

## Responses to clarifications raised by Bidders - 2

### Procurement of Five Million of Preprinted Polycarbonate Cards for the Issuance of National Identity Card IFB No: DRP/ACC/07/33/2025

	Bidding Document Reference	Clarification	Response
01.	Section 2 - Bid Data Sheet, ITB 11.1 (e) / Section 3 - Evaluation and Qualification Criteria	<p>We respectfully seek clarification and reconsideration regarding the requirement for hologram suppliers to hold ISO 14298 certification at the government level.</p> <p>Our concern is that the supplier provides secure holographic solutions not only to government entities but also across multiple industries, including commercial and private sectors. As such, applying the government-level certification requirement may unnecessarily restrict participation, despite the supplier's proven compliance with international security standards and their ability to meet the functional and quality needs of this tender.</p> <p>We kindly request the committee to consider relaxing the requirement to Intergraph ISO 14298 certification at fundamental level, or to accept equivalent security assurances, so that capable suppliers serving both government and non-government markets are not excluded. This adjustment would broaden competition, ensure value for money, and still maintain the integrity and security expected of national ID card projects.</p> <p>We appreciate your guidance on this matter and look forward to your advice on the appropriate next steps.</p>	<p>The requirement is "government-level" certification. It is the level that covering the security requirements for IDs and passports. It does not mean the supplies should only be to government entities.</p> <p>"Government Level" supplies can be government entities as well as non-government, commercial or private sector.</p>
02	Section 2 - Bid Data Sheet ITB 14.6 (b) (ii)	<p>The RFP mandates that only the foreign bidder who is a principal card manufacturer can submit the bid with the bidding currency being either Euro or USD. Considering the above, we recommend that DRP may agree to one of the below options, i.e.</p> <p>Option 1: DRP agrees to restore the Incoterm to "CIP Colombo – DRP premises", as originally stated in the RFP, and that DRP bear all applicable import duties, taxes, and charges at the time of import, with DRP acting as the consignee. This structure will also enable DRP to claim VAT on import, ensuring proper tax treatment. Following the customs clearance, the</p>	<p>"CIP Colombo – DRP premises" was never mentioned in the Bidding Document previously.</p> <p>Written authorization to the bidder's shipping agent to get the customs clearance done on behalf of DRP could be provided.</p> <p>Please stick with DDP</p>

		<p>bidder will assume responsibility for the onward transportation and delivery to DRP premises. Given that this is a project of national importance, such an intra-government transaction (i.e., DRP to Sri Lanka Customs) will significantly simplify the import process and avoid unnecessary administrative burdens. We would like to highlight that Department of Immigration and Emigration is currently following this process for the passport booklets.</p> <p>Option 2:  DRP proposes to retain the DDP incoterm, we request DRP to provide us explicit confirmation on the below points:  (a) DRP agrees to be importer on record (IOR) and provide to the bidder the necessary documents confirming its status as Importer on record, to effect the shipment from bidders factory / country to DRP in Sri Lanka  (b) DRP agrees to provide the necessary written authorization to the bidder's shipping agent to get the customs clearance done on behalf of DRP and at the cost of bidder.  (c) DRP confirms that DRP is ok for bidder to not pass the VAT credit as bidder does not local presence, and bidder is paid in Euro/USD by DRP and not in local currency.  (d) As DRP pays the bidder in Euro/USD, DRP is ok with the fact that bidder will be paid in Euro for the duties / taxes / custom clearance for the cards paid in Sri Lanka by bidders freight forwarder in Sri Lanka rupees.</p>	
03.	Section 2 - Bid Data Sheet, ITB 21.1	To ensure our proposal fully complies with the tender requirements, we respectfully seek clarification on whether it is permissible to include the validity period in the Bank Guarantee (BG) format. Our Bank requires this validity period to be explicitly stated in the BG, and we wish to confirm that such inclusion would be acceptable under the tender specifications.	Yes. Requested date by the purchaser should be mentioned.
04.	Section 3 - Evaluation and Qualification Criteria; 2.3.2 Size of Operation (Average Annual Turnover) 2.3.3 Cash Flow Capacity	<p>With reference to the above, we note that the original tender quantity has been reduced from 15 million cards to 5 million cards. In view of this significant reduction in scope, it is reasonable and proportionate that the required credit facility / net liquid asset thresholds be adjusted accordingly.</p> <p>Rationale:  1.Category Specialization:</p>	International Competitive Bidding procedure has been used to attract international card manufacturers to bid directly and therefore, the Evaluation and Qualification Criteria have been set out accordingly.

		<p>We emphasize that the tender targets a narrowly defined Secured Business Solutions category—100% polycarbonate ID-1 NIC cards with Intergraf ISO 14298 security printing and the Annex 7 features such as in-layer DOVID, rainbow printing, guilloche, micro-text, OVI, UV/IR. Highly specialized providers focus their portfolios on this single product line and do not have diversified revenue streams; therefore a high per-partner turnover minimum can exclude such category leaders despite full compliance with technical, certification, and testing requirements.</p> <p>2. Competition &amp; Value:</p> <p>The letter now proposes moderating the per-partner turnover to USD 2.5M (while retaining the JV combined threshold <math>\geq</math> USD 10M / EUR 9M), so capable specialists remain eligible. This preserves overall financial depth and enhances competition without relaxing controls, enabling DRP to evaluate best-in-class solutions on technical merit, certifications, security features, and proven production capacity <math>\geq</math> 5M cards (2023–2025).</p> <p>3. Safeguards Explicitly Retained:</p> <p>We list the tender’s protective mechanisms—DDP responsibility for all local costs, Intergraf ISO 14298 (Gov/Central Bank) and ISO 9001 certification requirements, MALs for DOVID/security features, ISO/IEC 17025 bid-time and pre-production testing, lot-wise rejection, 98%/2% payment structure—showing risk remains well controlled even with the proposed moderation.</p> <p>Accordingly, we respectfully propose that Clause 2.3.3 – Cash Flow Capacity be further revised as follows:</p> <ol style="list-style-type: none"> <li>1. The Bidder (if single bidder) or all partners (in case of a “JV”), bidding for this procurement, shall possess at least USD 5 million / EUR 4 million in net liquid assets (Current Assets – Inventory – Current Liabilities) or credit facilities for this procurement, with a minimum of USD 1 million / EUR 0.8 million for each partner in the case of a JV.</li> <li>2. It is stated that, in the case of a Joint Venture, each partner must have an average annual turnover of USD 5 million (approximately LKR 1,500 million) during the last three financial years 2021/22, 2022/23, and 2023/24.</li> </ol>	
--	--	--	--

		<p>As is well known, the country experienced a severe financial crisis during 2021/22, and achieving an average annual turnover of LKR 1,500 million during this period has been extremely rare for local companies. We would also like to highlight the delivery schedule, under which deliveries are expected in slabs, with:</p> <p>Batch 1: 1.5 million cards within 120 days</p> <p>Batch 2: 1.5 million cards within the subsequent 120 days</p> <p>Accordingly, the first two batches—a total of 3 million cards—are to be completed within one year. Considering the above delivery volume and timeline, it appears unreasonable to require an average annual turnover of USD 5 million from each partner, as this requirement does not encourage broader participation and limits the number of eligible bidders for the IFB.</p> <p>Therefore, we kindly request that the minimum average annual turnover requirement for the local partner in a Joint Venture be reduced from USD 5 million to USD 2.5 million, which would be more realistic under the prevailing economic conditions and would promote fair competition while still ensuring adequate financial capability.</p>	
05.	Section 4 - Bidding Forms, Non-collusion Affidavit	<p>Non-collusion Affidavit needs to be notarized and “Rs. 25.00 stamp” Clarification needed because</p> <p>i) Notary will not confirm content of text, as requested;</p> <p>ii) How to deal with “Rs. 25.00 stamp” which is not applicable in Germany?</p> <p>Regarding the non-collusion affidavit: can you confirm it does not apply to sales agents and their contractually-agreed lawful commissions?</p>	<p>According to the Supplement 02 issued to the Procurement Manual by the National Procurement Commission of Sri Lanka on 12<sup>th</sup> December 2025, a self-declaration has been introduced instead of an Affidavit.</p> <p>Refer Addendum 2</p>
06.	Section 6 - Schedule of Supply, 2. Technical Specifications	Please confirm if the multiple types of sample cards total up to 50 sample cards or to submit 50 cards for each of the different types of sample cards?	The requirement is sample cards total up to 50 irrespective of single or different types.
07.	Section 8 - Special Conditions of Contract, GCC 16.3	Under the payment terms it says the payment will be made through a telegraphic transfer (TT) but the manufactures are having difficulties do the manufacturing under this term and appreciate if you could change the payment terms to Letter of Credit (LC) which will help every manufacture to do the manufacturing after receiving the LC.	Accepted. Refer Addendum 2