

## Attachment

### Questions and Answers.

**Question #1:** Rate for insurance for Europe and America are very different. Do you want to get a one fixed price for both direction or separate for Europe and America?

Answer:

Yes, we want you to establish one fixed price for all directions categorizing them by age ranges.

**Question #2:** Should we indicate in the proposal whether it works for the conflict zone?

Answer:

If in the offer you do not specify insurance for conflict zones, by default we understand that they are not included in your offer. If you have such practice, then you can include them in the proposal separately

**Question #3:** List of 5 clients over the past three year. Should we provide the Recommendation letters or confirming documents from these companies?

Answer:

Any document supporting your statement would be helpful for our technical panel.

**Question #4:** Proposal should reflect the insurance price for each of countries or it should it be a single price for all world?

Answer:

We want you to quote one fixed price for all directions.

**Question #5:** How will we do insurance for people with chronic diseases?

Answer:

Travel Insurance set certain conditions and covers mainly medical emergencies. Please specify those limitations for covering chronic diseases in your offer.

**Question #6:** As we understand, you will pay a minimum under the contract in 150 insurance days, even if you did not use them. How about cases then more insurance days would be required, if they would be more than 2500 insurance days?

Answer:

The contract stipulates a maximum of 2500 insurance days per term/year. Any necessity to exceed this limit will be at the discretion of the U.S. Embassy.

**Question #7:** As we understood, we must give prices for the Base period and 4 Option years ahead. Can we change these prices in the process of fulfilling the contract if the situation on the insurance services will be change on the market?

Answer:

In your offer you can give the different price for each year, but you cannot change the price during performance of the contract (Base Year option + 4 Option Year). Offered prices are considered fixed for 5 years. By calculating prices for 5 years, you should to take into account all the factors that can affects to price and give prices based on this.

**Question #8:** In which currency offers should be provided? Can we indicate price in USD meaning the payment will be made in Sums by Central Bank exchange rate on the date of payment?

Answer:

Yes, you can give the price in USD with remarks that payment should be done in Sums by Central Bank exchange rate on the date of payment. Commercial offer should be submitted from the company to whom the payment will be done.

**Question #9:** According to the legislation of our country, we provide the service upon receipt of payment. Is it possible to work on a contract with prepayment?

Answer:

In respect that the insurance policy is considered valid after receipt of payment, we can consider the possibility of prepayment (FAR 32.404)