

## Clarification 03

### 13-ZP-2020 – Mud Pump Liners and Spare Parts

Dear Sirs,

Please find our answers for some questions asked by bidder(s):

ITEM	Bidder Question	Exalo Drilling S.A. Answer.
1.	<i>Will Buyer accept other delivery terms than DDP and Seller's terms and conditions?</i>	The Buyer cannot accept other delivery terms than stated in Unlimited Tender Invitation, Point 3.2 Commercial Offer (prices), Section 1, Point 1, letter c) "[...]should include delivery term (Incoterms 2020) based on DDP (VAT excluded). <b>Other Delivery Terms are not accepted.</b> ".
2.	<i>Will Buyer consider Kandle Oilfield as an acceptable manufacturer in this Tender?</i>	The Buyer accept Kandle Oilfield as a manufacturer for the Part I of the Tender – Mud Pump Liners.
3.	<i>"[...] delivery on ceramic liners on the odd mud pumps, the time for this is a minimum of 10-12wks so we could not apply Section 1, Point 2 F) Short notice up to 21days &amp; G) for Long notice up to 45days. How can we still submit a price for these items?"</i>	The Buyer will not change provisions of Unlimited Tender Invitation, Point 3.2 Commercial Offer (prices), Section 1, Point 2, letter f) and g) about successive deliveries (delivery time). Delivery terms remain unchanged and are as follows: <ul style="list-style-type: none"> <li>- Short notice up to 21 days</li> <li>- Long notice up to 45 days.</li> </ul> The Buyer intends to sign the contract for an indefinite period. Estimated annual demand on liners and spare part, specific delivery dates and MOV (minimum order value) should help the Seller plan and maintain inventory for the Buyer and adhere to Buyer's delivery time.
4.	<i>"Is Exalo accepting non-US Domestic or European manufactured liners and spares?"</i>	All acceptable producers for Liners and Spare Parts are listed in Technical Specification (Appendix no. 1 to Tender Invitation)



5.	<p><i>"We would suggest bid submission to extend to the 18th of June (same time)..[...] Password submission the day after the 19th of June (same time)."</i></p>	<p>We agree to the Bidder's request:</p> <ul style="list-style-type: none"> <li>- Bid submission time 18<sup>th</sup> of June (end of the day)</li> <li>- Password submission the day after – 19<sup>th</sup> of June (end of the day)</li> </ul>
6.	<p><i>"[...]Per Appendix no. 5, [...] for Company Register Documents not older than 3 months. Which documents are you looking for specific?"</i></p>	<p>Depends on company and the country it can be different document that will confirm existence of a company and point out who is the legal representative. It can be Extract From Company Register, Business License, Certificate of Incorporation, Certificate of Good Standing etc. If company representative is not a legal representative according to abovementioned documents, Bidder is obliged to provide power of attorney.</p>

Z poważaniem

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 Kierownik Zespołu Przetargów  
 Tendering Manager  
  
 Krzysztof Sreberski