



## 1<sup>st</sup> Round Colombia Question & Answer Sheet April 3, 2013

Question	Q & A
<b>Question 1</b>	<p>Dear Sir/Madam</p> <p>Regarding your international bidding ““ICT Education Capability Building Project”, I found Ministerio de Educación Nacional had posted "<b>Resolution number 17231</b>" dated 28 December 2012. The resolution says "Evaluation Committee rejects <b>KT</b>'s proposal for its ineligibility because of the Memorandum of Understanding signed with Cintel, which is a company that bears contractual liability and responsibility with the Ministry of Education regarding this project" and "Based on its ineligibility, that obscures the credibility of the whole proposal of this bid, this evaluation committee rejects the proposal of <b>LG CNS</b>". The resolution also mentions "ARTICLE ONE. - The international bid for selecting the implementer of the "ICT Education Capability Building in Colombia" Project is declared void".</p> <p>According to the resolution it seems clear that those two companies, KT and LG CNS, violated Colombian laws and bidding instructions. It should be certain that those two companies are prohibited from participating Colombian governmental projects and EDCF projects for years.</p> <p>Considering the above, I like to ask you whether KT and LG CNS are still eligible or not to participate in the bid which was announced on 13 March 2013. I would appreciate your clear answer.</p> <p>Sincerely,</p> <p>Cho, Nam Hoon Planet N Com Inc.</p>



	<p><b>=&gt; Answer :</b></p> <p>The decision adopted by the Ministry of Education by Resolution 17231 December 2012, considering both KT and LG CNS proposals as ineligible, is exclusively related to the bidding process already declared void. Neither the Colombian Law nor the RFP document, for the reasons argued by the Ministry of Education, define or derive any prohibition for both companies to participate in the bidding process announced on 12 March 2013. Therefore, both companies can present proposals in this new bidding process. Equal opportunities are guaranteed to all participating bidders and the evaluation of the proposals will be done objectively as guided by the EXIM Bank of Korea.</p>
<p><b>Question 2</b></p>	<p>Dear Sir or Madam, We are a korean company interested in "ICT Education Capability Buliding in Colombia" project and willing to participate the project. We would like to ask you questions regarding the RfP. the questions are as follows.</p> <p><i>Q1) Regarding the Human Resource Requirement of the RfP, Section VI. Technical Requirements, C. Technical Specifications' chapter 3, 4, 5 and 6, Should the proposal by Bidder include <b>all CVs</b> which are corresponding to the said Human Resource Requirement?</i></p> <p><i>Q2) In case of Colombian experts, MOE provides list of qualified human resources and Supplier selects manpower in the list according to the Roles and Responsibilities of RfP, Section VI. Technical Requirements, C. Technical Specifications' chapter 3, 4 and 5.</i></p> <p><i>If the list of qualified human resources is ready to be provided to Bidders, can Bidders obtain the list?</i></p> <p>Thank you.</p> <p>Your sincerely,</p>



	<p>Hwang, Seung Min</p> <p><b>=&gt; Answer :</b></p> <p>1) The bidder is asked to provide the CVs (with the contact information (phone number, email and documentary of evidence regarding experience and studies) for all the proposed Korean experts. Regarding the Colombian experts, the bidder shall provide the CVs (with the contact information (phone number and email)) of all Colombian experts except for those whose list will be provided by the MOE (Please refer to the Role and Responsibilities &amp; Human Resources section of the Technical Requirements). However, in case the bidder has a local subcontractor (Colombian company), the bidder may provide the subcontractor's information and the list of all the human resources who will be utilized for the project, along with the CVs of the key personnel (5 Master Engineers for Lab School installation, 2 System engineer of each RIC H/W and S/W).</p> <p>The Ministry of Education will provide the list of Colombian experts for e-Portal, Content Development and Teacher Training. However, no list will be provided for the Infrastructure component. Please see answer 2.</p> <p>2) The list of the Colombian experts collected will be provided after the signature of the contract (according with the MOE process for collecting eligible candidates that will be recorded in a CVs bank). Personal information of such Colombian experts is considered confidential and will be released to the Supplier after signing the contract. Please see also 3.9 – 4.9 – 5.8 Role &amp; Responsibilities of the Stakeholders.</p>
<p><b>Question 3</b></p>	<p>Dear Sirs/Madams,</p> <p>KT kindly request clarification of the following:</p> <p><b>1) Related to expiration date for notarized documents What is the expiration term for notarized documents?</b></p>



**2) We cordially request clarification of the following requirement regarding documentary evidence**

*III. Documentary Evidences on Human Resources*

1. CV of Project Implementation Manager
2. CVs of Project Implementation Assistant and staff

**3. CVs of all experts and specialists**

(p.157, 'Section VI. Technical Requirements, E. Required Format of Technical Bids')

Are we required to submit the CVs of even the Colombian experts and specialist, including those of Colombian experts that are employed by local Colombian companies?

**3) We cordially request clarification of the following**

*3.9 Role & Responsibilities of the Stakeholders*

*(c) Implementation*

<i>Stakeholders</i>	<i>Role &amp; Responsibility</i>
<b><u>MOE</u></b>	- Review all the reports - <b><u>Provide a list of qualified human resources of minimum the number of Colombian experts required.</u></b>

*(omitido)(...)*



*3.10 Human Resource Requirement*

(b) e-Portal development

<i>Stakeholders</i>	<i>Human Resources</i>
<b><u>Supplier</u></b> <b><u>(Colombian</u></b> <b><u>experts)</u></b>	<b><u>- 1 Information Architect</u></b> <b><u>- 1 Usability research</u></b> <b><u>- 1 User Interface Analyst</u></b>

(c) e-Portal deployment and legacy data migration

<i>Stakeholders</i>	<i>Human Resources</i>
<b><u>Supplier</u></b> <b><u>(Colombian</u></b> <b><u>experts)</u></b>	<b><u>- 1 Professional Programmer</u></b> <b><u>- 3 Programmers</u></b> <b><u>- 1 Web Designer</u></b> <b><u>- 2 Operation Engineers</u></b>

(p.102-105, 'Section VI. Technical Requirements, 3. E-Portal')

Is it a requirement to submit the CVs for the above mentioned Colombian experts related to the e-Portal component? Since according to *3.9 Role and Responsibilities of the Stakeholders* the MEN shall present candidates to be selected by the supplier. However *3.10 Human resources requirement* mentions that is the supplier's role. We cordially request clarification on the matter.

Best Regards,  
Angelo Kim



	<p>Angelo S. Kim, Manager Global ICT Business, KT Corp. T. +82-10-2779-2388 E. <a href="mailto:angelo.kim@kt.com">angelo.kim@kt.com</a></p> <p><b>=&gt; Answer :</b></p> <p>1) For this project, and according to Korean common practice, all the documents shall be issued within 6 months prior to the bid opening day (25<sup>th</sup> April, 2013), which makes valid the documents issued after 26<sup>th</sup> October 2012. Please note that all the documents shall bear the appropriate stamps or seals to be valid.</p> <p>2) Please refer to the Question 2 and the answers.</p> <p>3) In case of e-Portal component, the Ministry of Education (MOE) will provide a list of Colombian experts including evaluators and trainees. Thus, the bidder is not required to submit any CVs for Colombian experts for e-Portal. However, if the bidder chooses to subcontract with a local company for this component's works, the bidder may present the subcontractor's information with the list of experts who wish to participate in the project.</p>
<b>Question 4</b>	<p><b>Subject: Request of Clarifications of the Bidding Documents of the Project "ICT Education Capability Building in Colombia"</b></p> <p>Dear Mr.:</p> <p>Kind Regards, according with the contents of the Bidding Documents of the Project "ICT Education Capability Building in Colombia" please clarify the following Items:</p>



**Q1\_Bidding Documents Section VI. Technical Requirements\_p65**

Memory specification for e-Portal Media Server on the Section VI Technical Requirements is inconsistent with Attachment 3: Specification for ICT Infrastructure as follows:

Page number 84 of Section VI Technical Requirements

No 9 Media Server with VoD Transcoding : 8GB Mem

1.- e-Portal H/W and S/W in Attachment 3. Specification for e-Portal

No 9 Media Server with VoD Transcoding : Memory : 16GB

According with the above, please inform us memory specification for Media Server with VoD Transcoding clearly .

**Q2\_Bidding Documents Section VI. Technical Requirements\_p129, p133, p135, p137, p139, p141**

In the Teacher Training part of the RFP, it is required that ISST shall be defined in accordance with the document titled "ICT Competencies for professional development of teachers of MOE".

Shall the Bidder consult this document for the preparation of the proposal? If your answer is yes, please inform us how to acquire this document and where.

**Q3\_Bidding Documents Section VI. Technical Requirements\_p72, p103, p123, p144, p157**

The RFP requires the Bidder to furnish notarized certificates of experience for the human resources. The Bidder assumes that certificates issued by clients or SW Industry Association may well serve for this purpose. However, in case such certificates are not available, will the certificates of experience issued by employer (CEO, Dean, etc.) be acceptable?



**Q4\_Bidding Documents Section I. Instructions to Bidders\_p24**

As per ITB 17.2, Bid Security shall be issued by a reputable institution selected by the Bidder and located in any eligible country; if the institution issuing the security is located outside the Purchaser's Country, the security shall be issued through a correspondent financial institution located in the Purchaser's Country to make it enforceable.

May be acceptable a Bid Security from a reputable bank located in Korea and counter guaranteed by a reputable bank in Colombia (such as BBVA, Helm bank)?

**Q5\_Bidding Documents Section I. Instructions to Bidders\_p27**

As per ITB 19.2, The original and all copies of the bid shall be typed or written in indelible ink and shall be signed by a person duly authorized to sign on behalf of the Bidder.

Does the above mentioned clause require the Bidder to sign every single page of the bid (original and copies), or will signing only the very front pages of each binder be acceptable?

**Q6\_Bidding Documents Section II. Bid Data Sheet\_p50**

As per BDS 12.1, the documents required to be translated in Spanish for the bid are the Technical proposal and the Price Proposal. Supporting documents are not required to be translated into Spanish.

Does 'supporting documents' refer to all the documents that constitute [Volume2. Documentary Evidences] stated in Bidding Documents Section VI, p154?





**Q7\_Bidding Documents Section I. Instructions to Bidders\_p24**

As per ITB 17.2, bids must remain secured for a period of 28 days beyond the validity period of the bids. The bid validity period is, according to BDS 18.1, 120 days after the deadline for bid submission.

The above mentioned clauses imply that bid security shall be valid for 148 days beyond the 25th of April.

May be acceptable a bid security valid until 20th of September?

**Q8\_Bidding Documents Section I. Instructions to Bidders\_p24**

The URDG (Uniform Rules for Demand Guarantees) 758 became effective on July 1, 2010. For this project, is it correct that the latest URDG (758) be applied?

**Q9\_Bidding Documents Section I. Instructions to Bidders\_p44**

ITB 1.2 states that the title and identification number of the Invitation for Bids (IFB) and resulting Contract(s) are provided in the BDS. However, the BDS 1.2 does not specify IFB number (instead it specifies Name of IFB). Please inform us the IFB number of this Project.

**Q10\_Bidding Documents Section I. Instructions to Bidders\_p44**

CB Number is neither defined in ITB nor BDS. Please inform us the CB Number of this Project



**Q11\_Bidding Documents Section VI. Technical Requirements\_p110**

The Bidder is required to submit unit of learning per subject for pilot project as deliverables. However, the number of unit of learning to be submitted , 2~3, is considered ambiguous. We understand that total 2~3 units of learning regardless of what subject is should be submitted. In other words, it means the maximum of unit of learning to be submitted for pilot project is 3 and the minimum of it is 2 .

We ask you to confirm whether our understanding is right or not. If not, please let us know exact meaning of it

**Q12\_Bidding Documents Section VI. Technical Requirements\_p146**

5.9 Human Resource Requirement, (b) ICT Teacher Training Program (p146) states that Supplier(Korean experts) needs to support teacher training for 7 months. However, 5.8 Role & Responsibilities of the Stakeholders, (b) ICT Teacher Training Program (p141) states that the supplier needs to provide space for 17 Colombian experts and 4 Korean experts for 10 months.

Why does the latter (p141) require the supplier to provide space for Korean experts for 10 months, instead of 7 months?

**Q13\_Bidding Documents Section VI. Technical Requirements\_p55**

2.6 Technical Requirements

(b) RIC

(i) RIC overall technical requirements

(aa) 5 RICs are to be established throughout Colombia in separate regions. Floor plans of each RIC are attached separately.

(ii) The Bidder shall acknowledge that the number of equipment on the Deliverables is minimum requirements.

The Bidder shall review thoroughly the attached floor plan to propose adequate number of equipment.

Attachment 5. Floor plans of RIC

5. Alianza CIER Norte – Cartagena



Request : Numeral character is unclear on above Floor plan for 5. Alianza CIER Norte – Cartagena

We cordially request clear drawing for 5. Alianza CIER Norte - Cartagena.

**=> Answer :**

- 1) It is 16GB and the bidding documents will be amended accordingly and published in a form of addendum shortly.
- 2) "ICT Competencies for professional development of teachers of MOE" will be provided to the Supplier later. But, the preliminary version is available in <http://www.colombiaaprende.edu.co/html/productos/1685/w3-article-312270.html>. Please elaborate your definition of ISST on the proposal based on the reference.
- 3) It will be valid as long as the information inside is authentic and the document has all the proper stamps and/or seals. Please note that the Purchaser will perform compliance checks for all the supporting documents including the certificates of experience. In case such document provided by the bidder contains the information that is neither true nor correct, such document shall be eliminated from the evaluation and the bidder shall bear a full responsibility of getting disqualified.
- 4) Pursuant ITB 17.2 (b) if the institution issuing the bid security is located outside the Purchaser's Country, the security shall be issued through a correspondent financial institution located in Colombia to make it enforceable.

Accordingly, it is not acceptable a guarantee issued by a bank located in Korea and counter guaranteed by a Colombian bank, on the contrary, in such case the guarantee has to be issued by the correspondent bank in Colombia.



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- 5) Every page of the proposal (both technical and price) shall be signed or initialed by a person duly authorized to sign (Power of Attorney is required).
- 6) It refers to the Documentary Evidence stipulated on the Technical Requirements (Please refer to pages 155 to 157).
- 7) General. The validity period according to the conditions on the bidding documents is September 20, 2013.
- 8) Correct. Latest shall be applied.
- 9) General. The following information shall be used:
  - IFB Title : ICT Education Capability Building in Colombia
  - For IFB Number: leave it in blank
  - For CB number: leave it in blank
- 10) Please refer to the answer above.
- 11) The bidder shall propose a number of units of learning (UoL) to be provided to the Purchaser upon completion of the pilot project. 2 is the minimum number of unit of learning for each subject (Please note that there are 3 subjects) but there is no limit for the maximum number.
- 12) Space will be used by both Korean experts and Colombian experts. Although Korean experts will finish their works by the end of Month 7, Colombian experts will remain active and perform their contractual duties until the end of Month 10. Please

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	<p>understand that these Colombian experts will be contracted by the Supplier. Thus, the office space for these Colombian experts shall be provided by the Supplier unless otherwise stated.</p> <p>13) Please check the attachments for the clearer view of the floor plan.</p>
<b>Question 5</b>	<p>Dear Mr:</p> <p>Kind Regards, according with the contents of the Bidding Documents of the Project “ICT Education Capability Building in Colombia” please clarify the following Items:</p> <p><b>Q1. Bidding Documents Section VI. Technical Requirements_p102,p119,p120,p141,p143</b></p> <p>p.119 (b)Content Development and Management Manual - MOE's Role and Responsibility : <i>"Provide a list of qualified human resources of minimum 6 potential experts for the Supplier to select 6 Colombian experts to assist Korean experts to draft content development and management manual. In case MOE does not deliver the minimum number of potential experts on the list, the supplier will have the freedom to propose its own eligible experts according to MOE guidelines, until completing the number of people required."</i></p> <p>The above paragraph is an example of RFP stating that MOE will provide the list of qualified human resources.(Requirements similar to the above mentioned sentence are repeated for ePortal p102, Content Development and Management p119, p120, and Teacher Training p141, p143).</p> <p>With this, we want to be aware of when MOE will provide such list to the Supplier.</p>



**Q2. Bidding Documents Section VI. Technical Requirements\_p73,p74,p75,p105**

The distribution of Local Currency Portion of USD 8,141,338 is clarified at the Bidding Documents Section V. Special Conditions of Contract p172~p176. The SCC clauses of the aforementioned pages distribute the Local Currency Portion to the followings:

- 1)Infrastructure
- 2)e-Portal
- 3)Content Development and Management
- 4)Teacher Training
- 5)Project Management

Total amount of Local Currency Portion adds up to USD 8,141,338 which is equivalent to ceiling amount of Local Currency Portion stated in the BDS 5.2 which states that local currency portion shall not be higher than USD 8,141,338.

However, there are additional local (Colombian) experts whose costs needs to be beared by the Bidder beyond the scope of Local Currency Portion (mentioned in SCC and BDS). Followings are the list of additional local experts described above.

-p73\_ii)Required human resource for the NIC Operation Office installation

- .System Engineer (1)
- .Network Engineer (1)
- .Electric Engineer (2)

-p75\_iv)Required human resource for the each Multimedia Studio construction



.Audio Engineer (4)  
.Video Engineer (6)  
.Construction Engineer (12)  
.Special Light Engineer (6)

-p\_105\_d)Evaluation  
.Evaluator (6)

-p105\_e)Training  
.Manager (1)  
.Webmaster (5)  
.Web Designer (2)  
.DB Admin (1)  
.Sever Engineer (1)  
.NW Engineer (1)

Please clarify to which currency portion we have to assign the cost for above listed local experts.

**=> Answer :**

1) The list of the Colombian experts collected will be provided after the signature of the contract (according with the MOE process for collecting eligible candidates that will be recorded in a CVs bank). Personal information of such Colombian experts is considered confidential and will be released to the Supplier after signing the contract. Please see also 3.9 – 4.9 – 5.8 Role & Responsibilities of the Stakeholders.



(2) Please note that the total amount of Local Currency Portion is indeed USD 8,141,338 and it is the ceiling amount of Local Currency Portion stated in the BDS 5.2. Although it is stated on the bidding documents that the experts listed above are Colombian nationals outsourced by the Supplier, it is the Ministry's intention that as long as the Bidder proposes to hire Colombians who are listed on the BDS 5.2 and all the other works including the ones listed above can be performed successfully by other nationalities, the Bidder is free to propose any nationals to perform the works stated below (these experts will only be evaluated by their work experiences and performance, not by nationalities).

-p73\_ii)Required human resource for the NIC Operation Office installation

.System Engineer (1)

.Network Engineer (1)

.Electric Engineer (2)

-p75\_iv)Required human resource for the each Multimedia Studio construction

.Audio Engineer (4)

.Video Engineer (6)

.Construction Engineer (12)

.Special Light Engineer (6)

p\_105\_d)Evaluation

.Evaluator (6)

-p105\_e)Training

.Manager (1)

.Webmaster (5)

.Web Designer (2)

.DB Admin (1)

.Sever Engineer (1)





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.NW Engineer (1)

The Bidder may propose Korean experts or experts with other nationalities than those from eligible source countries to perform these works. The Purchaser only seeks to find the best implementation plan with adequately qualified personnel. In short, the experts listed above are to be proposed and hired by the Bidder with no limitation on nationalities.

**\* It is desired that all the trainers (Korean experts) are to have prior experience in open source architecture e-Portal development**

**and training. MOE will provide the list of the above mentioned trainees (11 in total) and the Supplier will be responsible for the training of the above mentioned trainees.**

**\* For trainees, the Ministry will select the trainees and the Supplier will train them (with appropriate training materials and space) but without salaries for the trainees. Unlike teacher training trainees, no budget has been allocated for the trainees of the vendor training (Infra and e-Portal).**

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