



Date: May 28, 2021

Title: Air Conditioner Replacement at the Embassy of Canada to Cuba

Solicitation: 21-180632

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The following Questions & Answers is in link with the Request for Proposal document mentioned above.  
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### Questions & Answers #1

- Q1.** It is mentioned in the specifications that there are 3 condensers of 10 tons to be replaced. It is mentioned elsewhere that these condensers should be replaced by a group of 30 ton condensers. To confirm, you are requesting another 3 separate 10 ton units.
- A1.** The Embassy is currently cooled by Mitsubishi City Multi 30 tons, model PUHY-P360TSHMU-A-BS (which consist of by a combination of three (3) 10 tons outdoor units model PUHY-P120THMU-A-BS). Those units are obsolete. The equivalent would be Mitsubishi City Multi, 30 tons, PUHY-P360TSNU-A-BS (which consist of by a combination of three (3) 10 tons outdoor units model PUHY-120TNU-A-BS with twinning kit). Refer to specifications for model selection.
- Q2.** Concerning the bases of the condensers:
- Are the existing foundations concrete or steel?
  - Are there concrete bases supplied by Mitsubishi to be installed on the ground or do we need to pour concrete for the bases?
- A2.**
- Existing foundation are made with concrete.
  - Please refer to clause SOW5.2. To support this clause is a picture at the end of this document.
- Q3.** Can we visit the site to see the condition of the installations? Is it possible to travel as an essential worker if a visit is possible?
- A3.** It is possible to visit the site to see the condition as non-essential worker.
- Q4.** Do you have a list of Cuban suppliers that we could discuss with to act as a local presence for us?
- A4.** Please refer to clause SOW5.16 and mandatory technical criteria MTC1.
- Q5.** Do you currently have a contract with a supplier who performs service on your equipment or do you have a contact in Havana who performs on-call service?
- A5.** No.
- Q6.** We are interested in bidding this project but we do not have any relationships with anyone or any companies in Cuba, does that mean we cannot bid this project?
- A6.** Yes, as it is a mandatory requirement without any exceptions. Any bid received which does not meet all the mandatory requirements specified in the RFP will be rejected.
- Q7.** We are very interested in bidding on the project, we are advanced in the bidding process but we will not be able to provide a price in time given the closure on Monday May 31st. It would be nice to postpone the closing date so that a full submission can be provided.
- A7.** The closing date will be extended to Wednesday, June 2, 2021.



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All other conditions and requirements remain unchanged