2. Prices must be quoted DDP, while clause 25.5 states that Enabel will obtain the VAT exemption and customs clearance documents. Should import duties and taxes be included in our price, or will the goods be exempted under Enabel's status?	DDP prices must include all costs up to delivery at each site, including transport, customs clearance, import duties and other taxes and charges. VAT must be indicated separately in the financial proposal.