



20th March 2024

REFERENCE NUMBER: SPD3/2024/026

**TENDER FOR THE SUPPLY, DELIVERY OF SEVENTEEN (17) LASER PROJECTORS AND  
THE INSTALLATION OF SIXTEEN (16) MOUNTED ADAPTOR BRACKETS AT THE  
CITTADELLA VISITORS' CENTRE IN VICTORIA, GOZO**

**Clarification No. 2**

---

**Clarification Request**

---

Question 1: Would the contracting authority consider an alternative solution that meets the same specifications and functionalities with regards to throw ratio, rather than supplying a projector that must adhere to the provided lens? This would also guarantee the warranty terms of the new projector without the necessity of using an old lens.

**Answer 1:** Bidders are informed that offers are to strictly align to the published terms and conditions of the published tender document. The terms and conditions are based on the exigencies of the contracting authority, keeping into consideration various aspects such as but not limited to quality, compatibility to actual infrastructure, maximization of investment and life-cycle process, maintenance, operational efficiency and reliance on additional stream of spare parts.

Question 2: We can offer a solution which will include new laser projector bodies which are currently produced (i.e. not end of life) and NEW lenses, manufactured by the worldwide leading brand in terms of projector sales for the past 20 years. Our solution would offer a museum experience which will be as good as, or better than, the hardware requested in this tender. We assume that the reason this tender is requesting that only the body of the projector is changed goes to show that the Sectoral Procurement Directorate is trying to spend the least possible by salvaging the existing lenses. Lenses are indeed a large portion of the cost of a projection solution. Having said that, we believe we can tender with a solution (i.e. new laser projectors and new lenses) which will cost less than the requested body of the Panasonic projector on its own. Since "it is understood that the contracting Authority will accept equivalent standards" (as per the Technical Offer document which is part of this tender) we hereby request that you do not turn down an offer which –while using a different brand, different technology and not fitting the Panasonic lenses - will produce an end result (i.e. projection at a tourist

---



attraction at the Cittadella) which will match or better the projection that the requested Panasonic bodies are capable of, possibly at the most competitive price.

**Answer 2: Please refer to Answer 1 above.**

Question 3: Is it required to supply any lenses with the projectors? Or just to be compatible with Panasonic ET-DLE085 lens as per article 2.6

**Answer 3: Supplying any lenses with the projectors is not a requirement. As per Article 2.6 in Section 3 of the tender document, projectors need to be compatible with Panasonic ET-DLE085 zoom lens 0.75-0.93:1.**

---

All other tender documents, conditions and requirements, which are not superseded by this Clarification, remain in place.

*Sectoral Procurement Unit 3*  
*Sectoral Procurement Directorate*