

CLARIFICATION NO. 4

To the RFP Document for the procurement of **Design, Development and Implementation of the Integrated Agricultural Information Platform (IAIP), including the State-owned Land Management Information System (SALMIS)**
RFP No.: AMP-GO-RFP-SC2.1-3

TO ALL FIRMS THAT HAVE OBTAINED THE RFP DOCUMENT

Dear Sir/Madam,

With reference to the stated subject, please be informed that the Ministry of Agriculture, Forestry and Water Economy, with reference to the question raised by a prospective Proposer and pursuant to Instructions to Proposers, ITP 7.1, hereby provides clarification to all Proposers.
 This Clarification No. 4 is issued together with Amendment No. 3.
 Please find enclosed the Clarification Table with the question received and the answer given.

Yours sincerely,

**Project Director,
 Anita Pavlovska**

Attachment: Clarification Table

CLARIFICATION TABLE				
No. of Question	Question	Reference in the RFP Document	No. of Answer	Answer
1	A prospective Proposer requests that the Proposal submission deadline be extended by fourteen (14) days, noting that the proposal preparation period coincides with the summer holiday season, annual leave periods, public holidays and reduced availability of key personnel. The Proposer states that the extension would allow sufficient time to prepare a comprehensive and high-quality Proposal and would support broader participation and stronger competition.	Specific Procurement Notice, paragraph 7; Section I - Instructions to Proposers: ITP 8.3, ITP 23.1 and ITP 23.2;	1	The Purchaser has carefully considered the request. The request to extend the Proposal submission deadline by fourteen (14) days is not accepted. As previously stated in Clarification No. 3, pursuant to ITP 8.3 and ITP 23.2, any extension of the Proposal submission deadline is at the Purchaser's discretion. The Purchaser has considered the overall period available from the issuance of the RFP Document, the nature and scope of the clarifications and related amendments, and the time remaining for Proposers to take them into account. The circumstances referred to in the request, including the summer holiday season, public holidays, annual leave periods and reduced availability of key personnel, do not warrant a further change to the procurement timetable. Maintaining the current timetable is necessary to preserve alignment with the contractual implementation schedule, including Operational Acceptance of the System within fifteen (15) months from the Contract Effective Date and timely delivery of the core IAIP operational capabilities within the Agriculture Modernization Project implementation period. The Purchaser considers the time available sufficient for Proposers to prepare comprehensive Technical and Financial Proposals and arrange their timely physical delivery.
				Clarification

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2	Please clarify whether the Warranty and Maintenance Period to be included in the Contract Price is twenty-four (24) months or thirty-six (36) months from Operational Acceptance. In case of conflict between Annex 1 and the SCC/GCC provisions, please confirm which provision prevails.	Section III - Evaluation and Qualification Criteria: Financial Evaluation, paragraph 4(b), Recurrent Costs: Section VIII - GCC Clause 29.4: Section IX - SCC provisions applicable to GCC Clauses 7.3 and 29.4; Annex 1: Sections 2.11.5 and 4.5; Amendment No. 2.	2	The Purchaser confirms that the Warranty Period applicable under this procurement is twenty-four (24) months from the date of formal acceptance of the IAP by the Purchaser. This matter has already been addressed through Amendment No. 2.	Clarification
3	Please confirm that the Supplier is required to supply two (2) physical host servers as described in the Detailed Server Requirements, despite the System Inventory Table showing "-" under quantity for Server Equipment.	Annex 1 - Technical Specifications: Section 2.3.2, Servers, requirement ICT.02.01; Section 4.4, System Inventory Table (Supply and Installation Cost Items), line item 1.3, Server Equipment.	3	The Purchaser confirms that the Supplier is required to supply two (2) physical host servers, in accordance with the Detailed Technical Requirements. The indication of "-" in the System Inventory Table for the quantity of Server Equipment does not modify this requirement and should not be interpreted as indicating that no servers are to be supplied. Amendment No. 3, issued together with this Clarification, amends the relevant provision of the System Inventory Table by specifying a quantity of two (2) for Server Equipment. Accordingly, Proposers shall prepare their Proposals on the basis that two (2) physical host servers are to be supplied under the Contract.	Amendment
4	Please clarify whether BI solutions licensed on a named-user basis, such as Microsoft Power BI Pro or Premium Per User, are acceptable as equivalent to the requirement for ten (10) concurrent BI users. Please also clarify whether cloud-based BI services are acceptable or the BI platform must be deployed fully on-premises within the MAFWE Data Center.	Annex 1 - Technical Specifications: Sections 2.5.5, Licensing; 2.6, Business Intelligence (BI) Platform; 2.7.4, Business Intelligence (BI) Licenses; Section 4.4, Phase 6, line item 6.2.	4	The reference to ten (10) concurrent BI licenses defines the required operational capacity and does not prescribe a specific vendor licensing model. Proposers may propose any BI platform that fully complies with the functional and technical requirements of the Technical Specification. The proposed BI solution shall be designed and deployed as an integral part of the IAP architecture and shall operate within the MAFWE ICT environment, in accordance with the architectural, infrastructure, security and operational requirements defined in the Technical Specification. The evaluation of the proposed BI solution will be based on its compliance with the requirements of the Technical Specification and not on the specific licensing model or vendor.	Clarification
5	Please confirm whether cloud-based firewall management consoles and security subscription services are acceptable for the proposed NGFW solution, provided that the IAP application data and operational databases remain hosted within the MAFWE Data Center.	Annex 1 - Technical Specifications: Sections 2.3, ICT Infrastructure Environment; 2.3.1, Firewalls; and 2.5.5, Licensing.	5	The Purchaser confirms that there is no contradiction between these requirements. The restriction regarding subscription-based or cloud-hosted solutions applies to the core IAP platform and its functional components, which are required to operate within the MAFWE ICT environment in accordance with the Technical Specification.	Clarification

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				This restriction does not preclude the use of cloud-based services that are an integral part of the normal operation and lifecycle management of network security equipment, such as next-generation firewalls. Accordingly, cloud-based firewall management consoles, threat intelligence services, security signature updates, reputation services, sandboxing, and similar vendor-provided security services are acceptable, provided that they are used exclusively for the management and protection of the firewall infrastructure. The IAP application, databases, and operational data shall remain deployed and hosted within the MAFWE ICT environment in accordance with the Technical Specification.	
6	Please clarify whether the analytical, OLAP, reporting, machine learning and data warehouse capabilities described under the RDBMS requirements may be fulfilled through a combination of the proposed RDBMS, BI platform, ETL tools and data warehouse components, rather than being provided natively by the RDBMS itself.	Annex 1 - Technical Specifications: Section 2.4.1, Database Server (RDBMS), requirements SSS.01.02-SSS.01.05, in particular SSS.01.04; Section 2.6, Business Intelligence (BI) Platform.	6	The Purchaser confirms that the Technical Specification does not require all analytical, reporting, OLAP, machine learning, ETL, or data warehouse capabilities to be provided natively by the proposed RDBMS. Proposers may fulfil these requirements through an integrated solution consisting of the proposed RDBMS together with appropriate Business Intelligence, ETL, analytical, reporting, and data warehouse components, provided that the overall solution fully complies with all functional, technical, performance, interoperability, security, and maintainability requirements specified in the Technical Specification. Accordingly, the Technical Specification is intended to remain technology-neutral and does not require the use of a specific database platform or an integrated commercial database technology stack.	Amendment
7	Please clarify whether database-level high availability and replication, including primary/read-only replica configuration and read routing, are mandatory requirements to be implemented by the Supplier, or high availability at the virtualization/infrastructure layer is considered sufficient.	Annex 1 - Technical Specifications: Section 2.4.1, Database Server (RDBMS), requirement SSS.01.07; Sections 2.3, ICT Infrastructure Environment, and 2.3.2, Servers.	7	The Purchaser confirms that the Technical Specification defines the required operational characteristics of the database platform and does not prescribe a specific high-availability product or implementation technology. High Availability (HA), fault tolerance, and Disaster Recovery (DR) shall primarily rely on the existing virtualization and server infrastructure provided by MAFWE, in accordance with Requirement SSS.01.07. The database-related capabilities described in SSS.01.07 (such as primary/read-only architecture, replication, read routing, and recovery mechanisms) represent the required functional characteristics of the proposed solution and may be implemented using the native capabilities of the proposed RDBMS or other technically appropriate mechanisms compatible with the proposed architecture. The Purchaser does not require any specific database clustering technology, proprietary replication solution, or vendor-specific high-availability implementation. Proposers remain free to propose the technical approach they consider most appropriate.	Clarification

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				provided that all mandatory functional and operational requirements of the Technical Specification are fully satisfied.	
				The Purchaser confirms that the procurement requires one (1) Desktop GIS administrative license, as specified in the Technical Specification. The Desktop GIS software is intended primarily for advanced GIS administration and specialized activities, such as configuration, publishing, maintenance, and other administrative tasks that cannot be efficiently performed through the web environment. All other GIS-related user activities, including viewing, querying, and, where applicable, editing and validation workflows, should be provided through the IAP web-based GIS environment without requiring additional Desktop GIS licenses, provided that the proposed solution fully complies with the functional requirements of the Technical Specification. Proposers may propose additional Desktop GIS licenses if considered necessary for their proposed solution; however, only the licensing explicitly required by the Technical Specification will be considered mandatory.	Clarification
8	Please confirm that only one (1) Desktop GIS administrative license is required and that all other GIS-related user access, including viewing, querying, editing and validation workflows where applicable, may be provided through the IAP web GIS interface without additional Desktop GIS licenses.	Annex 1 - Technical Specifications: Sections 2.4.2.1, GIS Server Software; 2.4.2.2, GIS Desktop Software; and 2.5.5, Licensing; Section 4.4, System Inventory Table.	8		
9	Please clarify whether the Supplier is expected to implement all registries and domain-specific datasets listed in Annex B as fully operational modules during the Contract, or whether the scope is limited to the implementation of a configurable registry framework, and selected priority registries to be agreed during analysis.	Annex 1 - Technical Specifications: Section 2.5.1.2.4, New Registries and Domain-Specific Datasets; Section 4.4, Phase 5, line item 5.2; Annex B - Agriculture Registries MAFWE.	9	The Purchaser confirms that the Supplier is expected to implement the registries and domain-specific datasets included within the contractual scope defined by the Technical Specification and Annex B. The single item presented in the System Inventory Table represents the corresponding software component within the overall IAP solution and shall not be interpreted as limiting the implementation to a single registry or to a configurable registry framework only. The detailed implementation of individual registries, including their functional complexity, workflows, validation rules, reporting, and interoperability requirements, shall be carried out in accordance with the Technical Specification and Annex B, taking into account the findings of the Business Analysis phase where applicable. The Business Analysis phase is intended to refine the implementation details and not to reduce or redefine the contractual scope.	Clarification
10	Please clarify which external integrations are mandatory for Operational Acceptance and which are subject to the readiness, availability and formal approval of third-party institutions.	Annex 1 - Technical Specifications: Section 0.3.4, External Systems and Interoperability Environment; Section 2.5.4, Interoperability and Services; Section 4.4, Phase 7.	10	The Supplier shall implement all interoperability interfaces that are within the contractual scope of the Technical Specification and for which the necessary technical, organizational, and legal preconditions are available during the implementation of the Project. Where successful implementation of a particular external integration depends on factors beyond the Supplier's control –	Clarification

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		Interoperability Enablement and Service Publication.		such as the technical readiness of the third-party system, availability of the required services, execution of formal data-exchange agreements, provision of technical documentation, or cooperation by the respective institution – the Supplier shall implement all activities within its responsibility and cooperate with the Purchaser and the relevant institution to complete the integration. Operational Acceptance of the IALP shall not be unreasonably delayed due to circumstances outside the Supplier's control, provided that the Supplier has fulfilled its contractual obligations and has demonstrated the readiness of the implemented integration components. Any remaining activities that depend exclusively on third-party readiness shall be completed once the necessary preconditions have been fulfilled.	
11	Please define the scope of the Supplier's responsibility, especially in cases of business and legal issues encountered during data migration.	Annex 1 - Technical Specifications: Section 2.5.2, Data Conversion and Migration, including requirement DCM.01.02; Section 2.5.3, Data Quality Assurance and Data Reconciliation; Annex C: Section 8 and Annex 6; Section VIII - GCC Clause 27.	11	The Supplier shall be responsible for planning, executing, validating, and documenting the migration of data in accordance with the approved Data Migration Plan and the requirements of the Technical Specification. The Supplier shall also identify, document, and report any data-quality issues, inconsistencies, duplicates, missing information, or other anomalies identified during the migration process, and shall implement the agreed technical measures for data cleansing, transformation, reconciliation, and validation within the scope of the Contract. However, the Supplier shall not be responsible for resolving business, legal, or administrative inconsistencies that originate from the source data or existing records and that require decisions or confirmation by the Purchaser or other competent authorities. Resolution of such issues shall be carried out in cooperation with the Purchaser, which shall provide the necessary business decisions, clarifications, or approvals where required. Operational Acceptance of the migrated data shall be assessed against the agreed Data Migration Plan, the Technical Specification, and the approved data validation and reconciliation procedures established during the implementation phase. The Supplier shall not reject or exclude records from migration solely because they contain business or legal inconsistencies, unless otherwise instructed by the Purchaser.	Clarification
12	Please clarify the Supplier's responsibility for lease contracts without complete geospatial documentation. Should such contracts be recorded as "unlocated" or "partially located", and will this be acceptable for migration and Operational Acceptance purposes?	Annex 1 - Technical Specifications: Sections 2.5.1.2.3, SALMIS; 2.5.2, Data Conversion and Migration; and 2.5.3, Data Quality Assurance and Data Reconciliation.	12	The Supplier shall establish the SALMIS geospatial layer using the spatial data and documentation made available by the Purchaser, including geodetic elaborates, scanned documentation, parcel references, and other available information, in accordance with the Technical Specification and its annexes.	Clarification

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		Annex C: Sections 3-9 and Annexes 5 and 6.		The Supplier shall not be responsible for creating new geodetic documentation or for resolving situations where the available spatial information is incomplete, unavailable, inconsistent, or legally uncertain. In such cases, the Supplier shall document the identified issues and implement the graphical layer to the maximum extent supported by the available source data. The absence or incompleteness of geospatial documentation for individual lease contracts shall not, in itself, constitute a failure to fulfil the Supplier's contractual obligations, provided that the Supplier has implemented the migration and graphical layer in accordance with the available source documentation and the approved implementation methodology. Any business or legal decisions concerning the treatment of incomplete or unavailable geospatial information shall be made by the Purchaser during the implementation process.	
13	Please clarify which SLA response and resolution times shall prevail for warranty and maintenance support in case of discrepancy between the Technical Support table and the SCC/GCC defect repair provisions.	Annex 1 - Technical Specifications: Section 2.11.2, Service Level Classification; Section VIII - GCC Clause 29.10; Section IX - SCC provision applicable to GCC Clause 29.1.	13	The Purchaser confirms that, in the event of a discrepancy between the Technical Specification and the SCC/GCC regarding technical support service levels, the service levels defined in the Technical Specification shall apply. Accordingly, the applicable service levels are: (i) Critical defects: response within 1 hour and resolution within 8 hours; (ii) Major defects: response within 2 hours and resolution within 24 hours; and (iii) Minor defects: response within 4 hours and resolution within 2 business days. Amendment No. 3, issued together with this Clarification, amends the relevant SCC provision accordingly. Proposers shall prepare their Proposals based on these service levels.	Amendment
14	Please clarify whether maintenance and support obligations before Operational Acceptance are limited to implementation-phase support for delivered components, or whether formal SLA-based operational support is expected from Contract Commencement.	Annex 1 - Technical Specifications: Sections 2.11.4 and 2.11.5, including requirement TSR 02.01; Section III - Financial Evaluation, paragraph 4(b); Section IX - SCC provisions applicable to GCC Clauses 7.3 and 29.4.	14	The Purchaser confirms that the Warranty Period commences upon Operational (Final) Acceptance of the IALP, in accordance with the procurement documentation. From the Contract Commencement Date until Operational Acceptance, the Supplier shall provide all support services necessary for the successful implementation, installation, configuration, integration, testing, data migration, training, defect correction, and transition into operational use. Such activities form part of the implementation obligations under the Contract and shall not be considered warranty support. The service levels applicable during the Warranty Period shall apply from the date of Operational Acceptance. Prior to Operational Acceptance, the Supplier shall ensure timely resolution of implementation-related issues as necessary to achieve successful completion of the implementation and acceptance process.	Clarification
15	Please confirm whether the 56-week implementation schedule represents the target completion of all implementation phases, with the remaining period up to	Specific Procurement Notice, paragraph 2; Section III - Financial Evaluation, paragraph 4(a).	15	The Purchaser confirms that the implementation schedule presented in Annex 1 represents the planned execution of the implementation activities.	Clarification

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	fifteen (15) months reserved for final acceptance, stabilization and administrative closure.	Time Schedule: Annex 1 - Sections 4.1 and 4.3; Section IX - SCC provision applicable to GCC Clause 1.1(e)(x).		The overall contractual period until Operational Acceptance remains fifteen (15) months, as specified in the procurement documentation. Accordingly, the implementation schedule of approximately 56 weeks should be understood as covering the planned implementation phases, while the remaining period within the overall fifteen (15)-month contractual timeframe is intended to accommodate the completion of final system testing, user acceptance, resolution of outstanding issues, stabilization activities, and the formal Operational Acceptance process. Proposers shall prepare their implementation schedules accordingly.	
16	Please confirm whether the requirement refers exclusively to technology/platform-specific developer certifications, or whether certifications related to software development processes and methodologies, such as Professional Scrum Master (PSM), Professional Scrum Developer (PSD), or equivalent agile software engineering certifications, will also be accepted to fulfil this requirement.	Section III – Evaluation and Qualification Criteria: Team Composition, Key Expert 7 - Software Developers.	16	The Purchaser confirms that the certification requirements for the respective Key Experts are not limited exclusively to technology- or platform-specific certifications. Professional certifications related to software engineering, software development methodologies, project delivery, Agile practices, DevOps, quality assurance, or other relevant professional disciplines may also be accepted, provided that they are appropriate to the role of the proposed Key Expert and demonstrate competencies equivalent to those required by the Technical Specification. The relevance of the proposed certifications will be assessed in the context of the responsibilities assigned to the respective Key Expert and the overall objectives of the Project.	Clarification
17	Annex A - Analysis of Existing IT Solutions recommends that certain systems (e.g., the Phytosanitary Information System, LIMS, FADN and AKIS) remain standalone and interoperable with IAP rather than being absorbed into it, while Section VII, paragraph 0.3.1 of the Technical Requirements does not name these systems among those to be redesigned and incorporated. Please confirm whether Annex A's system-by-system recommendations constitute binding scope guidance for this Contract, and please confirm the definitive and exhaustive list of systems that are: (i) to be redeveloped/absorbed as native IAP modules; (ii) to remain standalone but interoperable; and (iii) fully out of scope.	Annex 1 - Technical Specifications: Sections 0.3.1-0.3.4 and 2.5.1.2.2, Legacy Systems Modernization; Annex A - Analysis of Existing IT Solutions MAFWE.	17	The Technical Specification contained in Annex 1 – Technical Specification constitutes the binding document defining the scope of this procurement. All mandatory requirements, the implementation scope, and the classification of systems are those explicitly defined in Annex 1. Annex A – Analysis of Existing IT Solutions is provided solely as background and contextual information. Its purpose is to give Proposers a comprehensive understanding of the existing ICT landscape within the Ministry of Agriculture, Forestry and Water Economy (MAFWE), including the current state of information systems and general recommendations regarding their future evolution. It does not define or modify the contractual scope and should not be interpreted as a binding source of implementation requirements. Accordingly, Proposers shall prepare their proposals based on the requirements and scope explicitly defined in Annex 1 – Technical Specification, including, but not limited to: the existing information systems to be redesigned to a limited extent and incorporated into the IAP (Section 0.3.1);	Clarification

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				- the temporary and transitional applications (Section 0.3.2); - the systems and subsystems to be developed under the IAP (Section 0.3.3); and - the external systems with which interoperability is required (Section 0.3.4). Therefore, any observations or recommendations contained in Annex A regarding whether particular systems should remain standalone, become interoperable, or be incorporated into the IAP are informative only and do not supersede or amend the binding requirements defined in Annex 1 – Technical Specification. For the avoidance of doubt, the contractual scope shall be interpreted exclusively in accordance with Annex 1 – Technical Specification and not on the basis of descriptive or analytical content contained in the background annexes.	
18	Annex A recommends that the Land Consolidation Support Tools (FAO-funded pilot) be integrated into SALMIS specifically. Please confirm whether this integration, including any associated data migration and functional absorption, is within the scope, timeline and budget of the present Contract, or whether it is intended for separate future procurement.	Annex A - Analysis of Existing IT Solutions MAFWE; Annex 1 - Technical Specifications: Section 2.5.1.2.3, SALMIS; Section 4.4, Phase 3, line item 3.2.	18	The scope of this Contract is exclusively defined by Annex 1 – Technical Specification. The recommendations contained in Annex A – Analysis of Existing IT Solutions, including recommendations related to the FAO-funded Land Consolidation Support Tools, are provided for background information only and do not constitute contractual requirements. Accordingly, the integration of the Land Consolidation Support Tools into SALMIS, including any related functional absorption, redevelopment, or data migration, is not part of the mandatory scope of this Contract unless such activities are explicitly required by Annex 1 – Technical Specification. Proposers shall prepare their proposals solely on the basis of the implementation scope defined in Annex 1, including: - the systems to be redesigned and incorporated into the IAP (Section 0.3.1); - the temporary applications to be migrated into SALMIS (Section 0.3.2); - the systems and modules to be developed under the IAP (Section 0.3.3); and - the required interoperability with external systems (Section 0.3.4). Any future integration of additional systems or tools that are not explicitly included in Annex 1 may be considered separately, subject to the Purchaser's needs, available funding, and the applicable procurement procedures.	Clarification

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19	Please confirm whether the 73 registries/records listed in Annex B represent the complete and final functional scope to be delivered under this Contract, or whether this list is indicative and may be revised prior to Contract signature or during implementation and, if so, under what change-control mechanism.	Annex B - Agriculture Registries MAFWE; Annex 1 - Technical Specifications: Section 2.5.1.2.4 and Section 4.4, Phase 5, line item 5.2; Section VIII - GCC Clause 39, Changes to the System.	19	The registries and records listed in Annex B represent the contractual functional scope for the preparation of the Proposal. Their detailed implementation shall be refined during the Business Analysis phase in accordance with the applicable legislation and the Technical Specification, without changing the overall contractual scope.
20	Section VII (ICT Infrastructure Environment) indicates that detailed information on MAFWE's existing VMware virtualization environment (cluster configuration, storage architecture, networking setup and capacity headroom) will be shared only with the Proposer with the Most Advantageous Proposal after Contract award. Given that this information materially affects infrastructure design, sizing and cost estimation, please confirm whether at least high-level specifications (e.g., current CPU/RAM/storage capacity and utilization, cluster topology and available headroom) can be shared with all Proposers prior to Proposal submission through a clarification response.	Annex 1 - Technical Specifications: Sections 1.3, Architectural Requirements; 2.3, ICT Infrastructure Environment; and 2.3.2, Servers.	20	The request is accepted. To enable the Proposers to appropriately prepare the architecture and sizing of their proposed solutions, the minimum necessary information concerning MAFWE's existing hardware and virtualization infrastructure is provided below. MAFWE's existing information systems, a significant number of which are expected to be replaced, upgraded, or integrated under this Project, are already hosted and operating on this infrastructure platform. Based on the current status, the overall utilization of the platform's available processing, memory, and storage capacities does not exceed 30%. MAFWE currently operates a total of eight servers, organized into three configuration categories: Two Type 1 servers, each equipped with two processors with 16 physical cores per processor, 1,024 GB of DDR5 RAM, two local 960 GB NVMe SSDs, one dual-port 10/25 GbE network adapter, and one dual-port 32 Gb Fibre Channel adapter. Each of these servers is additionally equipped with a dedicated graphics processing unit with 24 GB of GPU memory, intended for advanced graphics, analytical, and other processing requirements. Four Type 2 servers, each equipped with two processors with 16 physical cores per processor, 1,024 GB of DDR5 RAM, two 960 GB NVMe SSDs, one dual-port 10/25 GbE network adapter, and one dual-port 32 Gb Fibre Channel adapter. Two Type 3 servers, each equipped with one processor with eight physical cores and a base operating frequency of 4.0 GHz, 512 GB of DDR5 RAM, two 960 GB NVMe SSDs, one dual-port 10/25 GbE network adapter, and one dual-port 32 Gb Fibre Channel adapter. The total physical capacity of the existing server platform is: • 208 physical processor cores; • 7 TB of RAM; • 15.36 TB of local raw NVMe storage capacity; and • two dedicated GPU cards with 24 GB of memory per card. In addition to the server infrastructure, MAFWE operates a centralized All-Flash data storage system based on an

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				Active/Active architecture, providing redundancy, high availability, and no single point of failure. The storage system is configured with two controllers, each with 192 GB of cache memory, and ten NVMe SSDs with a capacity of 3.84 TB each. The total raw capacity is 38 TB, corresponding to an effective capacity of 144 TB through the use of the system's built-in compression and deduplication technologies. The storage system supports Fibre Channel, iSCSI, NVMe over Fabric, NVMe over TCP, SMB, NFS, and VMware vVols, as well as native integration with VMware through VAAI and VASA or equivalent technologies. It also supports local snapshots, cloning, synchronous and asynchronous replication, compression and deduplication, and an Active/Active configuration with RPO=0 and RTO=0. The existing infrastructure also includes a dedicated backup system with 64 TB of usable capacity, expandable to 172 TB. The system supports LAN and SAN connectivity, inline deduplication, compression, encryption of data at rest and in transit, and replication. The servers and storage systems are interconnected through redundant network and SAN infrastructure comprising two 25/100 GbE network switches and two 32 Gb Fibre Channel switches. This provides high-bandwidth connectivity between the servers, the storage system, and the virtualization environment. Under the current IAP procurement procedure, the delivery of two additional Host Servers is envisaged. These servers must be fully compatible with the existing server, network, SAN, storage, and VMware infrastructure and must be integrated into the existing high-availability cluster. The new servers are not intended to operate as a separate and independent infrastructure environment. They are intended to extend and further strengthen MAFWE's existing virtualization platform. The IAP solution shall be deployed within the existing VMware virtualization environment, which uses centralized shared storage, clustering, failover mechanisms, and other mechanisms supporting high availability and business continuity. The existing infrastructure will be made available for the deployment of the IAP production, testing, and staging environments. The information provided above gives the Proposers the necessary infrastructure baseline for preparing their proposed technical architecture, system sizing, and financial Proposal. Detailed information concerning the logical configuration of the VMware cluster, the precise allocation of resources, datastore configuration, virtual network connectivity, the versions and configuration of the virtualization software, and the applicable operational policies constitutes sensitive infrastructure information.	

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				Such detailed information will be made available to the selected Supplier during Contract implementation, in accordance with MAFWE's internal security and information disclosure procedures. Following Contract signature, the selected Supplier shall perform a detailed technical assessment of the existing environment and, on that basis, finalize the IAP deployment architecture, including: • allocation of processing, memory, and storage resources; • configuration and sizing of virtual machines; • network and SAN integration; • configuration of the cluster and failover mechanisms; • establishment of the testing, staging, and production environments; and • arrangements for backup, high availability, and business continuity. For the purpose of preparing the financial Proposal, Proposers are not required to include a general replacement or unspecified upgrade of MAFWE's existing server, storage, SAN, network, or VMware infrastructure. The Proposal shall include the two additional Host Servers, the two next-generation firewall devices, and all other hardware, software, and licensing items expressly specified in the Technical Specifications. Where a Proposer considers that an additional ICT component not expressly identified in the Technical Specifications is necessary for its proposed solution, such component shall be clearly identified, technically justified, and separately priced in the Proposal. Any proposed additional components shall not duplicate capacities already available within MAFWE's existing infrastructure.
21	Please provide a comprehensive, itemized list of all hardware, infrastructure components and software licenses that MAFWE will make available under this Contract - including, but not limited to, the two (2) additional Host Servers and two (2) next-generation firewalls referenced in the Technical Specification, the Microsoft Operating System licenses for virtual machines, and any other existing platform components (e.g., backup software, monitoring tools and network equipment). Please clearly distinguish these from any additional hardware, infrastructure or licenses that the Supplier is expected to propose, supply and price as part of the Proposal.	Section I - Instructions to Proposers: ITP 17.1; Annex 1 - Technical Specifications: Sections 2.3, 2.3.1, 2.3.2, 2.4 and 2.5.5; Section 4.4, System Inventory Table (Supply and Installation Cost Items).	21	The hardware, ICT infrastructure components, and software licenses to be made available by the Purchaser are exclusively those explicitly identified in the procurement documentation, including the Technical Specification and its annexes. Proposers shall prepare their Proposals based solely on the information contained in the procurement documentation. No additional inventory, detailed asset list, or breakdown of the existing ICT infrastructure, software licenses, network equipment, backup systems, monitoring tools, or other platform components will be provided during the proposal phase. The Supplier shall propose, supply, configure, and price all additional hardware, software, licenses, and other components

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				that are necessary to deliver a complete, fully functional solution in accordance with the requirements of the Technical Specification, except for those items that are explicitly stated in the procurement documentation as being provided by the Purchaser. Accordingly, Proposers should distinguish between: - components expressly identified in the procurement documentation as being provided by the Purchaser, and - all additional components required to achieve full compliance with the Technical Specification, which shall be included in the Supplier's Proposal.	
22	Please provide the expected number of registered and concurrent users of the IAIP platform, broken down by user category (MAFWWE headquarters staff, branch office staff, PEMF staff, AFSARD, other institutions and any citizen/business-facing users), to support accurate sizing of infrastructure, licensing and performance requirements.	Annex 1 - Technical Specifications: Sections 1.5, Performance, Reliability and Scalability Requirements; 2.2, General Technical Requirements; 2.5.5, Licensing; 2.6, BI Platform; and 2.7.4, BI Licenses.	22	The expected user capacity for the IAIP is defined in the Technical Specification through the applicable non-functional requirements. In particular, the Technical Specification requires that: - the IAIP shall support more than 300 concurrent users; and - the GIS platform shall support at least 200 concurrent users, with scalability mechanisms allowing the system to accommodate future growth. Furthermore, the Technical Specification requires the proposed solution to be scalable in order to support increasing numbers of users, registries, and functional modules throughout the system lifecycle. No additional breakdown of registered or concurrent users by institution or user category will be provided. Proposers shall prepare their Proposals based on the non-functional requirements specified in the Technical Specification.	Clarification
23	Does MAFWE currently hold an existing Microsoft SQL Server licensing agreement (e.g., an Enterprise Agreement, Software Assurance or government licensing framework) that could be leveraged for the IAIP database layer, in the same way that Microsoft Operating System licenses are being provided for the virtual machines? Please confirm whether Proposers should assume that any RDBMS licensing (Microsoft SQL Server, Oracle or otherwise) must be independently procured and priced by the Supplier, or whether an existing MAFWE agreement may be used.	Annex 1 - Technical Specifications: Sections 2.3, ICT Infrastructure Environment; 2.4.1, Database Server (RDBMS), including requirement SSS.01.02; 2.5.5, Licensing; and 4.4, System Inventory Table.	23	MAFWWE will not provide database management system (DBMS) licenses under this Contract. Proposers shall assume that any database software, including the corresponding licenses, subscriptions, or support required for the proposed solution, shall be proposed, supplied, and priced by the Supplier, where applicable. Accordingly, if the proposed solution requires commercial database software (e.g., Microsoft SQL Server, Oracle Database, or another commercial RDBMS), the Supplier shall include all necessary licenses in its Proposal. Where the proposed solution is based on software that does not require commercial database licenses, no such licenses are required.	Clarification

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24	Regarding the GIS Server Platform (SSS.02.01), the Technical Specification permits either a Free Open-Source Software (FOSS) or Commercial-Off-The-Shelf (COTS) solution, subject to a cost-benefit justification. Please confirm that this permits Proposers to build a solution assembled from open-source GIS libraries and components (e.g., GeoServer, PostGIS, GDAL or similar), rather than requiring a single packaged commercial GIS product, providing all functional, performance and standards-compliance requirements in Section VII are met. Please also confirm whether MAFWE has any preference, exclusion or prior negative experience with specific FOSS or COTS GIS platforms.	Section I - Instructions to Proposers: ITP 16.3; Annex 1 - Technical Specifications: Section 2.4.2.1, GIS Server Software, requirement SSS.02.01; Section 2.5.5, Licensing.	24	Yes. As stated in the Technical Specification, the proposed GIS Server Platform may be based either on Free Open-Source Software (FOSS) or on Commercial Off-The-Shelf (COTS) software, provided that the proposed approach is justified in terms of costs and benefits. Accordingly, Proposers may propose a solution assembled from open-source GIS components and libraries (e.g., GeoServer, PostGIS, GDAL, or equivalent technologies), or a commercial GIS platform, provided that the proposed solution fully complies with all applicable functional, technical, performance, interoperability, and standards-compliance requirements specified in the Technical Specification. Where a solution is based on multiple open-source components, the Supplier is expected to ensure that these components are properly integrated into a coherent, maintainable, secure, and fully supported platform suitable for long-term operation and maintenance. MAFWE has no preference for, exclusion of, or known negative experience with any specific FOSS or COTS GIS platform. The evaluation will be based solely on the Proposer's demonstrated compliance with the requirements of the Technical Specification.	Clarification
25	The Technical Specification references Microsoft Power BI, Oracle BI and Tableau as examples of acceptable certifications for the Data Warehouse/BI Specialist role. Please confirm whether MAFWE has an existing enterprise licensing agreement, platform standardization requirement or stated preference for the BI platform to be used, or whether Proposers have full discretion to propose any BI/DW solution that meets the stated functional requirements.	Section I - Instructions to Proposers: ITP 16.3; Section III - Evaluation and Qualification Criteria: Team Composition, Key Expert 8 - Data Warehouse/BI Specialist; Annex 1: Sections 2.5.5, 2.6 and 2.7.4.	25	The references to Microsoft Power BI, Oracle BI, and Tableau in the Technical Specification are provided solely as examples of acceptable Business Intelligence platforms and corresponding professional certifications. They shall not be interpreted as a requirement to use any particular vendor or product. MAFWE has no existing platform standardization requirement, enterprise licensing agreement, or preference for any specific BI/Data Warehouse solution. Accordingly, Proposers have full discretion to propose any BI/Data Warehouse platform that fully complies with the functional, technical, interoperability, performance, licensing, and maintainability requirements specified in the Technical Specification. The evaluation of Proposals will be based on compliance with the requirements of the Technical Specification and not on the selection of a particular commercial or open-source BI platform.	Clarification
26	Please confirm whether the ten (10) Business Intelligence concurrent-user licenses referenced in the Licensing section are intended solely for internal MAFWE analytical/reporting staff, or whether external institutions (e.g., AFSARD, PEMF and the State Statistical Office) are also expected to consume BI licenses, as this affects the proposed BI platform sizing.	Annex 1 - Technical Specifications: Sections 2.6, Business Intelligence (BI) Platform; 2.7.4, BI Licenses; Section 4.4, Phase 6, line item 6.2.	26	The ten (10) concurrent Business Intelligence (BI) licenses are intended primarily for analytical and reporting activities within the MAFWE ICT environment. Where authorized users from other institutions are granted access to the BI platform, such access, if required, shall be provided through the appropriate secure access mechanisms (e.g., VPN or other secure connectivity) into the MAFWE ICT environment. Such users are not expected to require a separate or dedicated licensing model outside the ten (10) concurrent BI licenses specified in the Technical Specification.	Clarification

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				Accordingly, Proposers should prepare their Proposals on the assumption that the BI platform will operate within the MAFWE ICT environment and that the licensing requirements are limited to the ten (10) concurrent BI licenses specified in the Technical Specification.	
				MAFWE does not maintain a quantitative breakdown of lease records by the categories of available geospatial data described in Annex C, and is therefore not in a position to provide the requested statistics. Based on the current understanding of the available documentation, the majority of lease records are supported by scanned geodetic elaborates in PDF format. However, MAFWE does not maintain verified figures regarding the exact number or percentage of records in each data-quality category. Proposers shall prepare their Proposals based on the information provided in the Technical Specification and its annexes. The detailed assessment, classification, reconciliation, and processing of the available spatial documentation shall form part of the Supplier's implementation activities in accordance with the requirements of the Contract.	
27	Annex C describes the graphical (geospatial) layer for leased state-owned agricultural land as being built from data sources of significantly varying quality and completeness (GIS-compatible geodetic elaborates, scanned/non-GIS elaborates and leases with no geodetic elaborate at all). To support accurate estimation of the data migration and reconciliation effort, can MAFWE provide a quantitative breakdown of current lease records by data-quality category (e.g., number/percentage of leases in each category described in Annex C)?	Annex 1 - Technical Specifications: Sections 2.5.2, Data Conversion and Migration, and 2.5.3, Data Quality Assurance and Data Reconciliation; Annex C: Sections 3-8 and Annexes 5 and 6.	27		Clarification
28	Please confirm which party is responsible for commissioning and funding the preparation of new geodetic elaborates for leases that currently lack any geodetic documentation, and whether this activity, if required, falls within the scope of the present Contract or a separate procurement.	Annex 1 - Technical Specifications: Sections 2.5.1.2.3, SALMIS; 2.5.2 and 2.5.3; Annex C: Sections 10.2-10.4 and Annexes 5 and 6.	28	The preparation of new geodetic elaborates for lease agreements that currently do not have geodetic documentation is not within the scope of this Contract. The Supplier shall establish the graphical layer using only the spatial information and documentation that will be made available by MAFWE in accordance with the Technical Specification and its annexes. Where no geodetic documentation exists for a particular lease agreement, the Supplier is not expected to commission, finance, or prepare new geodetic elaborates under this Contract. Any such activity, if required in the future, would be subject to a separate decision and, where applicable, a separate procurement procedure.	Clarification
29	Please confirm the exact duration of the "Warranty Period" as defined in GCC Clause 1.1(e), as distinct from the 36-month warranty maintenance and support cost item referenced in Section III, Financial Evaluation.	Section III - Evaluation and Qualification Criteria: Financial Evaluation, paragraph 4(b); Section VIII - GCC Clause 1.1(e)(x) and GCC Clause 29.4; Section IX - SCC provisions applicable to GCC Clauses 7.3 and 29.4; Amendment No. 2.	29	The Purchaser confirms that the Warranty Period applicable under this procurement is twenty-four (24) months from the date of formal acceptance of the IAP by the Purchaser. This matter has already been addressed through Amendment No. 2.	Clarification
30	Please confirm whether the indicative Post-Warranty Services proposal (60 months) is expected to assume the	Section III - Evaluation and Qualification Criteria:	30	For the purposes of preparing the indicative proposal for the 60-month Post-Warranty Services period, Proposers shall assume	Clarification

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	same scope, service levels and staffing model as the Warranty Period support, or a different (e.g., reduced) support model, to ensure comparability of indicative pricing across Proposers.	Financial Evaluation, paragraph 4(b); Section VIII - GCC Clause 1.1(e)(xiii); Annex 1 - Technical Specifications: Sections 2.11.4, 2.11.5 and 4.5; Amendment No. 2.		that the scope of services, service levels, and overall support obligations remain equivalent to those applicable during the Warranty Period, unless otherwise specified in the procurement documentation. Accordingly, the Purchaser expects the IAP to remain fully operational throughout the Post-Warranty Services period and to be maintained in accordance with the same service standards and support commitments. A reduced service level or reduced support model is not expedited for the purposes of preparing the indicative pricing.	
31	ITP 20.3 provides that a Proposal Security may be furnished as, among other options, an unconditional/demand guarantee "from a reputable source from an eligible country," and separately specifies that where an unconditional guarantee is issued by a non-bank financial institution located outside the Purchaser's Country, that institution must have a correspondent financial institution in North Macedonia to make the guarantee enforceable, unless the Purchaser agrees in writing otherwise. Please confirm whether this correspondent institution requirement is intended to apply only to non-bank financial institutions (e.g., insurance, bonding or surety companies), or whether it is also intended to extend to demand guarantees issued by licensed commercial banks.	Section I – Instructions to Proposers: ITP 20.1, ITP 20.3, ITP 20.4 and ITP 20.8; Section II – Proposal Data Sheet: PDS ITP 20.1 and PDS ITP 20.3(d); Section IV – Proposal Forms: Form of Proposal Security (Bank Guarantee).	31	The Purchaser confirms that the correspondent financial institution requirement in ITP 20.3 applies only where an unconditional guarantee is issued by a non-bank financial institution located outside the Purchaser's Country. It does not extend to a Proposal Security issued as a bank guarantee by a duly licensed commercial bank. Accordingly, a Proposal Security in the amount of EUR 40,000 issued directly by a reputable, duly licensed commercial bank established in Portugal will be acceptable without that bank having a correspondent financial institution in North Macedonia, provided that the Proposal Security: (a) is issued by a reputable source from an eligible country; (b) is submitted in original form as part of the Technical Part of the Proposal; (c) uses the Form of Proposal Security (Bank Guarantee) included in Section IV, or another substantially similar format approved by the Purchaser in writing prior to Proposal submission; (d) includes the complete name of the Proposer and, where applicable, complies with ITP 20.8 for a Joint Venture; (e) is for EUR 40,000, or an equivalent amount in a freely convertible currency; and (f) remains valid for twenty-eight (28) days beyond the expiry of the Proposal validity, or any extended validity period. This clarification does not constitute advance approval of any particular issuing bank or draft guarantee. Compliance will be determined on the basis of the Proposal Security submitted.	Clarification
	Specifically, would the Purchaser accept a Proposal Security in the form of an unconditional bank guarantee for EUR 40,000, issued directly by a reputable, duly licensed commercial bank in Portugal (an EU member state and eligible country under the Procurement Regulations), using the format in the Section IV Proposal Security (Bank Guarantee) form, without that bank being required to have a correspondent institution located in North Macedonia? If a correspondent institution would nonetheless be required for enforceability, kindly confirm whether the Purchaser maintains a list of acceptable correspondent banks in North Macedonia, or whether Proposers must arrange this independently prior to Proposal submission.				