



26th November 2020

REFERENCE NUMBER: GCOL C 4/2020 (MPU)

Request for proposals for the award of a concession for the operation, management and transfer back of advertising spaces at Gozo Channel (Operations) Limited for the duration of 3 years.

Clarification No. 1

Clarification Requests

Question 1: Article 5: Payments (page 17)

Can you confirm whether the above-mentioned clause is correct? Is the Contractor expected to fork out the full bid amount in advance, prior to selling advertising space?

Answer 1: Article 5: Payments is correct. Contractor is to pay the Contracting Authority the full bid amount for each year in advance when it falls due irrespective if he sells the advertising space or otherwise.

Question 2: 4.2 – Specific Activities (page 22)

- a) Are brand new structures required or can we use existing ones?
- b) If new structures are required, is the Contractor expected to fork out the cost? If yes, will they remain the property of the Contractor who can then remove them after the 3 years?
- c) If Contractor will not be permitted to remove them, will Gozo Channel accept to be invoiced for them?

Answer 2:

- a) Existing frames can be utilized by the Contractor. However, if the Contractor requires or wishes to use new structures, these can be set up when Contracting Authority's approval is granted.
- b) Any costs related to new structures are to be borne by the Contractor. Once the contract expires, all structures are to remain the property of the Contracting Authority. The only exception will be if billboards are installed. In this case, the Contractor can remove these structures, once the contract has expired, at his own expense.
- c) The Contracting Authority cannot and will not be invoiced for any structures that are set up.

Question 3: Article 3: Obligations of the Contractor (page 16) clause 3.3

What permits is this clause referring to? If Gozo Channel issued a tender, shouldn't all permits to install Advertising boards already be in place? How can Contractor be expected to apply for permits on property managed/belonging to Gozo Channel Co Ltd?

Answer 3: This clause refers to any permits than may be required from local authorities for the installation of any new advertisements. This all depends on what the bidder is to submit with his offer. The Contracting Authority will provide any assistance to the Contractor in order to acquire such permits but it will be the Contractor's responsibility to do so.

Question 4: 4.2.8 Examples of Marketing/Advertising Spaces Use (page 25)

- a) Various advertising locations are listed but no mention of quantities and/or sizes. Is there any possibility of supplying this information in order to allow bidders to gauge potential revenue on sales?
- b) If not possible to supply such info, in that case would we have access to the listed sites if we attend the Clarification Meeting, also taking into consideration that photos supplied are of very low quality?

Answer 4:

- a) **With respect to the Contracting Authority's three vessels, quantities and sizes have been uploaded on ePPS as drawings along with the other documents. With respect to the terminals, wall areas were provided in the uploaded photos. Moreover, during the clarification meeting all areas will be viewed.**
- b) **All queries that bidders might have will be clarified and explained during the clarification meeting. All listed sites will be viewed during the clarification meeting.**

All other tender documents, conditions and requirements, which are not superseded by this Clarification, remain in place.