



Republic of North Macedonia

Ministry of Finance

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Questions and Answers No.2

GrantEU/SE_01

Deadline for submitting tenders: 07.04.2026

Deadline for request of clarifications from the Contracting Authority: 17.03.2026

Last date on which clarifications are issued by the Contracting Authority: 30.03.2026

QUESTIONS		ANSWERS	
Q1	In the technical specifications for the barriers, we noticed that for one barrier the maximum power consumption is stated as 350 W, while for another barrier it is stated as 100 W. Based on our market research, the power consumption of most commonly used barriers is usually in the range of 300–400 W. Could you please confirm whether the value of 100 W in item 6.8 is correct and intended, or if this may be a typographical error?	A1	Respected please note that the value of 100 W in item 6.8 is typographical error and should be read as 350 W.
Q2	Could you please confirm whether the training certificate is mandatory even in case the offered equipment is from the same manufacturer as the existing VMS?	A2	The requirements of the technical specification are applicable to any tenderer.



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QUESTIONS		ANSWERS	
Q3	Server Architecture (Item 18 & 19) The technical specification refers to two types of servers with a total quantity of three (3) units. Could the Contracting Authority please clarify the intended architecture and the rationale for this configuration? Specifically, is it planned that different border crossing points will operate on separate servers?	A3	The submitted question refers to function of future system in which the equipment will be included. The location of the servers is clearly denoted as part of the HQ.
Q4	Server Networking (Item 18 & 19) Should the specified servers be interconnected within a networked environment, and if so, what network architecture is expected (e.g., centralized or distributed)?	A4	The specified servers will be interconnected within a networked environment and it will be centralized network architecture.
Q5	Document Management Scope Should the platform be capable of managing additional types of documents beyond the ticket specified in the technical description?	A5	Please follow the requirements of the technical specification.
Q6	Ticket Dispenser Alarm I/O (Item 2) The specification references alarm input and output channels for the ticket dispenser. Could the Contracting Authority clarify the intended use of these alarm signals?	A6	Alarm system intents to escalate/initiate notification/communication of some sort. In this case is expected to be 2 channel bi-directional signal configuration.
Q7	Ticket Dispenser Accessibility (Item 2)	A7	Please refer to point 2.11 of the technical specification. In addition shall be taken into account that larger cargo vehicles



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	Should the ticket dispenser be installed in a configuration that allows the driver to access it directly from inside the truck, or is it expected that the driver exits the vehicle to obtain the ticket?		are expected users and the procedures shell not suffer from delays.
Q8	<p>Software License for VMS Base module and Entrance and Exit management module; Software License's for ANPR Cameras for Hik Central; Training (Items 16, 17, 32)</p> <p>The technical specification requires that the system be connected to the HikCentral platform and includes requirements related to compatibility with the existing Video Management System (VMS) installed at the Contracting Authority, including certification requirements associated with the currently deployed VMS platform.</p> <p>Considering that HikCentral is a proprietary platform, such a requirement may limit the possibility of proposing equivalent solutions from other manufacturers. Therefore, we kindly request clarification on whether bidders are permitted to offer functionally equivalent solutions from other vendors, provided that they meet the functional and performance requirements of the project, or whether the use of Hikvision equipment and the HikCentral platform is mandatory. Based on the technical description, the subject of the procurement appears to be a logistics and truck weighing automation system, which primarily manages vehicle flow, weighbridge operations, ticketing, and related process automation. These functionalities appear to be operationally independent from the existing VMS infrastructure.</p>	A8	<p>The tenderer is free to offer any choice of equipment, provided that it is fully compatible with the existing system and meets the required performance and functional criteria, including provision of relevant license for ANPR Cameras.</p>



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<p>6.1 - In this regard, we kindly request clarification on why compatibility with the currently installed VMS is required, and whether the proposed logistics automation solution is expected to integrate directly with the existing VMS platform?</p> <p>6.2 - Could the Contracting Authority please clarify whether this requirement implies that the proposed solution must be based specifically on the Hikvision ecosystem?</p> <p>6.3 - If no direct operational dependency exists between the logistics automation system and the VMS infrastructure, could the Contracting Authority confirm whether bidders are allowed to propose an independent solution that fulfills all functional requirements of the logistics automation system without requiring compatibility with the existing VMS platform and therefore training certifications again for the existing VMS?</p>	<p>6.1 Please note that the equipment shall be integrated into one system which includes VMS as well. HikCentral is an integrated system into the Contract authority infrastructure. Under 3. Supply delivery we clearly define that “All offered equipment must be compatible and fully integrated with the existing HikCentral Video Management System (VMS).”</p> <p>6.2 The contract authority does not imply such requirement. The tenderer is free to offer any choice of equipment, provided that it is fully compatible with the existing system and meets the required performance and functional criteria.</p> <p>6.3 The tender for Supply of equipment for modernisation of border crossing points in the Republic of North Macedonia assume procurement of specific equipment as per the technical specification. The new equipment shall provide basis for upgrade of the current architecture of the management of the border crossings. Therefore the tenderer is free to offer any choice of equipment, provided that it is fully compatible with the existing equipment installed on border crossings and meets the required performance and functional criteria.</p>



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Q9	Info Display (Item 8) Could you please clarify the intended location of the information display? Specifically, should it be installed in the drivers' waiting area or outdoors prior to the entrance to the facility? Additionally, what type of information is expected to be presented on the display?	A9	Please follow the instructions of the technical specification with special attention to point 8.12. Also, please bear in mind that the info display shall support the drivers in their flow through the crossing borders.
Q10	ANPR License Detection (Item 3) The technical specification indicates that the front license plate of each truck should be captured twice: once before the vehicle enters the weighbridge and again when the truck reaches its final position on the weighbridge. Could you please clarify the purpose of this dual reading requirement? According to common ANPR manufacturer guidelines, cameras are typically configured to capture license plates at a defined and fixed vehicle position, usually when the vehicle is stationary in its final position. Attempting to capture license plates at two different vehicle positions using a single camera may reduce reading reliability and increase the likelihood of recognition errors. Therefore, we kindly request clarification on the intended operational requirement and whether two separate capture points are required.	A10	Please follow the instructions of the technical specification with special attention to point 3.30. Further, the actual use and installation of the cameras will be specified in the implementation period of the contract.



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Q11	RS232 to IP convertor (Item 29) Could you please clarify the intended purpose and application of the RS232-to-IP converter specified in the technical requirements? Specifically, which device(s) is it expected to interface with, and what functionality is it intended to support within the overall system architecture?	A11	Please refer to the requirements of the technical specification Item 29: RS232 to IP Converter for weighbridge
Q12	Section 16 – Selection criteria (Capacity-providing entities) Could you please clarify whether a Tenderer may rely on the capacities of another entity (which is not part of a consortium) in order to demonstrate compliance with certification requirements related to the VMS system and its modules, provided that a formal commitment from that entity to make the required resources available is submitted? Additionally, would a declaration of support be sufficient, or is it required to conclude and submit a formal agreement between the entities?	A12	With respect to selection criteria, an economic operator (i.e. candidate or tenderer) may, where appropriate and for a particular contract, rely on the capacities of other entities, regardless of the legal nature of the links which it has with them. For details, please refer to Section 16 Selection criteria of the published Additional Information about the Contract Notice. While the Technical Specifications compliance remain the sole responsibility of the Tenderer.
Q13	Criterion 1 – Average annual turnover In the case of a consortium, could you please clarify whether the requirement of a minimum average annual turnover of EUR 1,800,000 must be fulfilled individually by each consortium member, or whether it may be fulfilled jointly by the consortium as a whole?	A13	Please refer to Section 16 Selection criteria of the published Additional Information about the Contract Notice, specifically: “... <i>In the case of requests to participate or tender submission forms submitted by a consortium, these selection criteria will be applied to the consortium as a whole, unless specified otherwise...</i> ”. The selection criteria shall be fulfilled jointly by the members of the consortium except for the selection criteria



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			where it is specified that must be fulfilled by each member of the consortium individually.
Q14	Technical capacity – Contract value Regarding the requirement stating that the candidate must have completed supplies under at least one contract with a value not less than EUR 700,000, could you please confirm whether this requirement must be met through a single contract, or whether it may be demonstrated through several contracts with a combined value equal to or exceeding this threshold?	A14	In accordance with the requirement under section 16.3 of the published Additional Information about the Contract Notice: “ <i>The candidate has completed supplies under at least 1 contract ...</i> ”, the tenderer should present reference in the relevant field implemented under one individual contract within the four years’ period with a value not less than EUR 700,000. Multiple contracts summing the totals to the required amount shall not be considered.
Q15	Consortium documentation Could you please clarify what type of documentation is considered acceptable as proof of a consortium between companies submitting a joint tender?	A15	A tenderer submitting the tender as a consortium is not required to have a specific legal form at the time of tender submission. However, the tender must clearly demonstrate the existence of an agreement between the consortium members, typically through a joint statement, power of attorney, or consortium agreement, confirming their intention to act jointly and identifying the lead member.
Q16	Criterion 4 – ISO certificates With reference to the professional capacity requirements regarding ISO	A16	The tenderer should provide evidence that all the equipment for each item offered is produced by a manufacturer who is



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	9001, ISO 14001:2015, and ISO 45001:2018, could you please clarify whether these certificates may also be provided by the manufacturer of the proposed equipment or by a capacity-providing entity, provided that the Tenderer submits appropriate documentary evidence demonstrating that these entities will be involved in the execution of the contract?		accredited with ISO 9001 Certificate, ISO 14001:2015 Certificate and ISO 45001:2018 Certificate. Please also refer to Section 16 Selection criteria of the published Additional Information about the Contract Notice, Capacity-providing entities.
Q17	Item 1 – Info Display Could you please clarify the intended location of the information display? Specifically, should it be installed in the drivers' waiting area or outdoors prior to the entrance to the facility? Additionally, what type of information is expected to be presented on the display?	A17	Please follow the instructions of the technical specification with special attention to point 1.18 as part of the Item 1: All-in-One ANPR, Barrier and Info Display manager.
Q18	Item 29 – RS232 to IP Converter for weighbridge Could you please clarify the intended purpose and application of the RS232-to-IP converter specified in the technical requirements? Specifically, which device(s) is it expected to interface with, and what functionality is it intended to support within the overall system architecture? Additionally, if the weighbridge instrument already includes a TCP/IP port, would the converter still be required?	A18	Please refer to the requirements of the technical specification Item 29: RS232 to IP Converter for weighbridge. The converter is required in any case.



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Q19	Weighbridge platform – Item 30.2.1.5 Should the weighbridge platform be fully covered with a minimum 10 mm sheet thickness as described in section 30.2.2.3, or should it be open in the middle? These represent significantly different types of weighbridge designs and appear inconsistent with the requirements described in section 30.2.	A19	Please refer to the CHANGE No. 2 TO TENDER DOSSIER (CHANGE NOTICE) published on 09.03.2026
Q20	Steel tread surface – Section 30.2.2 Would it be acceptable, instead of the requirement described in section 30.2.2.1, to propose a ribbed, non-slip sheet metal surface with high resistance to bending and yielding, or a mixed-type surface combining concrete and metal?	A20	Please refer to the CHANGE No. 2 TO TENDER DOSSIER (CHANGE NOTICE) published on 09.03.2026
Q21	Foundation – Section 31.3.1 As described in section 31.4.1.1 (reinforced concrete pit with minimum C40 concrete quality), could you please clarify whether new foundation pits for the new weighbridges are required to be constructed?	A21	Please refer to point 31.7 of the CHANGE No. 2 TO TENDER DOSSIER (CHANGE NOTICE) published on 09.03.2026, with special attention to point 31.7.4.
Q22	Weighbridge platform – Section 31.2 The specification states that the weighbridge shall be made of two or more segments. Would it be acceptable to propose a mixed steel/concrete weighbridge consisting of one segment, or alternatively two or more segments?	A22	Please follow the instructions to point 31.2.1 of the CHANGE No. 2 TO TENDER DOSSIER (CHANGE NOTICE) published on 09.03.2026