

PRE-PROPOSAL CONFERENCE
&
FORMAL
QUESTIONS AND ANSWERS - #1
SOLICITATION Nº 19PA1020Q0003
Solicitation insurance for official vehicles

The U.S. Embassy Asuncion convened a pre-proposal conference on Friday, February 14th, 2020 at 09:30am for the above referenced solicitation "Insurance for official vehicles". Seven firms participated in this pre-proposal conference: Aseguradora Yacyreta S.A. de Seguros y Reaseguros, Aseguradora Paraguaya S.A., Mapfre Paraguay Compañía de Seguros S.A., Patria S.A. de Seguros y Reaseguros, Aseguradora Tajy Propiedad Cooperativa S.A. de Seguros, Regional Seguros S.A. and La Rural S.A. de Seguros. The questions and answers below are responsive to the inquiries received at and after this meeting. Prospective bidders have an additional opportunity to submit questions to the Embassy regarding this solicitation. The deadline for submission of formal questions is February 19th, 2020. The questions must be submitted to U.S. Embassy Asuncion, Mariscal Lopez 1776, Asuncion Paraguay. Questions may be hand delivered or sent via e-mail: AsuncionContracting@state.gov.

QUESTION 1

SECTION 1 - SCHEDULE OF SUPPLIES/SERVICES.

Referring to section L, point #2. Mention that you need a contact who can speak and write in English. Is it mandatory to speak English?

A: It will be good to have at least one of the Managers capable of speaking in English so this person can explain and/or present a special case if necessary to the GSO or the MO. It is not necessary for the daily communication between our office and the insurance company.

QUESTION 2

SECTION 1 – SCHEDULE OF SUPPLIES/SERVICES.

Regarding the coverage of Third Party Liability, although it details the coverage by event. In case of an accident (an event) resulting in death two people, the amount of Gs. 250,000,000. Would it be for both people or for each one?

A: Our experience with previous insurance companies is that this amount of money is divided by the number of dead people caused by the car accident. For example:

- ✓ If there is only one death person, the insurance company decides/negotiates how much of the Gs. 250,000,000 they will use to indemnify the family of the deceased.
- ✓ If there are 2 death persons, the insurance company decides/negotiates how much of the Gs. 250,000,000 they will use to indemnify each of the 2 families of the deceased.
- ✓ If there are 3 death persons, the insurance company decides/negotiates how much of the Gs. 250,000,000 they will use to indemnify each of the 3 families of the deceased.

Gs. 250,000,000 is the unique amount of money to be used to indemnify the family/ies in each event without taking into consideration how many death persons resulted in the car accident.

QUESTION 3

SECTION 1 – SCHEDULE OF SUPPLIES/SERVICES.

Could the Embassy please provide the history of accidents of the vehicles during the last 5 years?

A: Approximately 30 car accidents in 5 years.

QUESTION 4

SECTION 1 – SCHEDULE OF SUPPLIES/SERVICES.

Could you please provide the average amount of services used (crane and / or Roadside assistance)?

A: Roadside assistance: this is the first time we are asking for the roadside assistance to be included in the contract so we do not have any historical record. Tow truck services: we requested to use the tow truck between 10 to 15 times in 5 years.

QUESTION 5

SECTION 1 – SCHEDULE OF SUPPLIES/SERVICES.

In the coverage of Third Party Liability, the Ceasing Profit; Should we also cover the officials employees working for the Embassy?

A: The loss of income (lucro cesante) should only apply to third parties involved in the car accident and not to the US Embassy employees.

*****NOTHING FOLLOWS*****