

## Questions from tenderers and corresponding answers

**N.B.:** The questions and answers will form an integral part of the tender documents.

**Transaction number:** 91188945  
**Project processing number:**  
**Brief project title:**  
**Country:** South Africa, Lesotho, and Eswatini

**Version 1 from 23.09.2025**

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No.	Contract / Order No.	Lead Specialist/ Process Manager	Questions/Queries	Answer
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1.	91188945	<p>We are currently reviewing the <b>Supply and Install of Aids to Navigation on Lake Kariba</b> tender and kindly request clarification on the following items:</p> <p><b>1. Buoy Quantities (Safe Water vs Special) – Schedule of Requirements (p. 30)</b> Our interpretation is as follows:</p> <ul style="list-style-type: none"> <li>• 12 x Safe Water Mark buoys</li> <li>• 1 x Spare Safe Water Mark buoy <ul style="list-style-type: none"> <li>○ <i>Colour/Topmark/Light</i>: To avoid ambiguity, please confirm these should comply with <b>IALA Region A</b> conventions, namely red/white vertical stripes, red spherical topmark, and white light (isophase/occulting/long-flash).</li> </ul> </li> <li>• 12 x Special Mark buoys (yellow with yellow “X” topmark, per image on p. 4)</li> <li>• 12 x Complete moorings + 1 x Spare mooring</li> </ul> <p>This would make a total of <b>25 buoys (24 in service + 1 spare)</b>. Could you please confirm if this interpretation is correct, or advise otherwise?</p> <p><b>2. Radar Reflectors</b> The technical specification references stainless-steel components including <b>radar reflectors</b>, but the Schedule of Requirements does not explicitly list them. Could you confirm whether radar reflectors are required on each buoy, and if so, whether they should be <b>integrated</b> or <b>externally mounted</b>, and any preferred specification (e.g. radar cross section, geometry)?</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 5%; text-align: center; vertical-align: middle;">5</td> <td style="width: 25%; font-size: small;">Procurement manager / Opening team</td> <td style="width: 50%; font-size: small;">The <b>Quotation</b> mailbox must be checked for questions on a regular basis. Answers to questions (in consultation with the project, if necessary) must always be sent from the shared <b>Inquiry</b> mailbox to all tenderers at the same time, with a blind copy sent to the second person.</td> <td style="width: 20%; font-size: small; text-align: center;">Inquiry mailbox / Quotation mailbox</td> </tr> </table> <p><b>No, the requirement is for 13 Safe Water Mark buoys, 13 Special Mark on the buoys, 13 Complete Mooring : 12 in service + 1 spare.</b></p> <p><b>We can see that the spare Special Mark is not in in the Schedule of Requirements as it should have been. Please refer to Schedule of requirements as described on page 4.</b></p> <p><b>We also confirm that colour, topmark and light should comply with comply with IALA Region A conventions</b></p> <p><b>We confirm that the stainless-steel component should include radar reflectors integrated. We don't have any preferred specification.</b></p>	5	Procurement manager / Opening team	The <b>Quotation</b> mailbox must be checked for questions on a regular basis. Answers to questions (in consultation with the project, if necessary) must always be sent from the shared <b>Inquiry</b> mailbox to all tenderers at the same time, with a blind copy sent to the second person.	Inquiry mailbox / Quotation mailbox
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			<p><b>3. Moorings – Fibre Rope vs Cable</b> The RFQ notes both fibre rope and wire cable as options. Would you prefer to receive quotations for <b>both options</b>, or for a specific one?</p> <ul style="list-style-type: none"> <li>• Fibre rope is more cost-effective, but has lower durability in the presence of wildlife and debris.</li> <li>• Wire rope is more expensive but offers longer service life and better resistance to breakage.</li> </ul> <p>Please can you send me the copy of the above Tender Document as I need to see the Technical Specifications of this Tender? Please follow this link: <a href="https://www.giz.de/en/call-proposals-ref-no-91188945-procurement-13-floating-buoys-along-lake-kariba-zambia-zimbabwe">https://www.giz.de/en/call-proposals-ref-no-91188945-procurement-13-floating-buoys-along-lake-kariba-zambia-zimbabwe</a></p> <p>the tender documents and all supporting documents were published in our website.</p>	<p><b>Wire rope are requested.</b></p>