Question 1:

In art. 10 from the supply contract notice is stated: The candidates may submit an application for one lot only or all of the lots, but only one application may be submitted per lot. Please confirm that the potential candidate may also submit an offer for some of the lots and it shall not be only one or all of the lots, without a possibility to submit an application for two or three of the lots.

Answer 1

The candidates may submit an application for one lot, few lots or all of the lots

Question 2:

Referring to Clarification no 1 concerning the change in the submission of tender offers method, please advise how shall be proceeded in case of submission of offers for more than one lot, i.e. shall we submit separately the Administrative, Technical and Financial Part for each Lot in separate e-mail or the administrative parts for the lots we are bidding shall be submitted in one e-mail, containing separate files, named respectively: "Administrative part_Lot 1", Administrative part_Lot 2", etc. and respectively the same procedure shall be applied for the technical and the financial part?

Answer 2

Administrative part can be 1 email since it covers all lots, no need to do administrative part per each lot.

Technical part can include several lots in 1 email as long as the total size of that email is not larger than 9MB. Each file shall clearly state the technical offer LOT number. financial part shall be sent separate from technical and administrative parts and can include several or all lots applied for, as long as the email size of the email is not longer than 9MB.

Is very important to not mixed administrative, technical and financial parts.
Question 3:

Please confirm that the original tender guarantee shall also be sent via e-mail as part of the administrative documentation as per the provisions of Clarification no 1 concerning the change in the submission of tender offers method and there is no need the latter to be send to the Contracting Authority also in original.

Answer 3

We confirm that the original tender guarantee shall be sent via email (scanned/electronic version of the original tender guarantee).

Original Tender guarantee will be requested to be sent to ICMPD premises from successful tenderers only.

Question 4:

In "Part 3: Documentation" is stated:

- "A description of the warranty conditions, which must be in accordance with the conditions laid down in Article 32 of the general conditions;"
- "A description of the organization of the commercial warranty tendered in accordance with the conditions laid down in Article 32 of the special conditions;"

Please advise whether we understand correctly the above requirements and in the description of the organization of the commercial warranty tendered, we shall provide description of the way in which we are planning to organize the warranty service and maintenance activities?

Answer 4

Correct, kindly provide description of the way in which your company is planning to organize the warranty service and maintenance activities

Question 5:

In the "TENDER GUARANTEE FORM" is stated: "We note that the guarantee will be released at the latest within 40 days of the expiry of the tender validity period, including any extensions, in accordance with Article 8 of the Instructions to tenderers and in any case at the latest on (1 year after the deadline for submission of tenders) 1."

and "1This mention has to be inserted only where required, for example where the law applicable to the guarantee imposes a precise expiry date or where the guarantor can justify that he is unable to provide such a guarantee without expiry date."

Please advise whether the text in brackets shall be left as it is in case no exact date is entered or the brackets shall be removed and in case of entering of an exact date shall we delete the text in the brackets?
Answer 5
The deadline of the submission of tenders is 7 September 2020, hence the date indicated in the parenthesis shall be 7 September 2021.

Question 6:
In the TENDER FORM FOR A SUPPLY CONTRACT, "3 ECONOMIC AND FINANCIAL CAPACITY3" is stated: "If annual closed accounts are not yet available for the current year or past year, please provide your latest estimates in the columns marked with **.
In the text following this remark, we cannot find columns marked with **.

Answer 6
The “**” are for the “Current year” and “Last year” columns.

Question 7:
In the TENDER FORM FOR A SUPPLY CONTRACT (1st page) is stated: "One signed form must be supplied (for each lot, if the tender procedure is divided into lots), together with the number of copies specified in the instructions to tenderers." and in point 7, art. 2 of the same is stated: "We offer to deliver, in accordance with the terms of the tender dossier and the conditions and time limits laid down, without reserve or restriction:
Lot 1: <description of supplies with indication of quantities and origin> Lot 2: <description of supplies with indication of quantities and origin> Etc."
Please advise whether we shall provide One signed form for each lot separately or we shall provide only one signed form for all the lots for which we are submitting an offer?

Answer 7
One signed form for all the lots tendered for.

Question 8:
In Annex 3 - Acceptance of terms and conditions of the contract template in the footnote are given notes concerning gross inflow, balance sheets, companies' debts or obligations, etc. that seem irrelevant to the content of Annex 3. Please confirm that the footnotes shall not be considered.

Answer 8:
Confirmed.
Question 9:

In the TENDER FORM FOR A SUPPLY CONTRACT and in particular the tables contained after point 14 is stated:

If this declaration is being completed by a consortium member:

The following table contains our financial data as included in the consortium’s tender form. These data are based on our annual closed accounts and our latest projections. Estimated figures (i.e. those not included in annual closed accounts) are given in italics. Figures in all columns have been provided on the same basis to allow a direct, year-on-year comparison to be made except as explained in the footnote to the table.

<table>
<thead>
<tr>
<th>Financial data</th>
<th>2 years before last(^5)</th>
<th>Year before last year 2018</th>
<th>Last year 2019</th>
<th>Average(^6)</th>
<th>Current year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual turnover(^7), excluding this contract</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current assets(^8)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current liabilities(^9)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current ratio (current assets/current liabilities)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Profit Margin Ratio</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
The following table contains our personnel statistics as included in the consortium’s tender form:

<table>
<thead>
<tr>
<th>Annual manpower</th>
<th>Year before past year</th>
<th>Past year</th>
<th>Current year</th>
<th>Period average</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Overall</td>
<td>Relevant fields</td>
<td>Overall</td>
<td>Relevant fields</td>
</tr>
<tr>
<td>Permanent staff</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other staff</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Permanent staff as a proportion of total staff (%)</td>
<td>%</td>
<td>%</td>
<td>%</td>
<td>%</td>
</tr>
</tbody>
</table>

Yours faithfully

Name and first name: <………………………………………………………………………>

Duly authorised to sign this tender on behalf of:

<……………………………………………………………………………………………>

Place and date: <……………………………………………………………………………>

Stamp of the firm/company:

This tender includes the following annexes:

<Numbered list of annexes with titles>

At the same time the same table requesting the same information are included respectively in point 3 "Economic and Financial Capacity" and point 4 "Staff resources".

Please advise whether this part shall be filled in by the consortium member in case of a joint participation?

In case of individual participation - do we need to fill in here the same data as the one already filled in the tables in point 3 and point 4 of the TENDER FORM FOR A SUPPLY CONTRACT or these tables shall be left blank or they shall be deleted?

Answer 9

These additional tables shall be filled-in by the member(s) of the consortium “in case of participation in a consortium”. In case of individual participation, leave this section blank.
Question 10:

Please advise what is the difference between the first table given in point 3 "Economic and Financial Capacity" of the TENDER FORM FOR A SUPPLY CONTRACT and the one given on the next page where an example of how to calculate the profit margin ratio is given. Do we have to fill in both tables with the same data or the second table with the example of calculation of the profit margin ratio is just an example and does not need to be filled in and provided as part of the TENDER FORM FOR A SUPPLY CONTRACT"?

Answer 10:

The second table displays an example on how to calculate the profit margin ratio. Kindly fill-in and submit only 1 table.

Question 11:

In "Annex II + III TECHNICAL SPECIFICATIONS + TECHNICAL OFFER",

"General requirements" is stated: "Any installation, operation and user manuals must be provided in French or English in case the French version is not available, both hard copies and digital." Please confirm that this paragraph concerns the provision of any installation, operation and/or user manuals on behalf of the Contractor awarded with the implementation of the contract at the time of delivery and they do not need to be provided with the offer at the tendering phase?

Answer 11

The documents to be supplied by the winning bidder at time of delivery

Question 12:

In "Annex II + III TECHNICAL SPECIFICATIONS + TECHNICAL OFFER",

"Duration of after-sales service" is stated: "one year from provisional acceptance, tacitly renewable with one additional year."

Please advise whether under "after-sales service" is meant "warranty", since after the provisional acceptance starts the warranty of the offered product?

Answer 12

There will be the requested at least 1 year warranty, then at least 1 year of ASS which can be renewed tacitly.
Question 13:
In the compliance table for „LOT 3: Thermal cameras type 1: Marine Electro-optical Camera“, „Warranty requirements“ is stated: "At least 1 year after provisional acceptance" and in "After Sale Service (ASS) requirements is stated: "After-sales service for 2 years to be included."

Does this mean that the after sales service shall start at the date of the expiry of the warranty, which indeed in the practice?

Answer 13

Yes that’s it. A dedicated contract shall be signed before end of the warranty period.

Question 14:
Do we have to provide the user manuals, Technical/installation manual, Service manual containing procedures, electrical and cable schematics as well as spare parts catalogue at the tendering phase or all this documentation have to be provided on behalf of the contractor to whom the contract has been awarded?

Answer 14

Document to be supplied by winning bidder. Therefore, drawings explaining the system architecture are needed at bidding time.

Question 15:
In the compliance table for „LOT 3: Thermal cameras type 1: Marine Electro-optical Camera“, "Installation and commissioning" is stated: "Support for integration with a third party system". Please advise what is the third-party system and what integration will be needed, otherwise we will not be able to evaluate our eventual expenditures for that integration.

Answer 15

The integration will be done with navigational equipment (Radar, GPS, GYRO...) to ensure good functioning of the camera and the target tracking/pointing from Radar, and with an onboard software which gathers other data besides camera videos and metadata to forward them to a control center. More details to be given after contract signature.

Question 16:
In the compliance table for „LOT 3: Thermal cameras type 1: Marine Electro-optical Camera“, „Training requirements for operational and technical training“ is stated: "Supply trainings contents".

Please advise at what stage shall be supplied the training content - at the tendering phase or on behalf of the contractor to whom the contract has been awarded?

Answer 16:

The training content (an overview) is to be provided at tendering phase.
Question 17:
Does the tenderer have to provide masts for mounting of the electro-optical equipment or such roust will be available at the places where the electro-optical equipment specified in Lot 3, Lot 5 and Lot 6 will be installed?

Answer 17
Mast already in place, but mounting brackets/platforms and any on site job (soldering, drilling...) to be part of the equipment/service to be provided by awarded tenderer.

Question 18:
Is any additional equipment required for the installation of the thermal cameras specified in Lot 3, Lot 5 and Lot 6?

Answer 18
The bidders have to supply a fully functional and coherent system with any additional equipment/feature necessary to its integration with navigational equipment and the onboard software.

Question 19:
Do we have to provide power supply sources or such will be available at the places of installation of the equipment required under Lot 3, Lot 5 and Lot 6?

Answer 19
All vessels have 24DCV onboard.
An adequate circuit breaker with adequate fuse to be provided.
A stabilizer/rectifier can be supplied if required.

Question 20:
The detection of recognition still does not allow to comply to all the criteria: number of pixels on target / detection range / field of view Which of these 3 criteria are you flexible on in order to comply ?

Answer 20
Indeed, we know that these criteria are for high-end equipment (i.e. pixel pitch 10µm & Focal Length 25mm a human can be detected at 0,6NM). Our main criteria is the detection distances, so we can accept focal length outside the range 20mm/25mm that can meet these distances.

Please explain your choice in your offer and provide us with manufacturer technical data sheet.