

CLARIFICATION NO. 5

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

РЕПУБЛИКА СЕБЕРНА МАКЕДОНИЈА
REPUBLICA MACEDONISE SEVERIUT
МИНИСТЕРСТВО ЗА ЖЕМИНОСТВО, УРБАНИЗМО И ВОДОСТРОИТЕЛСТВО
MINISTRIE BUDISE, PYLITANISE DHE EKOUMISE SEVERIUT
29.07.2026
Бр.Нр. 146-6488/12
СКОПЈЕ - ШТИП

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. 5 is issued together with Amendment No. 4.
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 Questions	Question	Reference in the RFP Document	No. of Answer	Answer
1	A prospective Proposer requests clarification on the ISO 9001, ISO/IEC 27001, and ISO/IEC 20000 certification requirements for Joint Venture (JV) Proposers, noting an apparent inconsistency between PDS ITP 11.2(j) and ITP 11.3(d), items (j), (k) and (l), and Section III, Sub-Factor 1.5.1. The Proposer asks whether every JV member must individually hold these certificates, or whether it is sufficient if the requirement is met by the JV as a whole / at least one member.	Section II – Proposal Data Sheet (PDS): ITP 11.2(j) and ITP 11.3(d), items (j), (k) and (l), as amended by Amendment No. 1; Section III – Evaluation and Qualification Criteria, Sub-Factor 1.5.1 – Quality and Service Management Certifications.	1	The Purchaser confirms that this matter has already been clarified under Clarification No. 1 and formally resolved through Amendment No. 1 to the RFP Document. In the case of a Joint Venture, the Lead Member of the Joint Venture shall hold all required valid certifications listed under PDS ITP 11.2(j) and ITP 11.3(d), items (j), (k) and (l), namely: ISO/IEC 20000, or an equivalent internationally

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				recognized standard for IT service management; • ISO/IEC 27001, or an equivalent internationally recognized standard for information security management; and • ISO 9001, or an equivalent internationally recognized standard for quality management. The certificates shall be issued by accredited certification bodies. The other members of the Joint Venture are not required to hold these certificates. Accordingly, the requirement is not merely to be met collectively by the Joint Venture or by any member at the Proposer's discretion; it must be met specifically by the Lead Member. The corresponding provisions of Section III, Evaluation and Qualification Criteria, Sub-Factor 1.5.1, have been amended accordingly. Amendment No. 1 prevails over the original wording of the RFP Document.	
2	A prospective Proposer asks whether the same expert may be proposed for two different positions, for Instance Key Expert 5: GIS Database Specialist and Key Expert 6: GIS Specialist, provided that the activities are similar.	Section III – Evaluation and Qualification Criteria, Clause 1.3 – Team Composition, Key Expert 5 and Key Expert 6;	2	The Purchaser confirms that the same individual may not be proposed for two different Key Expert positions under this procurement.	Clarification

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		Section VII – Requirements of the Information System, Clause 2.12 – Requirements of the Supplier's Technical Team.		The Technical Specifications define each Key Expert position as a separate role within the minimum required technical team and specify one expert for each position. Accordingly, the Proposer shall nominate a separate individual for each Key Expert position, and each nominated expert shall independently satisfy all minimum qualification, professional experience, certification, and language requirements applicable to that position. Although certain activities and qualification requirements of Key Expert 5 – GIS Database Specialist and Key Expert 6 – GIS Specialist may be related or partially overlapping, the two positions represent distinct professional responsibilities. The GIS Database Specialist is primarily responsible for the design, configuration, management, optimisation, and integrity of GIS database platforms, while the GIS Specialist is expected to support the implementation of enterprise GIS functionalities, geospatial data creation, processing, validation, and related operational activities. The requirement for separate experts is intended to ensure that the proposed team has sufficient professional capacity, availability, and coverage to perform the respective activities, including where such activities are	

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				carried out simultaneously during implementation. Therefore, one individual may be evaluated for only one Key Expert position. A Proposal that nominates the same individual for more than one Key Expert position shall not be considered as providing the full minimum technical team required by the Technical Specifications.	
3	For Key Expert 9: Data Protection Specialist, a prospective Proposer asks whether the following certificates are acceptable and valid as certificates in data privacy or information security: • ISO 27001:2022 Lead Implementer; • ISO 27001:2022 Auditor Information Security Management System; • Chief Information Security Officer – CISO; • Chief Information Security Manager – CIPM.	Section III – Evaluation and Qualification Criteria, Clause 1.3 – Team Composition, Key Expert 9: Data Protection Specialist; Section VII – Requirements of the Information System, Technical Specifications, Clause 2.12 – Requirements of the Supplier's Technical Team, Key Expert 9.	3	The Purchaser confirms that the following certificates shall be accepted as appropriate for the position of Key Expert 9: Data Protection Specialist: • ISO/IEC 27001:2022 Lead Implementer; • ISO/IEC 27001:2022 Auditor or Lead Auditor; • Chief Information Security Officer – CISO; and • Certified Information Privacy Manager – CIPM, or an equivalent professional privacy-management certification. The Technical Specifications require a valid certificate in data privacy or information security, while CIPP/E and ISO 27701 Lead Implementer are provided only as examples. Accordingly, equivalent professional certifications in information security, privacy, risk management, auditing, or security governance are acceptable.	Clarification

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4	Regarding Hardware Infrastructure / Servers, a prospective Proposer asks to clarify the virtualization platform currently used by MAFWE for the existing virtualized server cluster, and whether operating systems are required or not, noting that this is not explicitly stated in the Detailed Server Requirements.	Section VII – Requirements of the Information System, Technical Specifications, Clause 2.3 – ICT Infrastructure Environment; Clause 2.3.2 – Servers; Detailed Server Requirements, ICT.02.01.	4	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,	Clarification

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				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 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	

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				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.	

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				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. 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. 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;	

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				• 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. 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. The Purchaser will provide the VMware virtualization and Microsoft Operating System licenses required for the virtual machines to be deployed within the IAIP environment, as specified in the procurement documentation. The Supplier shall include in its Proposal any additional software, licenses, or components required for	

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				the operation and integration of the proposed host servers into the existing virtualization environment, where such items are not explicitly stated as being provided by the Purchaser.	
5	A prospective Proposer requests clarification/amendment concerning the minimum qualification criteria for experts, where fluency in English is mandatory and knowledge of Macedonian language is required or desirable. The Proposer considers that the requirement for knowledge of Macedonian language may restrict participation of international experts and asks whether the requirement can be amended by replacing it with "Simultaneous Translation from English to Macedonian where necessary".	Section II – Proposal Data Sheet (PDS): JTP 10.1 – Language of Proposal; Section III – Evaluation and Qualification Criteria, Clause 1.3 – Team Composition; Section VII – Requirements of the Information System, Technical Specifications, Clause 2.12 – Requirements of the Supplier's Technical Team.	5	The Purchaser clarifies that knowledge of the Macedonian language is not a mandatory requirement for every expert position. Under the RFP Document, knowledge of Macedonian is mandatory only for the following three positions: • Key Expert 1 – Project Manager; • Key Expert 6 – GIS Specialist; and • Non-Key Expert 2 – Land Management Specialist. For the remaining nine (9) Key and Non-Key Expert positions, knowledge of Macedonian is stated as desirable and is not a minimum mandatory qualification requirement. Accordingly, an expert proposed for any of those positions shall not be considered non-compliant solely because the expert does not speak Macedonian, provided that all mandatory qualifications applicable to the respective position are satisfied. This clarification applies equally to all five experts proposed under Key Expert 7 – Software Developers. Where an expert proposed for one of those nine positions does not speak	Clarification

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				Macedonian, the Supplier may, where necessary, ensure effective communication from English into Macedonian through human simultaneous interpretation and/or appropriate technology-assisted translation or interpretation tools, including AI-assisted tools. The Supplier shall bear all related costs and shall remain responsible for the accuracy, timeliness, confidentiality, personal data protection and information security of such arrangements. These arrangements shall not replace the mandatory knowledge of Macedonian required for the three positions identified above. This response clarifies the existing meaning and application of the term "desirable" and does not amend the RFP Document.	
6	A prospective Proposer requests an extension of the proposal submission deadline due to the complexity of the technical requirements, involvement of several vendors, technologies and partners, extensive administrative qualification requirements, limited operational human capacity during summer holidays, and the volume of clarifications/Q&A related to this procurement. The Proposer asks whether the deadline may be extended for an additional period, to allow interested Proposers to prepare fully compliant and competitive technical and financial proposals.	Specific Procurement Notice: paragraphs 2 and 7; Section I – Instructions to Proposers: ITP 7.1, ITP 8.3, ITP 23.1 and ITP 23.2; Section II – Proposal Data Sheet (PDS): ITP 7.1 and ITP 23.1.	6	The Purchaser has reconsidered the request, taking into account the complexity of the procurement, the number and scope of the clarifications and amendments issued, and the summer holiday period. The request for an extension is partially accepted. Pursuant to ITP 8.3 and ITP 23.2, the Proposal submission deadline is extended by seven (7) calendar days.	Amendment

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				The revised deadline for submission of Proposals is: 17 August 2026 at 12:00 hours, local time, Skopje, Republic of North Macedonia. The public opening of the Technical Parts of Proposals will take place on: 17 August 2026 at 12:10 hours, local time, at the location specified in the RFP Document. All periods and dates calculated by reference to the Proposal submission deadline, including the Proposal validity period, the Proposal Security validity requirement and the exchange-rate date for evaluation, shall be determined by reference to the revised deadline. All other submission arrangements and requirements remain unchanged. The corresponding provisions of the Specific Procurement Notice and the RFP Document are amended through Amendment No. 4, issued together with this Clarification.	
7	A prospective Proposer refers to Clarification No. 4, Question 31, under which the Purchaser confirmed that an unconditional bank guarantee for EUR 40,000 issued by a duly licensed commercial bank established in Portugal is acceptable, subject, inter alia, to the Proposal Security being submitted in original form as part of the Technical Part of the Proposal.	Section I – Instructions to Proposers: ITP 11.2(b); ITP 20.1; ITP 20.3; ITP 20.4; Section II – Proposal Data Sheet: PDS ITP 20.1; PDS ITP 22.1; PDS ITP 23.1;	7	The Purchaser has carefully considered the request. The proposed arrangement under which a scanned image of a Proposal Security originally issued in paper form would be submitted by the Proposal submission deadline and the wet-ink original would be delivered within fourteen (14)	Amendment

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	The prospective Proposer has advised that, although the bank guarantee will be validly issued and authenticated by the issuing bank before the Proposal submission deadline, the wet-ink original may not be physically dispatched and delivered to the Purchaser by 10 August 2026 at 12:00 local time. The prospective Proposer therefore requests permission to: (a) include a scanned copy of the duly issued Proposal Security in the Technical Part submitted by the Proposal submission deadline; and (b) submit the wet-ink original Proposal Security within fourteen (14) calendar days after the Proposal submission deadline, i.e. by 24 August 2026. Please confirm whether the proposed arrangement is acceptable.	Section IV – Proposal Forms: Form of Proposal Security – Bank Guarantee.		calendar days after the Proposal submission deadline is not accepted. The Proposal Security is a substantive component of the Technical Part of the Proposal. The required Proposal Security must exist, be effective and be legally enforceable no later than the Proposal submission deadline. Submission of the wet-ink original after the Proposal submission deadline may not be used to establish, complete, replace or cure the absence of a substantially responsive Proposal Security as of the Proposal submission deadline. However, in order to facilitate participation by international Proposers while preserving equal treatment of all prospective Proposers, the RFP Document is amended through Amendment, issued together with this Clarification. Pursuant to the Amendment, the Proposal Security may be furnished, at the Proposer's option, either: (a) as a paper original physically included in the Technical Part of the Proposal; or	

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				(b) as an original electronically issued bank guarantee, provided that the electronic Proposal Security: 1. is validly issued, effective and legally enforceable no later than the Proposal submission deadline; 2. includes secure and independently verifiable electronic authentication acceptable to the Purchaser; and 3. is verifiable by the Purchaser directly with the issuing bank, if required. Where an original electronically issued bank guarantee is used, a legible printed representation of the electronically issued guarantee shall be included in the hard-copy Technical Part of the Proposal. The printed representation shall contain or clearly reference the information required for verification of the electronic authentication. For the avoidance of doubt, a scanned image or PDF copy of a guarantee originally issued in paper form, without original and independently verifiable electronic authentication, does not constitute an original electronically issued Proposal Security and shall not	

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				be accepted as a substitute for the required original. Any verification carried out by the Purchaser after the Proposal submission deadline shall serve solely to confirm that the Proposal Security was validly issued, authentic, effective and legally enforceable as of the Proposal submission deadline. Such verification shall not constitute an opportunity for the Proposer or the issuing bank to issue, amend, complete, replace or otherwise perfect the Proposal Security after the Proposal submission deadline. Where the Proposal Security was originally and validly issued in electronic form, any wet-ink version subsequently provided shall be for administrative or archival purposes only and shall not affect the determination of the validity and responsiveness of the Proposal Security as of the Proposal submission deadline. All other requirements under ITP 20 and Clarification No. 4, Question 31, including the amount, form, content, validity period and naming requirements applicable to the Proposal Security, remain unchanged. This arrangement does not permit electronic submission of the Proposal.	

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No. of Questions	Question	Reference in the RFP Document	No. of Answer	Answer	Clarification or Amendment
				The Technical Part and the Financial Part of the Proposal shall continue to be submitted physically in accordance with the RFP Document. The Proposal submission deadline remains unchanged: 10 August 2026 at 12:00 hours, local time, Skopje, Republic of North Macedonia.	