

**TENDER FOR THE DESIGN, CONSTRUCTION, AND MANAGEMENT OF THE MALAYSIA  
PAVILION AT THE MOBILE WORLD CONGRESS (MWC) 2025 IN BARCELONA**

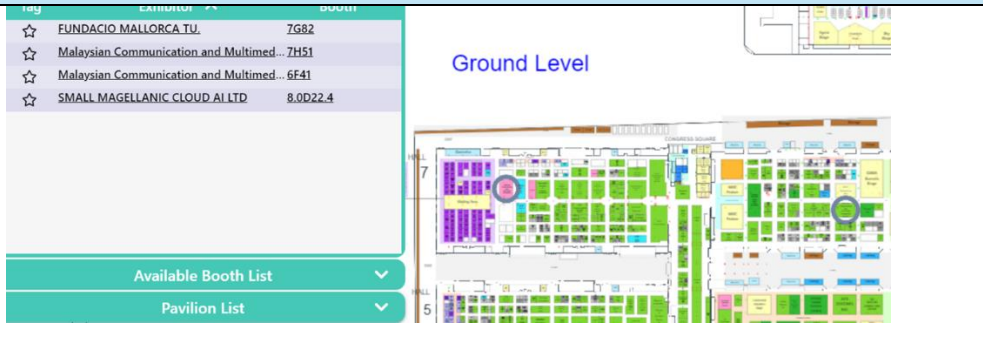
**Tender No: MCMC/IAD/RMAD(01)/MWC\_2025/TC/10/24(09)**

**Questions & Answers**

No	Question	MCMC'S Feedback
<b>Scope of Work</b>		
1	Could you elaborate on the type of registration system completed at the Malaysia Pavilion at MWC 2024? Is it the lead tracker app provided by MWC?	The registration system is based on the lead tracker app provided by MWC.
2	What is the F&B arrangement that you require? For example, would you need packed meals delivered to the stand for booth staff lunch, light refreshments for visitors, or coffee for an open flow throughout the event?	Please refer to section 5 of the Tender Document for detail arrangement of the event F&B.
3	Regarding the Malaysia Batik Shirts – are these intended as giveaway items for all visitors, or for a specific group?	Please refer to section 5 of the Tender Document for detail requirement for Malaysia Batik Shirts
4	Will there be any artwork design requirements that we need to provide for the pavilion?	Yes. Please refer to section 5 of the Tender Document for detail requirement.

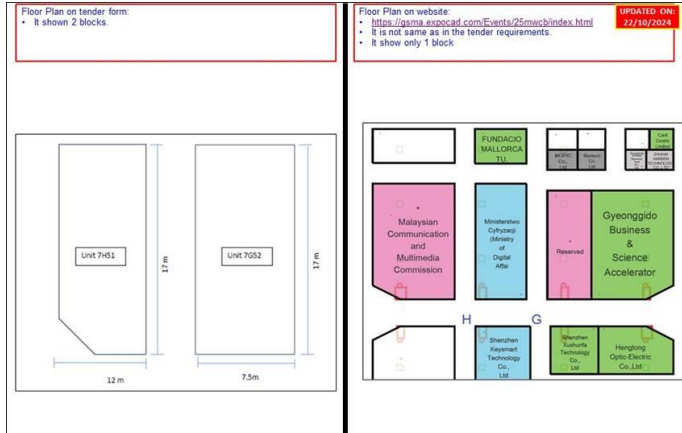
No	Question	MCMC'S Feedback
5	Besides the launch, will there be any presentation sessions conducted on the big screen during the event?	Yes, there will be presentation sessions on the big screen
6	The mandatory requirements section of the brief states that the tenderer must provide evidence of experience in organizing large-scale international event pavilions at Fira Gran Via over the past eight years. Could this be a deal breaker? I suspect that not many Malaysian companies possess this specific experience, although they may have relevant experience in other countries. Additionally, according to my online research, 2024 marks the first year that Malaysia is participating in the MWC event hence making the pool of qualified companies smaller.	It is a mandatory requirement for the tenderer to provide evidence of experience in organizing large-scale international event pavilions at Fira Gran Via over the past eight years.
7	May I know how many of stakeholder will be join in the pavilion and what are their requirement.	Approximately 10–15 organizations from 5 verticals will exhibit to showcase their products/technologies. However, there will only be 5 exhibition booths aligned with the 5 verticals. The tenderer will provide booth sections equipped with LED screens, tables, chairs and other requirements as stated in the Section 5 of the Tender Document.
8	<p>Referring to Appendix J, should it be two blocks of the pavilion? And checking through the floor plan website, there are two different booth location.</p> <p>If yes, should the requirements are same apply to each pavilion? For example, both pavilion required two meetings room (upper deck) on one pavilion or one meeting room only.</p>	MCMC is currently finalizing the pavilion space with the organizer. For tender submission, kindly use the floor plan as provided in Appendix J.

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9 40.6.2.Pavilion Site Location: Unit7G52 and Unit7H51, Hall 7. Refer link <https://gsma.expocad.com/Events/25mwcb/index.html> for the exhibition Hall 7 site location and floor plan.

- The floor plan given in attached tender is not same with the floor plan on the link above. Can you advise which are the correct floor plan?



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10	<p>40.6.3 It is must be fully occupied one-third of the space even it is doesn't need to use that much of space? As of GSMA (organiser), if double deck, they will charge the double deck floor space, is this need included in the budget given?</p>	<p>Dear Tenderer, kindly provide the design as per requirement in the Section 5 of the Tender Document.</p>
11	<p>40.6.4 May I know what does it mean by vertical up to 5 verticals?</p>	<p>MCMC has provided list of potential/proposed verticals in Appendix J. Tenderer is required to propose and design pavilion concept accordingly.</p>
12	<p>40.7 1. May I know what do we need to do with the delegates? 2. Are we only need to propose design for 15 exhibitors and this nothing related with delegates, correct?</p>	<p>Kindly refer to Section 5 of the Tender Document.</p>
13	<p>42.1.3.3. 5 May I know what are the 5 exhibition sections?</p>	<p>Please refer to Appendix J in Tender Document for the 5 verticals (exhibition sections).</p>
14	<p>42.1.3.10.</p> <ol style="list-style-type: none"> <li>1. Is this 7 units of LED TVs 50-inch is part of the 15 exhibitor?</li> <li>2. IF NOT, this is for which area? As if only for VIP/Holding room and meeting room, it should be: <ul style="list-style-type: none"> <li>• 1 x VIP room</li> <li>• 2 x meeting room in total, each meeting room 1 TVs. Total will be 2 meeting rooms.</li> </ul> </li> <li>3. In total, it will be only 3 TVs for VIP room and meeting rooms. <ul style="list-style-type: none"> <li>• May I know where is the others 4 units of LED TVs will be located?</li> </ul> </li> </ol>	<p>7 units of LED TVs 50-inch are for:</p> <ul style="list-style-type: none"> <li>• the 5 verticals section (10-15 exhibitors)</li> <li>• 2 meeting rooms.</li> </ul> <p>VIP/holding room: Only external screen display is needed for booking purposes.</p>

No	Question	MCMC'S Feedback
15	42.6.2. May I know: <ol style="list-style-type: none"> <li>1. Total how many 6-seater cars?</li> <li>2. Duration from when to when?</li> <li>3. Daily From what time to what time?</li> </ol>	MCMC does not determine the detail requirement on this matter. However, tenderer may propose accordingly. i.e. 2 unit of 6-seater car, on standby from 7.30am- 10pm daily.
16	42.6.4 May I know: <ol style="list-style-type: none"> <li>1. The usherers must be Malaysian or it can be local European?</li> <li>2. The receptionist must be Malaysian or it can be local European?</li> </ol>	Tenderer can propose accordingly.
17	42.7. <ol style="list-style-type: none"> <li>1. Is there require a chef team for VIP breakfast or lunch or teatime section? Or will be as stated in</li> <li>2. 42.7.2. Provide light refreshments for around 150 visitors daily at the Malaysia Pavilion will include a variety of Malaysian cuisine such as Roti Jala, Satay, Dim Sum, Pau, Vadai, Teh Tarik, Teh O, and local snacks. This will also cater to VIPs and guests of honour at the Malaysian Pavilion.</li> <li>3. This is sufficient?</li> <li>4. IF Yes require a chef team, what kind of food is preferred? Or will it be requiring a chef from Malaysia to serve VIP's?</li> </ol>	MCMC does not state the requirement in the Tender Document. However, tenderer may propose if feel necessary.
18	42.8. Performance (Hologram Dancers) <ol style="list-style-type: none"> <li>1. Is this going to performance daily? Or only during launching?</li> </ol>	The hologram will be play/perform during the launch and throughout the event.

No	Question	MCMC'S Feedback																										
19	<p>Appendix J</p> <ol style="list-style-type: none"> <li>1. May I know what is this mean for proposed verticals?</li> <li>2. Among of these 12 potentials group, we need to have 5 sections for it?</li> <li>3. Is the 15 exhibitors in these 5 groups?</li> </ol>	<p>Yes, from the list of potential/proposed verticals in Appendix J. Tenderer is required to propose and design pavilion concept up to 5 verticals from the list. Tenderer will be informed on the finalized 5 verticals (booth / exhibition) later.</p>																										
20	<p><b>Exhibitor Placement:</b> Could you please clarify the placement of the 13 exhibitors? Will they be integrated within the MCMC main booth or positioned in a separate area?</p>	<p>The 13 list are the potential/proposed vertical. As stated in Appendix J, Tenderer is required to propose and design pavilion concept up to 5 verticals from the list.</p>																										
21	<p><b>Exhibitor Priority:</b> Among the 13 exhibitors, what is the priority ranking? Specifically, is the telecommunications company listed as #13? We noticed there are only 12 in the provided list. Appreciate your kind assistance on this.</p> <table border="1" data-bbox="233 821 600 1068"> <thead> <tr> <th>No</th> <th>Potential/Proposed Vertical</th> </tr> </thead> <tbody> <tr><td>1</td><td>Broadcasting</td></tr> <tr><td>2</td><td>Agriculture</td></tr> <tr><td>3</td><td>Smart City</td></tr> <tr><td>4</td><td>Education</td></tr> <tr><td>5</td><td>Manufacturing</td></tr> <tr><td>6</td><td>Healthcare</td></tr> <tr><td>7</td><td>Oil &amp; Gas</td></tr> <tr><td>8</td><td>Financial</td></tr> <tr><td>9</td><td>Logistics and transportation</td></tr> <tr><td>10</td><td>Smart600</td></tr> <tr><td>11</td><td>NADI (Telemedicine)</td></tr> <tr><td>12</td><td>Food &amp; Beverages (F&amp;B)</td></tr> </tbody> </table>	No	Potential/Proposed Vertical	1	Broadcasting	2	Agriculture	3	Smart City	4	Education	5	Manufacturing	6	Healthcare	7	Oil & Gas	8	Financial	9	Logistics and transportation	10	Smart600	11	NADI (Telemedicine)	12	Food & Beverages (F&B)	<p>Yes, from the list of potential/proposed verticals in Appendix J. Tenderer is required to propose and design pavilion concept up to 5 verticals from the list. I.e. The list of proposed vertical as per table arrangement.</p>
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12	Food & Beverages (F&B)																											
22	<p><b>Booth Layout:</b> We observed a discrepancy in the booth numbers. The MWC website indicates MCMC's locations as 7H51 and 6F41, while your briefing document mentions 7H51 and 7G52. Could you confirm the final booth number and specify which one will require the connecting/roof structure? For reference, here's the link to the MWC layout: <a href="#">MWC Layout</a>.</p>	<p>MCMC is currently finalizing the pavilion space with the organizer. For tender submission, kindly use the floor plan as provided in Appendix J.</p>																										

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23	<p><b>Height Limitations:</b> What is the maximum height permitted for the structure in the entire area? How tall/high can the structure be?</p>	<p>Tenderer may propose based on requirements by the organizer. Tenderer can refer to the Fira de Barcelona weblink - <a href="http://www.firabarcelona.com/en/">www.firabarcelona.com/en/</a> and MWC 2025 Barcelona link - <a href="http://www.mwcbarcelona.com">www.mwcbarcelona.com</a> for guidance.</p>
24	<p><b>Creative Options Submission:</b> Due to time limitation, would it be acceptable for us to submit one complete creative option along with two high-level conceptual ideas? We will still submit 3 options for you to choose from, with only 1 with a detailed drawing, 2D, 3D, layout etc related.</p>	<p>Please adhere to the requirements as per section 5 of the tender document.</p>
25	<p><b>Structure Connection:</b> The layout suggests there are two distinct structures. Is it possible to connect the roof/pelmet between them?</p>	<p>MCMC is currently finalizing the pavilion space with the organizer. For tender submission, kindly use the floor plan as provided in Appendix J. For pavilion construction, Tenderer can refer to the Fira de Barcelona weblink - <a href="http://www.firabarcelona.com/en/">www.firabarcelona.com/en/</a> and MWC 2025 Barcelona link - <a href="http://www.mwcbarcelona.com">www.mwcbarcelona.com</a> for guidance.</p>
26	<p><b>Rigging Points:</b> Are rigging points available for use, and if so, could you provide information on any associated costs, if any or is it already part of your booth cost?</p>	<p>For pavilion construction, Tenderer can refer to the Fira de Barcelona weblink - <a href="http://www.firabarcelona.com/en/">www.firabarcelona.com/en/</a> and MWC 2025 Barcelona link - <a href="http://www.mwcbarcelona.com">www.mwcbarcelona.com</a> for guidance. The proposal shall include all related costs accordingly.</p>
27	<p>Can you confirm, our proposal should be in two block of the pavilion (both with double deck) and the budget are also in two blocks?</p> <ul style="list-style-type: none"> <li>• If yes, should we split the 5 vertical stakeholder into two pavilions? Or each pavilion should have 5 verticals?</li> </ul>	<p>You may refer to Notice of Amendment issued on 29<sup>th</sup> October 2024 on the changes of pavilion layout.</p>

No	Question	MCMC'S Feedback
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28 As we are not familiar with the tender submission, are we have to list down all paragraphs or subparagraphs in Section 5 like in attached? Can you please confirm?

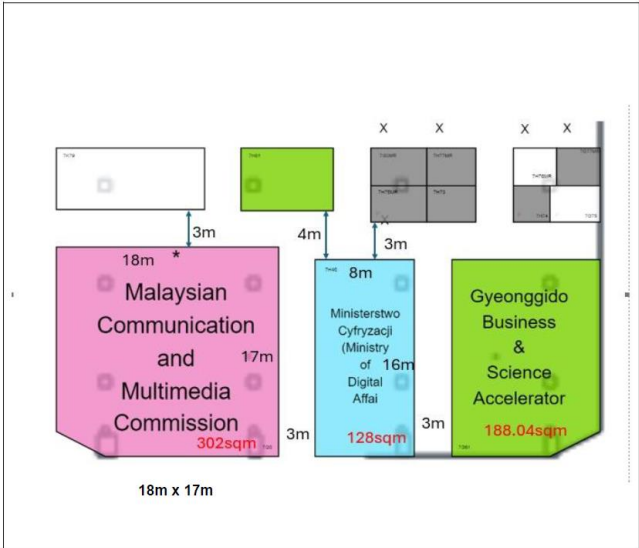
**TERHAD**

**APPENDIX G**

**STATEMENT OF COMPLIANCE TO THE TERMS AND CONDITIONS OF SCOPE OF WORK AND SPECIFICATION)**

Paragraph/ Subparagraph  (1)	Description  (2)	"Comply" or "Not Comply"  (3)	Remarks  (4)	References to Annexure (if any) (5)
40		Comply	NA	NA
40.1		Comply	NA	NA
40.2		Comply	NA	NA
40.3		Comply	NA	NA
40.4		Comply	NA	NA
40.5		Comply	NA	NA
40.6		Comply	NA	NA
40.6.1		Comply	NA	NA
40.6.2		Comply	NA	NA

Yes. Attached documents sample is the right format for Appendix G: STATEMENT OF COMPLIANCE TO THE TERMS AND CONDITIONS OF SCOPE OF WORK AND SPECIFICATION. However, please ensure to put remarks of annexure or note where applicable.

No	Question	MCMC'S Feedback
29	<p>7.1 The tender submission shall be prepared in the manner prescribed herein and shall be submitted at the place stipulated in subparagraph 8.11 below <b>on or before 12.00 noon on 5 November 2024.</b></p> <p>The tender submission shall be prepared in the manner prescribed herein and shall be submitted at the place stipulated in subparagraph 8.11 <b>below on or before 12.00 noon on 12 November 2024.</b></p> <p><b>As per the highlight above, does this mean our submission has been extended to 12 Nov before 12noon?</b></p>	<p>Yes. The submission date has been extended from 5<sup>th</sup> November 2024 to 12<sup>th</sup> November 2024.</p>
30	<p><b>Amended Pavilion Space Layout</b></p> <p>Below is the guide site layout plan concept of Unit 7H51, Hall 7. Tenderer is to propose according to potential verticals up to 5 verticals. Tenderer can refer to the link in subparagraph 40.6.2 for the actual floor plan</p>  <p>(The rest of this page has been intentionally left blank)</p>	<p>Yes. The new pavilion site is as per the Notice of Amendment.</p>

No	Question	MCMC'S Feedback			
	<p><b>Meaning from the earlier 2 separated block has been combined become 1 whole Pavilion. Am I correct?</b></p>				
31	<p><b>Is the 10mins presentation video inclusive our design rationale and our inspiration come from?</b></p>	<p>Dear Sir</p> <p>The instruction for the video presentation is per appendix J.</p> <p>Thank You</p> <table border="1" data-bbox="1207 618 2045 1101"> <tr> <td data-bbox="1207 618 1262 1101">6</td> <td data-bbox="1262 618 1507 1101"> <p>Video Presentation (Pitch)</p> <p><b>Without company name or logo</b></p> </td> <td data-bbox="1507 618 2045 1101"> <p>Overview: Below 10 Minute video presentation. The video should cover key aspects including the pavilion's design concept, construction methodology, and innovation.</p> <p>Key Sections:</p> <ul style="list-style-type: none"> <li>• Introduction</li> <li>• 3D Design Concept (Highlight key design elements and visitor experience)</li> <li>• Construction Methodology (Timeline, material selection, safety protocols)</li> <li>• Technological Innovation (Digital displays, visitor engagement tools)</li> <li>• Sustainability &amp; Compliance (Eco-friendly materials, adherence to regulations)               <ul style="list-style-type: none"> <li>• Conclusion: Reassure on-time delivery, and offer a brief concept of the launching video.</li> </ul> </li> </ul> <p>The tenderer is required to submit the video in MOV, MKV, MP4 or MPEG format, whichever is convenient in separate thumb drive (preferably MP4).</p> </td> </tr> </table>	6	<p>Video Presentation (Pitch)</p> <p><b>Without company name or logo</b></p>	<p>Overview: Below 10 Minute video presentation. The video should cover key aspects including the pavilion's design concept, construction methodology, and innovation.</p> <p>Key Sections:</p> <ul style="list-style-type: none"> <li>• Introduction</li> <li>• 3D Design Concept (Highlight key design elements and visitor experience)</li> <li>• Construction Methodology (Timeline, material selection, safety protocols)</li> <li>• Technological Innovation (Digital displays, visitor engagement tools)</li> <li>• Sustainability &amp; Compliance (Eco-friendly materials, adherence to regulations)               <ul style="list-style-type: none"> <li>• Conclusion: Reassure on-time delivery, and offer a brief concept of the launching video.</li> </ul> </li> </ul> <p>The tenderer is required to submit the video in MOV, MKV, MP4 or MPEG format, whichever is convenient in separate thumb drive (preferably MP4).</p>
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<b>General</b>		
1	Can any company that meets the requirements participate, even if they are not registered in MSMART and did not attend this morning's briefing?	Yes. The tenderer can participate in the tender even they are registered in MSMART and did not attend this morning's briefing. The tender requirements can be found through the link below:  <a href="https://mcmc.gov.my/ms/procurement-notice/tenders">https://mcmc.gov.my/ms/procurement-notice/tenders</a>
2	It is stated that the interested tenderer is required to pay a deposit of RM10,000 before submitting the tender. Will this amount be refunded if the tenderer does not win the project? Please advise. Looking forward to your soonest reply .	Yes. The Tender Deposit will be refunded to the unsuccessful tenderer once tender award process completed.