

Call for tenders' details

Title: Provision of SATCOM services for RPAS

Start date: 31/03/2018

Time limit for receipt of tenders: 21/05/2018

Contracting authority: European Maritime Safety Agency

Status: Closed

Call for tenders question list

Call for tenders questions summary

#	Submission date	Publication date	Question subject	Question	Answer
1	31/03/2018 11:12	11/04/2018 11:29	RPAS Terminals and Aircraft	<p>Dear Sir/Madam,</p> <p>With regard tot he terminals that will need to go onto the 2 different types of RPAS.</p> <p>1.Is it possible to get the details of these aircraft and their weight class?</p> <p>2. If they are classed as Air Certified aircraft who will be responsible for the STC of the equipment on the aircraft?</p>	<p>11/04/2018</p> <p>1. The details of the first type of RPAS are:</p> <p>TAKE-OFF WEIGHT / MASS UP TO 150 KG (MAXIMUM)</p> <p>ENDURANCE > 10 HOURS</p> <p>RANGE UP TO 800 KM</p> <p>ALTITUDE UP TO 10,000 FEET</p> <p>COMMUNICATION RLOS / BRLOS (SATCOM)</p> <p>MAX PAYLOAD WEIGHT UP TO 50 KG</p> <p>The details of the second type of RPAS are:</p> <p>WING SPAN/ ROTOR DIAMETER UP TO 6.5 M(APPROXIMATELY)</p> <p>TAKE-OFF WEIGHT / MASS LARGE SIZE</p> <p>ENDURANCE > 12 HOURS</p> <p>RANGE UP TO 800 KM</p> <p>ALTITUDE UP TO 17,000 FEET</p> <p>COMMUNICATION RLOS / BRLOS (SATCOM)</p> <p>MAX PAYLOAD WEIGHT UP TO 150 KG</p> <p>This type of RPAS is also described in the call for tender EMSA/OP/1/2018 for Contract for long endurance and long range RPAS (https://etendering.ted.europa.eu/cft/cft-display.html?cftId=3354)</p> <p>For both types of RPAS, the SATCOM terminal requirements in terms of</p>

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					<p>terminal requirements in terms of weight and size can be found in point 2.4 of Appendix 1 Technical Specifications.</p> <p>2. The need of classing the aircraft as Air Certified is driven by the type of RPAS and the regulation of the Member State or National Authority requesting the RPAS services. In most of the cases, a permit to fly is sufficient. However, some Member States might require an Air Certified aircraft.</p> <p>For aircrafts with a weight>150kg, EASA is the responsible entity for granting the certification, and for aircrafts</p>

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#	Submission date	Publication date	Question subject	Question	Answer
2	31/03/2018 16:44	11/04/2018 11:29	RPAS Area of Operations	Dear Sir/Madam, Can we request an area of operation that the RPAS will require to have BLOS communications from? This could be in the form of a RADIUS from the area of where the operations/aircraft will mount from. This is to allow for an accurate link budget to be worked out to ensure the data rates are met.	11/04/2018 The areas of operation can be all sea areas surrounding the European Union with an EU or EFTA country. The aerodrome/airport from where the RPAS take off and land are typically close to the coast. The requirement for the BRLOS range is at least 500km, this means that all the sea areas at a distance up to 500km from the coast must at least be covered. For the link budget calculation, in point Q1.2.2 of Appendix 2 Technical Tender Template the following indications are given: “The link budget must be calculated for at least 5 representative locations where the RPAS operations could take place (e.g. Atlantic Ocean, North Sea, Mediterranean Sea, Baltic Sea, Arctic, etc.).”

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#	Submission date	Publication date	Question subject	Question	Answer
3	16/04/2018 12:05	20/04/2018 17:37	The number of Framework contracts and how they will be prioritised when Specific Contract awards are made.	With reference to Paragraphs 2.2.2 & 2.2.3 & 8.1.2 in the Tender Specification document (EN-02): Is there planned to be a single FWC per Lot or a several FWC per Lot? In the case where there are more than one FWCs per Lot, would the SC, for a given Aol, be attributed to the most suitable solution for that Aol, or the top ranking FWC tenderer?	20/04/2018 The Contracting Authority may award several FWCs per lot. The mechanism for implementing the FWC per Lot will be in cascade, which means that the Contracting Authority will rank the Contractors as follows: Contractors will be chosen according to their fulfilment of the capabilities requested for each service deployment, with the highest ranked Contractor being evaluated first. Please refer to section 8 of the Tender Specifications

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#	Submission date	Publication date	Question subject	Question	Answer
4	16/04/2018 12:06	20/04/2018 17:38	Use of SATCOM terminals on RPAS and how this can impact on the SATCOM service provider.	With reference to the second bullet point in paragraph 8.1.2 in the Tender Specification document (EN-02): The choice made by the operator of the RPAS will determine the choice of the SATCOM Service Provider in a given SC. The choice of the SATCOM terminal made by the RPAS operator would therefore exclude from an SC award companies holding an FWC that does not include this terminal. This is not neutral with respect to SATCOM Services Providers. To avoid this, could EMSA allow each contractor to add the terminals chosen by the RPAS Service Providers after the signature of the FWC? This would also make it possible to integrate terminals available after the time the FWC tenders were submitted.	20/04/2018 During the implementation of the FWC, the Contractors may add new terminals in order to ensure SATCOM service compatibility with the terminal on board of the RPAS selected for the operations. New terminals must comply with the performance requirements described in Appendix 1 Technical Specifications
5	16/04/2018 12:07	20/04/2018 17:44	Subcontracting for the FWC	Can the same company be subcontractor in more than one tender to the FWC?	20/04/2018 Please refer to point 10 of the Tender Specifications - economic operators on the market are free to organise themselves as they wish. However, when doing so, the economic operators are to respect the principle of fair competition, avoiding situations which could lead to a distortion or restriction of competition

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6	16/04/2018 14:52	20/04/2018 17:46	Current terminals on RPAS fleet	To provide an offer in Mbps, it is required to establish a link budget. Can you provide details about the terminals currently used by the RPAS: antenna type, size and characteristics, RF chain characteristics, modem type, MODCOD capabilities.	20/04/2018 The details of the terminals currently used by the Agency can not be provided. The terminal requirements in term of weight and antenna equivalent diameter are specified in point 2.4 of Appendix 1 Technical Specifications The selection of the compatible SATCOM terminals and the analysis of their performance with the proposed configuration should be part of the bid (link budget analysis, bit data rate, etc.) as per point Q1 2.2 of Appendix 2 Technical Tender Template. Therefore, the Bidders are requested to provide a list of compatible off-the-shelf terminals that could work with their service. The Agency's RPAS Services Providers will choose the SATCOM terminals within that list.

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#	Submission date	Publication date	Question subject	Question	Answer
7	16/04/2018 14:59	20/04/2018 17:48	Satellite links expected features	<p>Can you confirm:</p> <ul style="list-style-type: none"> - The method used to evaluate the link availability (exclusions, periods of time to measure availability) - The level of availability expected for the data links (command and control availability already determined) - If command and control link and data link are ensured by one single channel thanks to a router, or two separate channels. 	<p>20/04/2018</p> <ul style="list-style-type: none"> -The Bidders can select the method that they consider more suitable to evaluate the link availability but the assumptions taken for the calculation of the link availability must be provided (geographical area, rain attenuation, simplex or duplex link, etc.) - refer to point Q1 2.2 of Appendix 2 Technical Tender Template; -The Bidders must determine the required C/N level to have 99.99% of availability for the Command and Control link. This high availability percentage was set for the Command and Control link because it is critical for the flight safety. For the payload data link the Bidders are requested to provide the estimated percentage of availability. <p>Since the availability is very much linked to the geographical area it is suggested to calculate the link budget with the associated link availability percentage for at least 5 representative locations where the RPAS operations could take place (e.g. Atlantic Ocean, North Sea, Mediterranean Sea, Baltic Sea, Artic, etc.) - refer to point Q1 2.2 of Appendix 2 Technical Tender Template.</p> <ul style="list-style-type: none"> - This decision of using one single channel or two separate channels is

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					channel or two separate channels is part of the configuration that the Bidders have to present in their bids. The Command and Command link is to be transmitted through a resilient channel and the availability requirement must be fulfilled.
8	16/04/2018 15:01	20/04/2018 17:50	Router on current RPAS	<p>Are there already routers, and of which type, aboard the current fleet of RPAS ?</p> <p>Will it be the responsibility of the SatCom Provider to provide the necessary routers, or will this piece remain under RPAS Provider responsibility ?</p>	<p>20/04/2018</p> <p>The Agency operates with different RPAS platforms, most of them already have routers on-board to distribute the different sensor streams to the communication equipment (EO, IR, maritime radar, etc.). The RPAS Service Providers will be responsible for the provision of the on-board routers.</p> <p>On the other hand, all the necessary SATCOM service related routers will be under the Satellite Services Provider's responsibility.</p>

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9	16/04/2018 15:04	20/04/2018 17:51	Coverage Area	As some French overseas territories are included in the EU territory according to international treaties, the definition of the coverage area could extend in theory to the Caribbeans and South America. Can you please provide a sketch map of the intended coverage area for SatCom services ?	20/04/2018 As per Tender Specifications: 1.1.8 and Appendix 1: 2.1: Areas of operation can be all sea areas surrounding the European Union with an EU or EFTA country. Cross border operations will be included. Starting point can be any EU/EFTA country. By way of clarification and for the purposes of this tender, the Outermost regions and Overseas Countries and Territories are not areas of operation. Accordingly no satellite coverage is required over those areas.

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10	16/04/2018 23:05	20/04/2018 17:54	Dear Sir or Madam, we have 7 (seven) questions as below:	<p>a) Will EMSA please verify the SATCOM equipment the vendors propose for Lot 1, (2 Mbps data rate) is for the rotary wing RPAS only and the equipment proposed for Lot 2 is for the fixed wing aircraft?</p> <p>b) Are the vendors required to bid for all three lots or can the vendors bid only on the lots they choose?</p> <p>c) how many RPAS of each type are in Lot 1 and in Lot 2</p> <p>d) is the same SATCOM equipment required for all the RPAS in each lot?</p> <p>e) Will EMSA provide make and model number of the fixed wing and rotary wing aircraft they plan to use? (Please provide a commercial product photo if available)</p> <p>f) Will EMSA provide us with dimension of the space on the aircraft where the BLOS SATCOM terminal is to be installed.</p> <p>g) Will EMSA also require an LOS system for command and control (for takeoff and landing)</p>	<p>20/04/2018</p> <p>a) In principle both lots are intended for fixed wing RPAS. The Agency's current platforms are medium size RPAS and there is a new procurement for large size RPAS (EMSA/OP/1/2018 for Contract for long endurance and long range RPAS (https://etendering.ted.europa.eu/cft/cft-display.html?cftid=3354)). The SATCOM services are intended to be used for these both types of RPAS.</p> <p>b) The vendors can bid for the lots they choose.</p> <p>c) The difference between Lot 1 and Lot 2 is not the number of RPAS that will use the services under a specific lot, it is the required data rate for the payload data link that needs to be transmitted. Depending on the type of mission to be conducted the Agency will activate a Specific Contract under Lot 1 or under Lot 2, but it could happened that one RPAS platform could support/need Lot 1 and Lot 2 SATCOM services.</p> <p>d) The SATCOM equipment can be different for RPAS using SATCOM services of the same lot. EMSA suggests that the Bidders provide a list of compatible SATCOM terminals for each one of the lots and any of those terminals could be used. There are two RPAS categories: medium and large size RPAS; the proposed</p>

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					<p>and large size RPAS; the proposed terminals for each category should be compliant with the specified size and weight requirements (refer to point 2.4 of Appendix 1 Technical Specifications).</p> <p>e) EMSA will provide the RPAS model number and all necessary information (type of sensors, ICDs) to the Contractors awarded with a FWC.</p> <p>f) The terminal requirements regarding space are expressed in terms of maximum weight and antenna equivalent diameter and for medium and large size RPAS are provided in point 2.4 of Appendix 1 Technical Specifications.</p> <p>g) The LOS system for Command and Control is responsibility of the RPAS Services Providers, as well as the LOS payload data link.</p>

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11	18/04/2018 15:36	23/04/2018 13:38	Economic and financial capacity – Selection criteria	Concerning point 15.4: what are the criteria adopted for assessing the financial capacity? What is the minimum level of standard required within this call for tender?	23/04/2018 The basic method is the analysis of the tenderer's annual accounts (or financial statements). The financial analysis must demonstrate that in case of contract awarding, the contractor is able to fulfil its contract obligations for the duration of the contract. In performing the financial analysis, the Contracting Authority may also rely on data available from other sources that help identify risks associated to companies (i.e. risk of business failure). Should such a risk arise, the Contracting Authority may reserve the right to recourse to protection mechanisms (e.g. financial solidarity of parent company). Minimum level of standard required is that the Tenderer must be in a stable financial position and must have the economic and financial capacity to perform the contract.
12	18/04/2018 15:39	23/04/2018 13:39	SATCOM terminal requirements	Concerning Appendix 1 point 2.4.: How many SATCOM terminals have to be provided for each size (medium – large) ?	23/04/2018 There is no minimum nor maximum number of terminals that must be offered per category. Offers will be evaluated according to the criteria described in the Tender Specifications.

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#	Submission date	Publication date	Question subject	Question	Answer
13	18/04/2018 15:48	23/04/2018 13:41	Clarification of Latency requirement.	With reference to EN-03 Tender Specifications Appendix 1 Technical Specifications.pdf section 2.1.1, please clarify latency requirement. Where is it measured from and to, and how?	23/04/2018 The latency requirement of 2s shall be maintained at least between the RPAS and the LGCS. The Agency has a procedure to test the latency from the RPAS to the LGCS, i.e. the RPAS EO camera films a clock and the difference is measured between the time indicated on the LGCS and the time displayed on the clock.
14	18/04/2018 15:49	23/04/2018 13:42	Command and Control Link Redundancy specification	With reference to EN-03 Tender Specifications Appendix 1 Technical Specifications.pdf section 2.1.1, can you please confirm that the backup Control & Command Link refers to alternative SATCOM link using the same SATCOM Terminal onboard the RPAS?	23/04/2018 It is the Bidders choice to use the same SATCOM terminal for the primary and the secondary Command and control link or to use different terminals.
15	18/04/2018 15:49	23/04/2018 13:43	Survey on site	Is it possible to make an inspection on site for a better understanding of installation, configuration and maintenance efforts? If yes could You please inform about the procedure and the contact person ?	23/04/2018 An on-site inspection is not available during the tender process. Note that the sites themselves are at the different RPAS Service Providers' facilities. The activities that are required for the different modules of each lot are described in point 1 of Appendix 1 Technical Specifications. If more information about any of the modules is required, please submit another question.

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#	Submission date	Publication date	Question subject	Question	Answer
16	18/04/2018 15:50	23/04/2018 13:44	Clarification of the data rate requirements.	With reference to EN-03 Tender Specifications Appendix 1 Technical Specifications.pdf section 2.1.1, is the command and control link data rate symmetric 54/54 kbps up to 256/256 kbps?	23/04/2018 Yes, the Command and Control link data rate applies to both the return and forward link. The data rate of the command and control link goes typically from a minimum of 54kbps to a maximum of 256kbps in both directions.
17	18/04/2018 15:51	23/04/2018 13:46	Clarification of throughput requirement for Lot 3.	With reference to EN-03 Tender Specifications Appendix 1 Technical Specifications.pdf section 2.5.1, could you please clarify the required throughput for Lot3 for both directions: from LGCS to Satellite and from Satellite to LGCS?	23/04/2018 The required throughput is symmetric 10Mbps as defined in point 2.5 of Appendix 1 Technical Specifications. Lot 3 services are intended to connect the LGCS onsite during operations with the CGCS/RPAS-DC. The requirement is in both directions as the LGCS will also be used by RPAS service providers and users to access the RPAS-DC. The 10Mbps data rate reflects the requirements related to the quality and the resolution of the videos that are delivered to the RPAS service users.

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#	Submission date	Publication date	Question subject	Question	Answer
18	19/04/2018 10:42	23/04/2018 13:47	extension to the deadline of submitting the tender	Dear sir/madam, due to the complexity of this project, we kindly request the extension of the deadline for 2 weeks , in order to have enough time to study , assess comprehensively and submit a reasonable and more competitive proposal .	23/04/2018 EMSA understands the complexity of the tender and for that reason already foresaw a bid submission period beyond the minimum required for an open tender. Unfortunately, due to operational constraints in providing services the Agency cannot extend the bid preparation period. Therefore the deadline for submission of the bids remains as initially published.

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#	Submission date	Publication date	Question subject	Question	Answer
19	20/04/2018 10:48	23/04/2018 13:49	Scope of delivery - aircraft and hardware	<p>1. Do you already have aircrafts or UAVs in operation or should they will be offered here as well?</p> <p>2. If you have aircrafts and UAVs already, are they equipped with any satellite communication equipment or should it be a part of the current offer?</p>	<p>23/04/2018</p> <p>1. EMSA already has RPAS in operation as well as a new procurement for large size RPAS (EMSA/OP/1/2018 for Contract for long endurance and long range RPAS: https://etendering.ted.europa.eu/cft/cft-display.html?cftId=3354). This invitation to tender (OP/02/2018) only relates to the provision of SATCOM services. Bids for RPAS services can be submitted under the link included above.</p> <p>2. Both. There are already some "EMSA" RPAS that have satellite equipment on-board as well as RPAS that are intended for BRLOS and do not currently have satellite communication equipment on-board. Most of the RPAS fall into the second category.</p>

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#	Submission date	Publication date	Question subject	Question	Answer
20	24/04/2018 18:46	30/04/2018 16:00	RPAS terminals	§1.1.1: How many RPAS are or will be deployed at the same time at most? Could you please give us an estimation of the number of days of RPAS missions per year?	30/04/2018 The RPAS services are offered by EMSA free of charge to EU Member States, Candidate Countries and EFTA Member States, the European Border and Coast Guard Agency and the European Fisheries Control Agency. Requests for RPAS services can be submitted to EMSA by all the above mentioned entities, the number of RPAS missions to be deployed per year will depend on the volume of requests received. Not all RPAS services will require Satellite communications. It is estimated that EMSA will offer RPAS services with Satellite communication continuously during at least 9 months per year, being possible to deploy RPAS services in parallel in several countries. For each RPAS operation a Specific Contract (SC) will be activated.

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#	Submission date	Publication date	Question subject	Question	Answer
21	24/04/2018 18:47	30/04/2018 16:04	Network Connectivity	§1.1.2: Could you please indicate the customer POP where all the traffic should be delivered?	30/04/2018 The POP where all the traffic should be delivered will be the Local Ground Control Station (LGCS) that will be placed at the RPAS operations site (typically an aerodrome or an airport). For each Specific Contract (SC) the area of operation will be decided by the Authority requesting the RPAS services and the POP could be any coastal or sea area surrounding the European Union with an EU or EFTA country as a starting point of the service.
22	24/04/2018 18:48	30/04/2018 16:06	Delivery	§1.2.4: Could you please provide the delivery point for the VSAT equipment? To EMSA premise? Or at the place of each RPAS mission location?	30/04/2018 The delivery point for the VSAT equipment will be the place of the RPAS mission location as indicated in point 3.3.3 of the Tender Specifications and in point 1.2.1 of Appendix 1 Technical Specifications.

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#	Submission date	Publication date	Question subject	Question	Answer
23	24/04/2018 18:48	30/04/2018 16:10	RPAS terminal	§2.4: Will the customer have a router integrated in each RPAS? If yes, could you please specify the brand?	30/04/2018 EMSA operates with different RPAS platforms, those meant to be operated beyond Radio line of Sight already have routers on-board to distribute the different sensor streams to the communication equipment (EO, IR, maritime radar, etc.). The RPAS Service Providers will be responsible for the provision of the on-board routers. On the other hand, all the necessary SATCOM service related routers will be under the Satellite Services Provider's responsibility. Before the signature of each Specific Contract (SC) EMSA will provide the Contractor with all the information on the routers on-board the RPAS platform.

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#	Submission date	Publication date	Question subject	Question	Answer
24	24/04/2018 18:49	30/04/2018 16:12	Integration/Installation	§6.1.2: Where will take place the integration of SATCOM antenna on the RPAS?	<p>30/04/2018</p> <p>The installation of the SATCOM terminal on the RPAS is an activity that shall be covered by the terminal leasing contract between the Satellite Service Provider and the RPAS Services Provider (not by the contracts resulting from this procurement). The location for the installation of the SATCOM antenna on the RPAS shall be agreed between the Satellite Service Provider and the RPAS Services Provider.</p> <p>On the other hand, the configuration of the SATCOM terminal to operate with the satellites chosen for the service provision is part of the set-up activities of each Specific Contract (SC) under the Framework Contracts resulting from this procurement. For each SC the location for the configuration activities can take place in-house (at the Contractor's premises), at the RPAS operations site or at the RPAS Services Provider's premises as indicated in point 3.2.10.4 of the Tender Specifications.</p>

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25	24/04/2018 18:49	30/04/2018 16:17	Teleports	§1.1.8: Could you please confirm that the teleports must be located in an EU country for security reason as specify in EU tenders dealing with SATCOM? Please could you also provide us with the level of accreditation required for the teleport infrastructures in order to respond to EU security requirements?	30/04/2018 In the Tender Specifications there are no requirements on the location, the level of accreditation and the security of the teleports used for the satellite service provision. The Satellite Service Provider shall assess which security requirements are necessary to provide the required service performance.
26	24/04/2018 18:51	30/04/2018 16:22	Extension of the due date	Due to the current social context in France, some key suppliers are impacted by the ongoing strikes. For enabling the bidder to provide EMSA with the most effective and competitive service offer, would it be possible to postpone the time limit for receipt, initially set for the 21st of May 2018, by 3 weeks, i.e. 11th June 2018?	30/04/2018 EMSA understands the complexity of the tender and for that reason already foresaw a bid submission period beyond the minimum required for an open tender. Unfortunately, due to operational constraints in providing services the Agency cannot extend the bid preparation period. Therefore the deadline for submission of the bids remains as initially published.

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#	Submission date	Publication date	Question subject	Question	Answer
27	26/04/2018 10:22	30/04/2018 16:26	Administrative part	Are we correct in understanding that we do not need to provide any evidence regarding the exclusion criteria at this stage? Indeed, it is stated in Appendix 6 that "the tenderers do not need to upload any documentary evidence for exclusion criteria at the stage of submitting the tender". However, point 12 (page 20) of the Tender Specifications specify that the tenderer must provide "all the information and documents required by the Contracting Authority for the appraisal of tenders on the basis of points 10, 14, 15.2 and 15.6 of these specifications (part of the exclusion criteria)".	30/04/2018 With regard to Exclusion criteria the tenderers do not need to upload any documentary evidence for exclusion criteria at the stage of submitting the tender. EMSA will explicitly request the successful tenderers to submit this documentation at a later stage, prior to the signature of the contract as quoted in page 1 of the Appendix 6 –e-Submission Guidelines. The Tenderer, that has already submitted such evidence for the purpose of another procedure, and its issuing date does not exceed one year and it is still valid, shall declare on its honour that the documentary evidence has already been provided and confirm that no changes have occurred in its situation. However the Tenderer shall submit electronically via e-Submission from the e-Tendering website before the time limit of for receipt of tenders the Declaration of Honour on exclusion criteria and selection criteria duly filled-in and signed. The Declaration of Honour is available on the Procurement Section of EMSA's website (www.emsa.europa.eu).

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28	27/04/2018 17:36	07/05/2018 15:29	EN-09 Framework Service Contract. Article II.6 Liability. Page 11	In order to be able to evaluate our responsibilities, could you please confirm that the relevant RPAS' contracted by EMSA are able to operate safely in the event of an intermittent or permanent loss of SATCOM communications?	07/05/2018 The RPAS are equipped with an autonomous waypoint driven control system for take-off, landing and in-flight. In case of communications failure, the safety is achieved by defining a return procedure allowing the predictability of RPAS route back to the landing point. Once it re-enter RLOS range the C2 is re-established via the RLOS channels.
29	27/04/2018 17:37	07/05/2018 15:31	EN-09 Framework Service Contract. I.6.1 VAT on telecommunications, broadcasting and electronic services and II.19.1 Invoices and value added tax	In I.6.1 is is stated "the contractor is responsible to determine and ensure that the correct methodology is applied and in the case of eligible supplies of telecommunications, broadcasting and electronic services, VAT should be included on the invoice for the payment amount due at the respective VAT rate for Portugal." In II.19.1 is stated "The contracting authority is exempt from all taxes and duties, including VAT, in accordance with Articles 3 and 4 of the Protocol on the privileges and immunities of the European Union." Can you clarify if VAT is applicable in this contract?	07/05/2018 The provision of SATCOM services is an eligible supply of telecommunications, broadcasting and electronic services. As a consequence, VAT should be included on the invoice for the payment due.

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30	27/04/2018 17:38	07/05/2018 15:33	EN-02 Tender Specifications. Chapter 3.3.7.2. Page 14	<p>In Lot 3, Tender Specifications requires the Contractor to install and configure all the hardware and software needed for the provision of the satellite internet service, including ships. Moreover, the VSAT terminal is part of the service. Installation in a ship can be subjected to different limitations (e.g. space for indoor equipment, footprint for antenna, visibility and obstacles for antenna, electrical and data conduits, power supply, etc.), which can impact on the feasibility of the installation, its cost and the performance. Also, there are safety concerns (installation works, radiation, survivability, etc.) to be considered in the solution. In order to draft a basic solution for this scenario in our response, we would kindly require:</p> <ul style="list-style-type: none"> • A description of the typical vessel/s where the service might be required. • A description of the areas in the vessels intended for the VSAT antenna and existing pre-installations, if any. • Limitations imposed to the installation under this contract (e.g. authorizations of the vessel owner, maximum antenna size or weight, maximum power consumption, etc.) 	<p>07/05/2018</p> <p>If the VSAT antenna needs to be place on a vessel, EMSA could use their own vessels or contract vessels for this purpose. EMSA will also verify that the authorization to install all the necessary communication equipment on-board is in place. The Bidders should assess which is the antenna size and the power required to comply with the requirements stated in point 2.5 of Appendix 1 Technical Specifications, based on the VSAT equipment proposed by the Bidders EMSA will choose a suitable vessel to install the VSAT equipment. The area to install the VSAT antennas will typically be the deck of the vessels.</p>

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31	27/04/2018 17:39	07/05/2018 15:35	EN-02 Tender Specifications. Chapter 3.3.7.2. Page 14.	<p>In Lot 3, for the installation of the VSAT terminal in land sites, we would require a clarification regarding:</p> <ul style="list-style-type: none"> • Availability of energy in the site selected for the deployment of the antenna • Typical conditions for the installation (e.g. on top of a shelter or building, ground level on the pavement, availability of technical room/cabinet for indoor equipment, ...) • Limitations imposed to the installation under this contract (e.g. authorizations of the site owner, maximum power consumption, etc.) • Security in the area of deployment 	<p>07/05/2018</p> <p>The VSAT terminal antenna in-land will be installed at the aerodrome or airport hosting the LGCS. Prior to any RPAS operations, the Agency conducts a site survey at the selected aerodrome or airport to verify that all the necessary infrastructure is on-site (i.e. power line, security, RFI, etc.), and to identify the possible locations for all the communication equipments (radio and SATCOM). For each Specific Contract (SC) for Lot 3 the Contracting Authority will provide the Satellite Service Provider with all the information collected during the site survey.</p>

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32	27/04/2018 17:43	07/05/2018 15:39	EN-02 Tender Specifications. Chapter 3.2.11.6 and Appendix 3 Financial Tender Template	For Lot 1 and Lot 2, the Tender Specifications requires the contractor to provide a price per-unit rate (€/GB) for the data volume transferred through the satellite service provider network; the service should be charged based on the actual data volume consumption. As indicated in the Financial Table, cell G18, the rate per GB will cover both variable and fixed costs. As part of each SC request, will EMSA inform about a minimum commitment for bandwidth use (GB per month)?	07/05/2018 Lot 1 and Lot 2 are intended for SATCOM services provision for RPAS; a Specific Contract (SC) for these lots will be activated anytime that EMSA will have RPAS operations requiring BRLOS communications. The SATCOM terminal provision (for RPAS) is not part of the scope of the service but as written in point 3.2.7 of the Tender Specifications and in point 2.4 of Appendix 1 Technical Specifications: 2.4.2 "for Lot 1,2 the Contractor shall make available a list of compatible SATCOM terminals and provide the corresponding performance (link budget) of the offered SATCOM solution when using each one of the terminals." 2.4.2 "it is not compulsory but it is recommended to place at the disposal of the Agency's RPAS Services Providers leasing contracts for the SATCOM terminal within the list of compatible terminals in order to minimize the implementation risk. In the instance of including the terminal leasing option the Contractor must provide the expected leasing prices for the offered SATCOM terminal." 2.4.3 "if the leasing option is not envisaged the list of compatible terminals should only include off-the-

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					<p>terminals should only include off-the-shelf SATCOM terminals. In the case of including the leasing option, customized SATCOM terminals can be incorporated."</p> <p>The VSAT terminal is part of the scope of the service for Lot 3, a Specific Contract (SC) for Lot 3 will be activated when in absence of terrestrial LAN infrastructure or mobile wireless networks (3G, 4G, etc.), internet access can be granted by placing a VSAT (Very Small Aperture Terminal) at the LGCS.</p> <p>07/05/2018</p> <p>In Appendix 3 Financial Tender Template for Lot 1 and Lot 2 there is no minimum commitment for data volumen consumption per month (GB per month). Cell E18 contains the maximum estimated data volumen consumption per month; 200 GB for Lot 1 and 350 GB for Lot 2.</p> <p>Modules_01 (service set-up) and module_03 (service maintenance) are fixed costs, for module_02 (capacity provision) a price per-unit-rate is requested (€/GB) and for evaluation purposes the total price for the capacity provision cost per SC will be calculated using the estimated data volumen consumption as per the formula of cell L18, i.e. (N) x (V x P GB)</p>

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					<p>P_GB) N_average months of module_02 duration per Specific Contract (SC) V_estimated data volumen consumption per month (D19) (note that this value does not need to be fulfilled by the Bidders, for evaluation puposes EMSA will fulfil this field with the same amount of data volumen consumption for all bids) P_GB_price per unit rate (€/GB) (C19) However as indicated in cell J24, the price scenarios are calculated for the purpose of the evaluation of the bids only and do not represent a commitment regarding the minimum volumen of services to be contracted. With regards to the minimum data volume per month during contract implementation, this will be measured on a monthly basis.</p>

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#	Submission date	Publication date	Question subject	Question	Answer
33	30/04/2018 10:41	07/05/2018 15:48	EN-02 Tender Specifications and EN-03 Tender Specifications Appendix 1 Technical Specifications Lot 1 and Lot 2.	For Lot 1 and Lot 2, shall the VSAT terminal be part of the scope of our service (terminal leasing) or shall the information be delivered using EMSA's internet connection?	07/05/2018 Lot 1 and Lot 2 are intended for SATCOM services provision for RPAS; a Specific Contract (SC) for these lots will be activated anytime that EMSA will have RPAS operations requiring BRLOS communications. The SATCOM terminal provision (for RPAS) is not part of the scope of the service but as written in point 3.2.7 of the Tender Specifications and in point 2.4 of Appendix 1 Technical Specifications: 2.4.2 "for Lot 1,2 the Contractor shall make available a list of compatible SATCOM terminals and provide the corresponding performance (link budget) of the offered SATCOM solution when using each one of the terminals." 2.4.2 "it is not compulsory but it is recommended to place at the disposal of the Agency's RPAS Services Providers leasing contracts for the SATCOM terminal within the list of compatible terminals in order to minimize the implementation risk. In the instance of including the terminal leasing option the Contractor must provide the expected leasing prices for the offered SATCOM terminal." 2.4.3 "if the leasing option is not envisaged the list of compatible terminals should only include off-the-

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					<p>terminals should only include off-the-shelf SATCOM terminals. In the case of including the leasing option, customized SATCOM terminals can be incorporated."</p> <p>The VSAT terminal is part of the scope of the service for Lot 3, a Specific Contract (SC) for Lot 3 will be activated when in absence of terrestrial LAN infrastructure or mobile wireless networks (3G, 4G, etc.), internet access can be granted by placing a VSAT (Very Small Aperture Terminal) at the LGCS.</p>
34	27/04/2018 17:44	07/05/2018 15:56	EN-03 Tender Specifications Appendix 1 Technical Specifications. Chapter 5.1.3. Page 18	The tender requires a test before signing of the FWC. Also, the SATCOM terminal to be used for the on-ground compliance test shall be one of the terminals included within the list of compatible terminals. Shall the bidder provide the terminal to be used in this test?	<p>07/05/2018</p> <p>As indicated in point 5.1.3 of Appendix 1 Technical Specifications the SATCOM terminal to be used for the on-ground compliance test shall be one of the terminals included within the list of compatible terminals. The Bidder shall provide the terminal to be used in this test, the terminal can be purchased from the terminal manufacturer or leased just for the preparation and the execution on-ground compliance test.</p>

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#	Submission date	Publication date	Question subject	Question	Answer
35	30/04/2018 10:01	07/05/2018 15:59	Ref 3.2 of Tender Spécifications : on-ground compliance test	could you please clarify if the on-ground compliance tests will be paid to the Bidder, and shall be therefore quoted ?	<p>07/05/2018</p> <p>The on-ground compliance test shall take place following the dispatch of the contract award letter and it is the final condition for the signature of the FWC. required. This test shall ensure that only mature SATCOM solutions, already fulfilling the minimum requirements, will be selected for the FWC.</p> <p>The costs of the on-ground compliance test shall be covered by the Bidders in line with Section 8 of the Invitation to tender. The Contracting Authority assumes that the Contractor already has all the means in place to set the service as described in the bid; this is merely to demonstrate it as part of the Selection criteria requirements.</p>

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#	Submission date	Publication date	Question subject	Question	Answer
36	30/04/2018 14:17	07/05/2018 16:01	Financial Tender Template	<p>We have noted that on price grids for Lot1 and Lot2, the volume of Gb consumption per month has not been filled (cell D19). Consequently on the price scenario part, the resulting costs in cell L18/19 cannot be filled also as there is a formula based on the previous cell D19.</p> <p>Could you please check and send us a new version of the financial template ?</p>	<p>07/05/2018</p> <p>In Appendix 3 Financial Technical Template only the blank cells need to be filled in by the Bidders. The estimated data volume consumption per month (cell D19) is locked because for evaluation purposes EMSA will calculate the price for evaluation with the same amount of data volume consumption per lot for all bids. For the estimated volume please refer to the maximum ceilings for each Lot. Also please refer to Answer to Question 32 for more information on the formula used.</p>
37	02/05/2018 15:28	07/05/2018 16:04	Participation from country origin	<p>Please kindly clarify if Turkey is among the eligible countries mentioned in Article 19 of the Invitation to Tender.</p>	<p>07/05/2018</p> <p>Only companies which are established in a member state of the Union or one of the other states listed in point 19 of the invitation to tender are eligible to submit a tender in the present procurement procedure. Since Turkey is neither an EU member state nor among the other states listed in point 19, a Turkish company is not eligible.</p> <p>As for subcontracting, please see also section 10 of the Tender Specifications.</p>

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#	Submission date	Publication date	Question subject	Question	Answer
38	04/05/2018 16:22	08/05/2018 19:28	Appendix 3 - Template for Financial Tender. Lot 1 and Lot 2 sheet.	<p>In the "Template for Financial Offer", Lot 1 and Lot 2 sheets, is cell E18 value a ceiling for price per GB (i.e. 200EUR/GB) or for data volume (i.e. 200GB)?</p> <p>Also, the Template for Financial Offer spreadsheet, as provided, is not calculating the cost for capacity (cell L18). Is this a typo or will the capacity cost not be considered for evaluation purposes?</p>	<p>08/05/2018</p> <p>The value of cell E18 is the data volume consumption per month used for the purpose of the calculation of the price scenario (as explained in the Tender Specifications under point 16.4): 200 GB for Lot 1 and 350 GB for Lot 2. There is no typo, nor error. Cell L18 does take into account this fixed data volume for the calculation $(N) \times (V \times P_GB)$ where:</p> <p>N_ average months of module_02 duration per Specific Contract (SC) (K18), for evaluation purposes this value has been set to three months (estimated average duration of the SC)</p> <p>V_ estimated data volume consumption per month (D19) (note that this value does not need to be fulfilled by the Bidders, for evaluation purposes EMSA will fulfil this field with the same amount of data volume consumption for all bids (ceiling values in E18 should be taken as reference)</p> <p>P_GB_ price per unit rate (€/GB) (C19) to be fulfilled by the Bidder</p> <p>Note that as indicated in cell J24, the price scenarios are calculated for the purpose of the evaluation of the bids only and do not represent a commitment regarding the minimum volume of services to be contracted. Please refer also to the Answers to</p>

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#	Submission date	Publication date	Question subject	Question	Answer
					Please refer also to the Answers to Questions 32 and 36.
39	04/05/2018 16:22	08/05/2018 19:30	EN-03 Tender Specifications Appendix 1 Technical Specifications. Chapter 1.1.1	During the set-up phase, the SATCOM capacity provision must be made available to the RPAS Services Providers in order to conduct all the necessary configuration tests. Moreover, prior to the start of the first RPAS operations a minimum of 100 flight hours are compulsory to guarantee the readiness of the system, SATCOM provision shall be granted for all the test flights requiring BRLOS communications. In order to consider the cost of the SATCOM capacity during test phase in our financial offer, we would appreciate to know the duration of this tests (number of days).	08/05/2018 The minimum of 100 flight hours is an estimation in order to guarantee the readiness of the system, not all the flight hours involve BRLOS communications, this is just intended to guarantee that the RPAS system (payload, communications systems, avionics, etc.) is ready to start operations. However this should be conducted just once before the start of the operations (first Specific Contract (SC)), for the rest of the SCs just an operational briefing at the operations site will be held before the start of each RPAS operations, the duration of this operational briefing will be one or two days and it could be also done after activation of module_02 (capacity provision).

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#	Submission date	Publication date	Question subject	Question	Answer
40	04/05/2018 16:25	08/05/2018 19:30	Invitation to Tender. Point 2.	We would like to kindly request an extension of the bidding deadline, taking into consideration the special complexity of the solution requested in this procedure.	08/05/2018 EMSA understands the complexity of the tender and for that reason already foresaw a bid submission period beyond the minimum required for an open tender. Unfortunately, due to operational constraints in providing services the Agency cannot extend the bid preparation period. Therefore the deadline for submission of the bids remains as initially published.

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#	Submission date	Publication date	Question subject	Question	Answer
41	07/05/2018 10:44	08/05/2018 19:35	Security	Answer to the question 25: "The Satellite Service Provider shall assess which security requirements are necessary to provide the required service performance." Due to the associated costs linked to security requirements and for having a fair and equal tender evaluation, it needed that all the bidders may quote service offers that are fulfilling the same key security requirements defined by the customer. Please could you provide bidders with these requirements in terms of infrastructure localisation and awaited accreditations for being able to perform missions for EU member states?	08/05/2018 There are no security requirements on teleport location or accreditation because the information to be transmitted through the payload data link is not classified (no NATO or EU information classification). For the Command and Control link security is important but it is not critical because as stated in the Answer to Question 28; in case of communications failure, the safety is achieved by defining a return procedure allowing the predictability of RPAS route back to the landing point. Once it re-enters RLOS range the C2 is re-established via the RLOS channels. For Lot 3, the Contracting Authority will provide a secured and monitored area to place all the VSAT and communication equipment (aeroport or aerodrome with security personnel, hangar, etc.)

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#	Submission date	Publication date	Question subject	Question	Answer
42	07/05/2018 10:45	08/05/2018 19:37	Satcom terminal	With reference to the second bullet point in paragraph 8.1.2 in the Tender Specification document (EN-02): The choice made by the operator of the RPAS will determine the choice of the SATCOM Service Provider in a given SC. EMSA replies "During the implementation of the FWC, the Contractors may add new terminals in order to ensure SATCOM service compatibility with the terminal on board of the RPAS selected for the operations. New terminals must comply with the performance requirements described in Appendix 1 Technical Specifications". Does the current SATCOM Service Provider and the associated terminals provides services able to meet a return link above 2 Mbps and above 5 Mbps? In order for the bidders to avoid proposing the same solutions?	08/05/2018 Until now the provision of SATCOM services for the RPAS was a responsibility of the RPAS Services Providers. In some cases the low quality of the SATCOM used by the Agency's RPAS (mainly due to the low data rate in the return link) was hindering the quality of RPAS services that the Agency offers to the Member States. Due to this reason, EMSA plan with this procurement to acquire directly its own SATCOM services to be made available free of charge to all their RPAS Services (refer to point 1.1.9 of the Tender Specifications). The requirements for the data rate in the return link: 2 Mbps and 5 Mbps - have been chosen in order to meet the performance requirements, as per point 2.2 and 2.3 of Appendix 1 Technical Specifications.

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#	Submission date	Publication date	Question subject	Question	Answer
43	07/05/2018 10:46	08/05/2018 19:38	Extension of due date	In order to ensure a fair competition with the current SATCOM Service Provider (having the best inside knowledge of EMSA program and RPAS), the challenger bidders will need additional time to consolidate all the input from the key European Satellite Network Operators and key aero antenna manufacturers. Therefore a 3 week additional bidding period is requested to EMSA with a tender due date extended to the 11th June 2018.	08/05/2018 EMSA understands the complexity of the tender and for that reason already foresaw a bid submission period beyond the minimum required for an open tender. Unfortunately, due to operational constraints in providing services the Agency cannot extend the bid preparation period. Therefore the deadline for submission of the bids remains as initially published.
44	09/05/2018 10:39	15/05/2018 16:54	Extension of time for the deadline of the tender	Several bidders are requesting an extension of time to answer to the tender. Indeed the complexity of the project requests more time to study the appropriate solution and competitive offer. So we kindly request an extension of 10 days.	15/05/2018 EMSA understands the complexity of the tender and for that reason already foresaw a bid submission period beyond the minimum required for an open tender. Unfortunately, due to operational constraints in providing services the Agency cannot extend the bid preparation period. Therefore the deadline for submission of the bids remains as initially published.

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#	Submission date	Publication date	Question subject	Question	Answer
45	09/05/2018 10:34	15/05/2018 16:55	SATCOM antenna for large RPAS	One of the aero antenna available on the market has a size of 45.7cm. Will it be acceptable to offer this type of antenna for the large RPAS ?	15/05/2018 As per point 2.4 of Appendix 1 Technical Specifications the antenna equivalent diameter for large size RPAS is 0.45 m, this is an indicative parameter of the size of the antenna and decimal digits can be added to the reference value of 45 cm, therefore an antenna size of 45.7 cm would be acceptable.

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