

Request for Quotation: Responses to Questions

Subject RFQ #: Field/217727/Vehicle Purchase/Fixed Unit Price Contract-2020

Question 1:

- Anticipated Contract Term: Maximum delivery time for vehicles to be made once the purchase order is signed by the selected vendor is 30 days (within US) or 90 days (to Nigeria).
 - Does this mean 90 days for vehicle production and delivery? It is standard 90-120 days to build a new Ford vehicle + lead time for delivery.

Palladium response: The vehicles are requested to be available for collection by a Palladium contracted logistics company within 30 days of agreement signature or to be delivered to port in Nigeria within 90 days of agreement signature.

Question 2:

- You indicate a preference for leather seats.
 - In the Ford Explorer 2020, this requirement means a certain trim level vehicle is necessary, hence a higher price. If you are looking for Lowest Price Technically Acceptable, Is this feature still a must-have (i.e. is a lower price more important than leather seating if the vehicle still offers substantial safety and technological features)?

Palladium response: Leather seats are one of the minimum specifications required.

Question 3:

- Can we submit our offer with pricing for one vehicle but 2 trim options for you to compare features / costs?

Palladium response: Yes.

Question 4:

- Extended warranty is mentioned and certainly available
 - What are your warranty expectations in terms of duration?

Palladium response: Example pricing for possible warranty extensions where available should be included as a separate item. As this is an option and not part of the Lowest Price Technically Acceptable Criteria it will not affect the evaluation.

Question 5:

- I am not able to find the details related to the payment and please can you confirm your requirements?

Palladium response: In accordance with Clause 29.1 of the contract copy attached to the Request for Quotation: *Unless otherwise provided, terms of payment shall be net thirty (30) days from the latest of the following: (i) the Company's receipt of the Contractor's proper invoice; or (ii) acceptance of the Work by the Company.*

Question 6:

- We can offer net cash upon ordering only unless we are running a credit approval application for the request. In this connection we will need a set of audited accounts for the latest year, 2018 or 2019, and I cannot find this one your website. Can you forward a copy of the audited accounts in case you require credit?

Palladium response: Please include details of your requirements as part of the payment terms for the quotation.