EUROPEAN CENTRAL BANK

EUROSYSTEM

DIRECTORATE GENERAL FINANCE
CENTRAL PROCUREMENT DIVISION

ECB-PUBLIC

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Procurement number: PRO-003666
Contract notice: 2018/S 053-116462

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Language Training for Business Needs

Questions & Answers Round 2

Please find below the ECB answers to submitted questions[1], which the ECB considers to be of general interest. These will be published on the ECB website.

#	Question	Answer
1	Regarding the Response form, will Section 3 be updated to reflect the net turnover figure you are looking for? It is not clear to us, whether we shall fill in the turnover figures or net turnover figures in the existing boxes currently labelled with "Turnover".	The first row of the Table in Section 3.1 of the Response form (Annex 2) ("total turnover") should read as "accumulated total net turnover" within the meaning of the Section III, § 4.2, p. 7, of the Call to express interest. The table will be updated accordingly and published on the ECB website.

[1] The questions may have been partially shortened and/or adapted in order to facilitate reading or for anonymisation purposes.

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Questions & Answers Round 1

#	Question	Answer
1	We have registered on the Electronic Tendering System (SAP) but could not find any information in the RFX section. Could you clarify if it is necessary to use this platform at this stage of the procurement?	It is **not** necessary to use the Electronic Tendering System (SAP) platform at this stage of the procurement. As indicated in the Call to express interest for participating (CEP) (Section II, § 4.1, p. 6), the expressions of interest shall be submitted by interested parties **only via e-mail** to the following address: procurement@ecb.europa.eu. Moreover, the whole documentation for the current procurement phase (Call to express interest for participating) can be downloaded from the ECB website (http://www.ecb.europa.eu/ecb/jobsproc/tenders/html/index.en.html).
2	Could you please confirm that all public clarification questions and responses will be published on the main ECB website (http://www.ecb.europa.eu/ecb/jobsproc/tenders/html/index.en.html) and that no registration or log-in details are required to access them?	We could **confirm** that all public clarification questions and responses (Q&As) will be published on the main ECB website (http://www.ecb.europa.eu/ecb/jobsproc/tenders/html/index.en.html), and that no registration or log-in details are required to access them. In addition, we would like to remind that interested parties **shall regularly access the internet platform (ECB website) to verify whether a Q&A document is published** (CEP, Section II, § 1.4, p. 5).
3	Could you please confirm that any requests for clarification on specific points as mentioned in Section III 1.2 will be sent via email to us and not via internet platform?	We could **confirm** that any requests for clarification on specific points related to the expression of interest for participation (as referred to in the CEP, Section III, § 1.2, p. 7) will be sent via e-mail to the respective interested party and not via internet platform.

4	Regarding Section IV 1.1, could you please confirm that interested parties who are invited to participate in the tender will be notified via email, not via the internet platform?	We could **confirm** that interested parties who are invited to participate in the tender will be notified via e-mail and not via the internet platform. Nevertheless, the status of the Call to express interest for participating (i.e. 'ongoing'/'pending selection decision'/'closed') is available on the ECB's website (http://www.ecb.europa.eu/ecb/jobsproc/tenders/html/index.en.html) and interested parties shall regularly check the status.
5	Could you confirm that when you refer to "subcontractors" you are only referring to partner schools which would provide language training services and not freelance trainers?	For the purposes of procurement procedures, subcontractors are defined as separate legal entities on which tenderers intend to rely to provide the services. However, for the purposes of the current selection phase (Call to express interest for participating), interested parties are **only** required to list those subcontractors on whose capacities the interested party intends to **rely to meet the selection criteria** (please refer to Response form, Annex 2 to CEP, § 2.4). If invited to participate in the tender, interest parties will be allowed to declare further subcontractors during that phase (Five-quote procedure).
6	Regarding the "subcontractors" section, would you require us to provide information solely regarding any subcontractors that would be required to carry out extensive language courses or for ALL subcontractors who may be required to carry out the services. Without having exact details of, for example, in which European cities intensive courses would be carried out, it would be difficult to provide a complete list of which partner schools we might	For the purposes of the current selection phase (Call to express interest for participating), interested parties are **only** required to list those subcontractors on whose capacities the interest party intends to **rely to meet the selection criteria** (please refer to Response form, Annex 2 to CEP, § 2.4). If invited to participate in the tender, interest parties will be allowed to declare further subcontractors during that phase (Five-quote

	need to use.	procedure).
7	Financial eligibility i. Does turnover mean earnings? ii. Does EUR 1.200.000 mean EUR 1.2 million or EUR 1,200.00 €? iii. Does the accumulated total net turnover of the interested party need to be EUR 1.200.000 in each of the three financial years or a combined total of EUR 1.200.000 for the three financial years?	In relation to the financial capacity (minimum requirement as referred to in the CEP, Section III, § 4.2, p. 7), please note the following: i. Differently from earnings, the "accumulated total net turnover" selection criterion within the meaning of the CEP, Section III, § 4.2, p. 7, means the "**gross profit**" (sales revenues minus the cost of goods/services sold); ii. EUR 1.200.000 means EUR **1,2** million (one million two hundred thousand EUR); iii. The accumulated total net turnover of the interested party need to be a **combined total** of EUR 1.200.000 over the last three financial years (**2014-2016**) and not in each of the three financial years.