SUPPLY OF REMOTELY OPERATED VEHICLES AND SIDE SCAN SONAR EQUIPMENT IN THE SCOPE OF THE BORDER MANAGEMENT PROGRAM FOR THE MAGHREB REGION (BMP-MAGHREB) –TUNISIA COMPONENT

Identification number: ICMPD/20.022/SUP/BMP/ROS/TUN

CLARIFICATION N° 2
Updated on 10 August 2020

The following questions of general interest to all prospective tenderers have been raised in the course of the tender procedure.

Question 1:
Selection criteria: Can you please clarify whether minimum turnover (Lot 1 (EUR 377,000) and lot 2 (EUR 110,000)) is:

(1) the company turnover per year;
(2) Turnover related to Sales of ROV;
(3) Turnover related to sales of ROV with similar specification to the one in the RFP.

Answer 1:

The minimum turnover as requested for under contract notice (selection criteria: Economic and financial capacity) is average annual turnover of the company, which must be at least EUR 377,000 (for lot 1) and EUR 110,000 (for lot 2). The average annual turnover shall be calculated taking into account financial data for the last three years for which accounts have been closed.

Question 2:
Taxes: It is stated in Art. 12 Taxes and other charges, that the tenderer should refer to Article 11.3 of the Euro Mediterranean Agreement between the European Commission and the Republic of Tunisia for further information about applicable taxes/duties on the goods.
After refereeing to this document, we found no correspondence between the known CN code of our products and the CN codes mentioned in the agreement. Could you please confirm if the required items for this bidding process are subject to import taxes and duties?

**Answer 2:**

ICMPD is exempted from import taxes and duties in Tunisia. The exemption certificate can be provided after written request via email.

**Question 3:**

Origin of goods and Transportation:

(1) Do you confirm that the Remote operated vehicles of the lot n°1 must necessarily be manufactured in a country member of the European Union?

(2) Does the EUR1 certificate supply a privilege of customs duties or other fees exemption during the DDP delivery process? Does the Tunisian National Guard has a privilege which would exempt them from customs duties on importation of goods, or from local VAT?

(3) Will authorization by the local approval agencies be necessary for the customs clearance in Tunisia?

**Answer 3:**

(1) The Remote operated vehicles of LOT 1 may originate from any country as per the derogation that has been made for this tender. Please refer to the “instruction to tenderers document”, section 4 “origin”, page 3.

(2) ICMPD is exempted from import taxes and duties in Tunisia.

(3) This question will be answered after the signature of contract, and the beneficiary (National Guard) will assist with the clearance and authorizations if required.

**Question 4:**

Technical specifications: General:

Do only the 100% technically fully compliant offer be considered? Or offers not fully compliant can be also considered?

**Answer 4:**

Only 100% technically compliant offers will be considered.
**Question 5:**

Technical specifications: Model of ROV:

Would it be possible to define the category of ROV required through the specifications? Indeed, the specifications requirement let the possibility to the most of ROV manufacturers to be compliant; but the performances and prices of ROVs change a lot depending on the category (Micro ROV? Mini ROV? Observation Class ROV?)

**Answer 5:**

The aimed category is Mini ROV which, in our vision, should meet our technical specifications and budget. However, if any of the other categories will meet the specifications it will be considered technically compliant.

**Question 6:**

Technical specifications: Speed of ROV:

It is required that the ROV has to move at 3kn speed. Would it be possible to define the minimum thrusting required by axes of movements? (Forward, backward, lateral and up/down).

**Answer 6:**

The 3kn are for forward/backward movements. For other axes of movement, the speed should be at least 1kn.

**Question 7:**

Technical specifications: Payload:

It is required a payload ROVs to embed at least one additional sensor/actuator. Can you please define the minimum payload required, power supply and communication protocol of the additional sensor/actuator which could be added in the future? This information is really important to define the type of ROV required.

**Answer 7:**

“Please advise your standard payload interface in terms of power supply, communication protocol, weight and which type of sensor/actuator that can be supported”.
**Question 8:**

Technical specifications: Transportation case:

It is required maximum two transportation cases, but a ROV system is usually composed of 3 items: control unit, winch with umbilical cable and vehicle. Can you please clarify why only two transportation cases are required.

**Answer 8:**

We’ve estimated that control unit and vehicle can be in one case and the winch with the umbilical within the second one. If you’re configuration can’t be packed with 2 cases for transportation, we can consider a maximum of 3 cases.

**Question 9:**

It is requested for ROVs, Other, Mutliplex or equivalent capability: Please clarify what do you mean with Mutliplex?

**Answer 9:**

We meant the ability to use one connector/port to attach different types of sensors/actuators, some technology like CAN bus, I2C, VDSL or any equivalent protocol.

**Question 10:**

Delivery: it is stated that “all items must be initially delivered to the beneficiary's headquarter in Tunis, Republic of Tunisia for verification. Selected bidder must then sort and pack the equipment / items for delivery to different locations in Tunisia for final delivery and installation. The exact information related to the specific items and quantities per each location will be given to the selected bidder after delivery to the beneficiary's headquarter in Tunis and verification”.

Could you please confirm whether transport costs from headquarters to final destinations will be borne by the Bidder or by the Beneficiary? If cost are to be supported by the Bidder, could we know what will be the final destinations so we can assess transport cost?

**Answer 10:**

Costs to be borne by bidder. The 6 different delivery locations are located all along the Tunisian coast: from Bizerte to Zarzis. The 6 exact locations will be communicated to the supplier after contract signature.
**Question 11:**

Delivery: It is stated in Art. 11 Contents of tenders of the document Instructions to tenderers that delivery must follow Incoterm DDP (Delivery Duty Paid) to final destination.

Could you please confirm if final destination is Tunis International Airport or Beneficiary headquarter in Tunis?

**Answer 11:**

The final destination is the different locations where the equipment will be installed. The 6 different locations which are located all along the Tunisian coast: from Bizerte to Zarzis, are considered as final location. The exact location will be disclosed to the selected supplier after contract signature.

**Question 12:**

Delivery time:

(1) Could you please confirm that the delivery (maximum 90 days from contract signature) is finalized once the goods will arrive in the beneficiary’s headquarter in Tunis?

(2) Do the offers with longer delivery time would be considered?

**Answer 12:**

(1) The delivery time (90 days) of delivery period refers to the delivery of the equipment to the different locations of installation, the installation and after the provision of the training, with should be completed latest 90 days after contract signature.

(2) No. Offers with longer delivery time will be considered non-compliant and will be disqualified.

**Question 13:**

Training:

It is stated in Annex II + III Technical specifications + technical offer, page 3, that the supplier must perform a training session in French on supplied equipment for a minimum of 12 people. It is also stated in Document 6. Budget Breakdown that Provisional acceptance will be performed at the locations after installation/commissioning.

Could you please confirm whether the tenderer will have to carry out a single training session at Beneficiary headquarter level in Tunis or if a training session will have to be carried out at each final location? In that case, could we know the number of final locations and their geographical positions?
Answer 13:
A training to be held at each of the six final location which are located all along the Tunisian coast: from Bizerte to Zarzis. The geographical locations will be disclosed after the signature of the contract.

Question 14:
Warranty and after-sales service:
It is stated in Annex II + III Technical specifications + technical offer, page 3, that duration of after-sales service should be one year from provisional acceptance, tacitly renewable with one additional year. It is also required in Document 6. Budget Breakdown, to indicate cost for 2 years After-sales services.

Should we understand that the supplier must offer at least 1 year warranty + 1 year after-sales service or 1 year warranty + 2 years after-sales service?

Answer 14:
Supplier must offer:

- At least 1 year warranty plus
- 2 years after sale services.

Question 15:
Warranty and after-sales service:
Also, on Annex II + III Technical specifications + technical offer, page 4, it is stated that the supplier commits to make an onsite preventive maintenance twice a year.

Is that requirement applying during 1 year warranty + 1 year after-sales service or during 1 year warranty + 2 years after-sales service? Could you please also confirm whether the onsite preventive maintenance shall be done on each site or only at headquarter level in Tunis? If maintenance is required on each site, could you please specify the number of sites and their locations?

Answer 15:
This requirement is applied during the minimum 1 year warranty and the 2 years after-sales service.

The Preventive, and eventually the curative maintenance, should be done on each of the 6 sites which are located all along the Tunisian coast: from Bizerte to Zarzis. The exact locations will be disclosed after the signature of the contract.
**Question 16:**

Provisional Acceptance:

(1) Considering that the provisional receipt is the trigger for the payment of the 60% balance payment, can you please specify the schedule and organization of the provisional reception?

(2) In which maximum period will be made the provisional acceptance (commissioning and installation) from the delivery of the ROVs in DDP?

(3) If it cannot be carried out for reasons beyond the responsibility of ECA, do you confirm that the provisional acceptance will be pronounced and the balance of the payment paid?

(4) Where will the commissioning and the installation take place?

(5) Can you please confirm that the certificate of provisional acceptance conditioning the payment of the 60% of the balance, will be signed on the last day of the commissioning and the installation of the equipment?

**Answer 16:**

(1) This will be agreed on after the contract signature and during the launching meeting between all the stakeholders (ICMPD, National Guard and selected supplier)

(2) The maximum period for provisional acceptance is after installation and commissioning of the equipment and delivery of the training, which are required to be done latest 90 days after contract signature (end of the implementation period of the contract).

(3) The balance of the payment will only be made after the installation/training and provisional acceptance are carried out.

(4) The 6 different installation locations are located all along the Tunisian coast: from Bizerte to Zarzis. The installation locations will be communicated for the selected supplier after contract signature.

(5) The payment of the 60% of the balance will be made after provisional acceptance, i.e. after the commissioning and installation of the equipment and delivering of the required training.

**Question 17:**

Payment:

(1) Who will be the final consignee, Garde Nationale or ICMPD?

(2) Who will be paying for this project, in case of success, Garde Nationale or ICMPD?

(3) Will payment be upon the installation and commissioning of each ROV (partial provisional acceptance with partial payment)?
(4) In what time limit will the payment of the 40% deposit be paid from the receipt of the performance bond and the invoice?

(5) Can it be considered to execute a Factory Acceptance Test in the manufacturer Premises which would condition an intermediary payment milestone before shipment to Tunisia?

(6) Can an irrevocable and confirmed documentary credit be set up for payment milestones?

**Answer 17:**

(1) The contracting authority for this contract is ICMPD. The equipment will be delivered to the National Guard and upon provisional acceptance, the property of the equipment will be handed over from ICMPD to the final beneficiary, the National Guard.

(2) ICMPD is the contracting authority of this tender. The contract will be signed between the selected supplier and ICMPD.

(3) The provisional acceptance and payment is intended to be performed for the entire Lot (All the equipment) after installation, but a partial provisional acceptance could be considered upon agreement between ICMPD and the beneficiary and only if deemed necessary.

(4) The request for the pre-financing of 40% of the contract value happens after the contract has been awarded. If pre-financing is requested, awarded company must submit Pre-financing guarantee and the relevant invoice (for the 40% of the contract value) together with the countersigned contract to ICMPD. Once above listed documents are received, the payment will be proceeded what can take up to **4 weeks (maximum)**.

(5) No.

(6) No.