



Samoa Airport Authority

Clarification No. 2

**Request for Bids
(Two-Envelope Bidding Process)**

Samoa Aviation and Roads Investment Project

Grant #: IDA-E0080

Procurement of:

**Supply & Installation of NAVAIDs Equipment for Faleolo International
Airport**

RFP No: SAA/GO-001

**Consulting Services for: *Supply & Installation of NAVAIDs Equipment for
Faleolo International Airport***

Client: Samoa Airport Authority

Country: *Independent State of Samoa*

Issued on: 04 February 2026

04 February 2026

To all Interested Bidders:

1. Please find below our responses to clarifications sought to date:

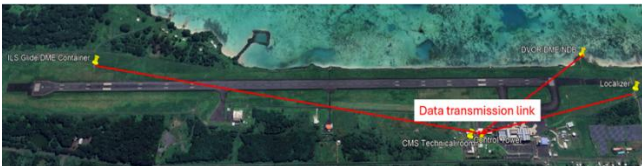
	Bid Para/ Clause No. & Page No.	Existing provision in Bid Clause	Clarification Sought	Response from SAA
1	Section I – Instructions to Bidders (ITB), Page 22, Clause 19, Bid Security	The Bid security shall be valid for twenty-eight (28) days beyond the original date of expiry of the Bid validity, or beyond any extended date if requested	As Bid validity is 120 days the Bid Security needs to be valid for 148 days from the bid submission deadline is a minimum requirement. Kindly confirm.	Confirm the said understanding is correct.
2	Section II – Bid Data Sheet (BDS), Page 43, Clause ITB 2.1	The Borrower is: The Government of the Independent State of Samoa Samoa Airport Authority is the recipient and implementing agency of the financing Financing Agreement amount: US\$66 Million equivalent. The name of the Project is: Samoa Aviation and Roads Investment Project	Request to share the Budget for the project.	The budget is available on the latest procurement plan accessed via: https://documents.worldbank.org/en/publication/documents-reports/documentdetail/099012826022561277 The Estimated budget is USD 5M
3	Section II – Bid Data Sheet (BDS), Page 44, Clause ITB 7.1	The detailed arrangement of the site visit will be communicated to the interested bidder at least 14 days in advance.	We are interested to conduct a site visit to understand the exact scope of work. Kindly confirm if we shall be permitted to undertake the site survey. Please let us know if any requirements needs to be fulfilled before we arrive in Samoa for the site survey.	The Bidder is allowed to perform site visit during the tendering period. Please notify in advance to SAA (rtaaloga@saa.ws) regarding: - Tentative schedule/program/duration - Number of visitors - Any specific tools planned to be used (e.g. drones), as specific permit/procedures may be required
4	Section II – Bid Data Sheet (BDS), Page 46, Clause ITB 18.1	The Bid shall be valid until: 16 June 2026 (120 days after the bid submission deadline)	Kindly confirm a letter on our company letterhead stating that Bid validity is for 120 days from the bid submission date shall be acceptable.	A signed letter from the Bidder's company representative stating that Bid validity is for 120 days from the bid submission date is considered acceptable.


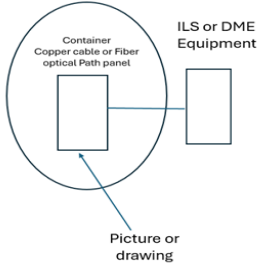

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5	Section II - Bid Data Sheet (BDS), Page 47, Clause ITB 21.2	If submitting only via the electronic portal, no additional copies are required	Kindly confirm if we upload the Bid Security copy on the electronic portal it will be considered sufficient and there is no requirement to submit the physical hardcopy of the Bid Security Bank Guarantee.	No hardcopy is required if the submission is made via the GoS e-Tendering Portal.
6	Section III – Evaluation and Qualification Criteria, Page 54, Clause 2 Technical Evaluation (ITB 32.4)	The minimum technical score required to pass is: 70 points. Only bids receiving a score of 70 or more points will be considered in the next stage of the evaluation.	Kindly confirm if a bidder has to score 70% for each criteria or it is overall.	The Bidder has to score 70 points overall for the Technical Evaluation.
		Non-compliance with the Safety requirements outlined in the Technical Specifications document may lead to the disqualification of the bid. Bidders are advised to elaborate with mitigation measures in the proposal to justify no adverse safety impact with the proposed solution.	Kindly confirm if a confirmation to the requirement is sufficient or a brief document requires to be submitted.	<p>If the Bidder fully complies with the Safety requirements outlined in the Technical Specifications, it is not required to provide further elaboration.</p> <p>However, if the Bidder cannot demonstrate its compliance to any of the Safety requirements, or any comment/condition for the compliance is provided, then the Bidder is required to provide related document(s) and elaborate the Bidder's mitigation measures in the proposal to justify no adverse safety impact with the proposed solution.</p>
		Non-compliance with the Environmental and Social instruments may lead to the disqualification of the bid.	Kindly confirm if a confirmation to the requirement is sufficient or a brief document requires to be submitted.	<p>The bidder is expected to provide a brief document to show that it fully complies with E&S instruments.</p> <p>Specifically, for the siting analysis for DVOR, a brief document is required in accordance with FCT-020 to understand how the Bidder intends to avoid or have minimum impact on the solar panels and on the trees or buildings outside of the airport boundary, or to propose alternative location within the airport boundary, if applicable.</p>


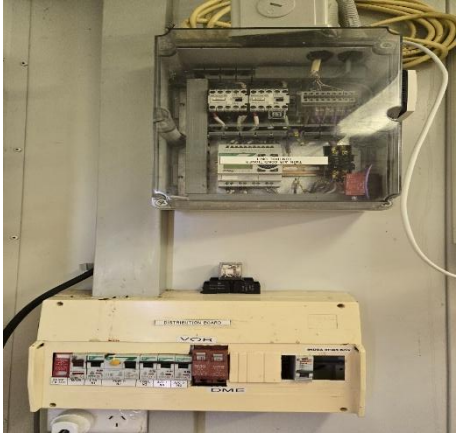
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7	Section III – Evaluation and Qualification Criteria, Page 57, Clause 2. Evaluation Criteria (ITB 34.6)	The bidder shall calculate the After sales services cost based on an assumed annual price increase starting from Year 4 to Year 15 of 1.92% for bid evaluation purposes only.	Please confirm our understanding. We will be quoting the after sales service cost for Year 3 and onwards. Year 4 cost and onwards should be based on an assumption of escalation at the rate of 1.92% annually. Actual cost of after sales service would be worked out before signing of contract for after sales service.	The said understanding will be the base scenario for Bid Evaluation purpose only. The actual escalation rate from the Year 4 and onwards will be based on the actual Samoan Consumption Price Index (CPI) for Miscellaneous goods and services.
8	Section IV – Bidding Forms, Page 73, Form of Bid Security, (Bank Guarantee)	Beneficiary: [Purchaser to insert its name and address]	Please confirm if the details as below are correct or requires to be amended; Samoa Airport Authority, Faleolo International Airport, Main West Coast Road, Faleolo, Independent State of Samoa	Confirming these are correct.
9	Section IV – Bidding Forms, Page 73, Form of Bid Security, (Bank Guarantee)	Bank Guarantee	Kindly confirm if we can have the Bank Guarantee issued by our bankers in Singapore or we will have to get it issued by a corresponding bank in Samoa.	Yes, this is acceptable if it is a financial institution. Please refer to ITB Clause 19 (General Conditions) for full details.
10	Section VII - Schedule of Requirements, Page 101, (xii)	Factory training for 4 participants in 5 days before Factory Acceptance Test; T0 + 8 months	As the completion of all Civil works at site and completion of Installation of the equipments is required by the 12th month we feel a requirement for safe and secure storage of the equipments will be provided. Kindly confirm	The question seems not to be linked with Factory Acceptance Test/ Training.
	Section VII - Schedule of Requirements, Page 101, (xv)	Factory Acceptance Test Procedures and test reports; T0 + 8 months		Regarding the storage, there is no warehouse available at the airport. However, SAA will provide an outdoor laydown area within the airport boundary for the duration of the project (exact location and dimensions to be confirmed at later stage). The Contractor can establish its storage, office, container etc. on this laydown area, or may use warehouse outside the airport depending on the Contractor's arrangement with any local partner.
11	Section VII - Schedule of Requirements, Page 107, 6.	The Contractor shall be clear that no civil works may start prior to the approval of the CESMP and the	Requesting to explain what are the local permits that we are required to obtain and from whom, the brief procedure for obtaining it, if any and the time required to obtain it.	For local permit, a Development Consent is required from the Planning and Urban Management Agency (PUMA), under the

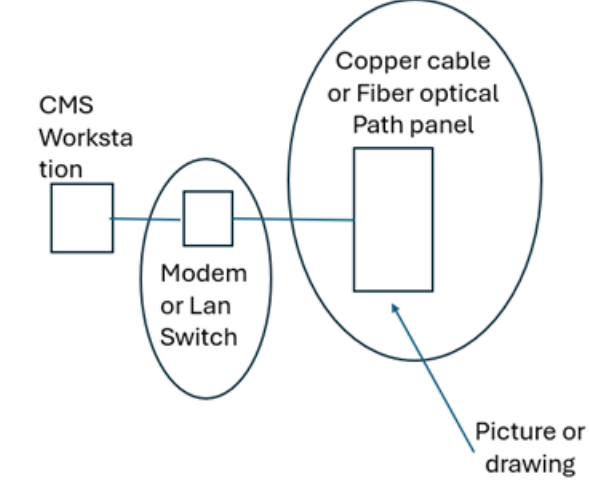

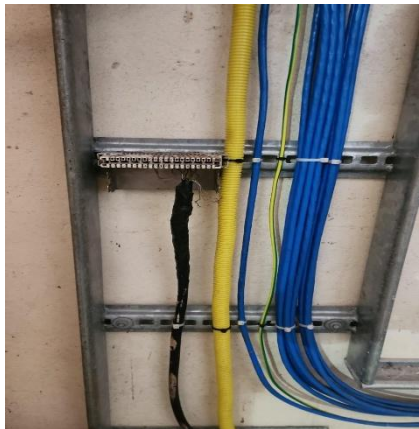
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	Environmental and Social Requirements	necessary local permits have been obtained.		<p>Ministry of Works, Transport, and Infrastructure (MWTI).</p> <p>The C-ESMP is to be submitted as part of the approval process.</p> <p>The time required to obtain the Development Consent is dependent on numerous factors, including the quality of the submission & revision of the C-ESMP. In general, the process is expected to take about 4 months from the first submission of the C-ESMP. This timeline should allow sufficient time for FAT, Factory Training, shipment and customs clearance.</p>
12	Section VIII – General Conditions of Contract, Page 124, Clause 17, Taxes and Duties	Taxes and Duties	Please confirm our understanding. We are a company based out of Singapore and all the items for the project will be exported to Samoa after the award of work. Our quote will include all taxes applicable in our country and the quote shall be CIP APW as mentioned in Section IX - Special Conditions of Contract on page 139 of the tender document under clause GCC 4.2 (b). No tax will be imposed on us or deducted	<p>Please note that the sentence after 'deducted' at the end seems incomplete.</p> <p>Tax & duties in Samoa are not included in the price and will be discussed at negotiation with the preferred bidder. Any local -Samoa- taxes will be added to the selling price of the preferred bidder.</p> <p>Taxes from the origin country shall be included in the price.</p> <p>SAA will handle the customs and taxes and inform the supplier once goods have been cleared. The supplier is expected to arrange delivery to Faleolo Airport (APW).</p>
13	Section VIII - General Conditions of Contract, Page 127, Clause 24. Insurance	the Goods supplied under the Contract shall be fully insured—in a freely convertible currency from an eligible country—against loss or damage incidental to manufacture	Kindly confirm the Insurance has to be 110% of the CIF value of the goods. Also confirm if the insurance is required until the safe delivery of the equipments to site or until commissioning.	<p>Based on Incoterms 2020 CIF Article A5, the insurance must cover at least 110% of the invoice/contract value.</p> <p>- As per clause 24.1 under the Special Conditions of Contract, <i>'The insurance</i></p>

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		or acquisition, transportation, storage, and delivery, in accordance with the applicable Incoterms	Additionally, kindly confirm adequate safe closed space shall be provided for safe	<i>coverage shall be as specified in the Incoterms and cover 'all risks' until the formal acceptance of the goods by the purchaser.'</i> - Please refer to question #10 for the safe closed space
14	Section X – Contract Forms, Page 140, Clause GCC 13.1	Details of Shipping and other Documents to be furnished by the Supplier are a non-negotiable sea way bill, insurance certificate, Manufacturer's or Supplier's warranty certificate, inspection certificate issued by nominated inspection agency, Supplier's factory shipping details.	Please confirm custom clearance will be done and the supplier only is required to provide the documents timely. Additionally, upon clearance SAA will inform the supplier of the same and it's the supplier's responsibility to move the goods to site.	Please refer to response to question #12 - SAA will handle the customs and taxes and inform the supplier once goods have been cleared. The supplier is expected to arrange delivery to Faleolo Airport (APW).
15	General	As it is an operational airport	Please let us know the restrictions and requirements for working at site.	Faleolo's Airport Movement Area Manual is included in this clarification. The supplier is expected to develop a Method of Works Plan (MWOP) prior to the commencement of their installation works.
16	General	Expats working on site	Requesting to let us know the requirements for expats to work at site as our installation and commissioning team will be from outside Samoa.	For expats to work in Samoa, Temporary Resident Permit for Employment is required. All expats travelling will automatically receive a 60-day visitors permit on arrival. Visitors travelling on business can also carry out work on these visa's. Any expats intending to stay more than 60 days at any one time, will need to apply for a temporary resident permit and employment

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				<p>permit at the Ministry of Commerce, Industry & Labour (MCIL).</p> <p>SAA will provide assistance in the application of the required permits and visa's.</p> <p>Link to IPES registration: https://ipes.ws/register-ipes/ <ul style="list-style-type: none"> Note: From the registration website, the fee is \$100USD + \$300SAT annually. </p>
17	General	Pre-bid minutes and Slideshow	Please provide a copy of the pre-bid minutes.	<p>Pre-bid meeting minutes and the presentation slideshow can be viewed via the Dropbox link that includes the Bid documents and all other previously shared documents, and can be accessed here: https://www.dropbox.com/scl/fo/frwhroilbf4z8v07c9arn/ADzaf5Gw0rD3MY3AJU5YU?rlkey=vh60ru7axo5oqndbt22aw76lb&st=bgc540oe&dl=0</p>
18			<p>1.- I would like to confirm if the data link from the containers (Localizer, DVOR, Glide) link to the technical room and control tower are by Fiber optical or Cooper wire.</p> 	<p>The connection between the ATC Tower equipment room and Power Centre, existing Localizer, and existing Glide Path-DME is by Fibre Optics.</p> <p>The connection between the ATC Tower equipment room and the existing CVOR-DME is by copper wire.</p>

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		 <p data-bbox="981 547 1077 579"><i>Figure 1</i></p>	
19		<p data-bbox="981 579 1592 675">2.- Do you have any picture or drawing that show me the DME, ILS ,Glide container equipment to the path panel link connection(Picture area indicated on the Figure 2)</p>  <p data-bbox="996 1002 1099 1034"><i>Figure 2</i></p>	<p data-bbox="1659 579 2101 611">Please find below the requested pictures.</p>  <p data-bbox="1637 1042 1888 1074">Panel in LOC Shelter</p>

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			 <p data-bbox="1659 635 1888 660">Panel in GP Shelter</p>  <p data-bbox="1659 1160 1910 1185">Panel in VOR Shelter</p>
20		3.- Do you have any picture or drawing that show me the CMS computer workstation to the path panel link in the technical room and tower. (Picture area indicated on the Figure 3))	Please find below the requested pictures.

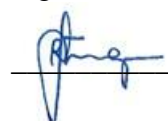
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		 <p data-bbox="1003 778 1097 805">Figure 3</p>	 <p data-bbox="1659 608 2029 635">Panel in ATC Equipment Room</p>  <p data-bbox="1637 1198 2141 1225">Panel in the Maintenance Workshop facility</p>
21	Request for Bids Goods / Request for Bids / Goods Section III - Evaluation and	d)Manufacturing experience and Technical Capacity: For the items under the Contract that the	<p data-bbox="981 1257 1597 1374">In the event that the bidder is an Integrator in compliance with the other eligibility requirements, please confirm whether this requirement should be disregarded, as it only applies to</p> <p data-bbox="1637 1257 2141 1348">The bidder has to comply with the requirement whether it is an integrator/supplier or manufacturer. In case the integrator does not</p>

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Qualification Criteria / TECHNICAL PART / 1. Qualification / Qualification Criteria (ITB 32.1)	Bidder is a manufacturer; the Bidder shall furnish documentary evidence to demonstrate that: (i) it has manufactured goods of similar nature and complexity for at least five (5) years, prior to the bid submission deadline; and (ii) its annual production capacity of goods of similar nature and complexity for each of the last five (5) years prior to the bid submission deadline, is at least 2 times the quantities specified under the contract.	manufacturers, or whether, regardless of whether the bidder is an integrator, this information about the manufacturer being offered must be provided.	fulfil this requirement, the evidence shall be provided by the manufacturer to the integrator. As a reminder, the Bidder who does not manufacture an item(s), is also required to provide the required manufacturer authorization as per the Section III - Evaluation and Qualification Criteria – Technical Part – 1. Qualification

2. For further queries, please contact Ms. Ausialemanaia Faapusa S. Tovio:

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Phone: +685 7101741

Signed,



Rusetaneti Taaloga
SARIP SAA PIU PM

For & On Behalf of: Tumanuvao Evile Falefatu
GENERAL MANAGER
SAMOA AIRPORT AUTHORITY