### Call for tenders' details

Title: Remotely Piloted Aircraft Systems (RPAS) for Medium Altitude Long Endurance Maritime Aerial Surveillance

Start date: 18/10/2019

Time limit for receipt of tenders: 13/12/2019

Contracting authority: European Border and Coast Guard Agency (Frontex)

Status: Closed

# Call for tenders question list

#	Submission date	Publication date	Question subject	Question	Answer
		05/11/2019 09:57	submission dates extension request	a competitive service offering for Frontex and would please require an extension of the deadline to submit our response. Could you please consider a 5 week extension to both the tender submission and question submission date to allow us and out	O5/11/2019 The deadline for submission of offers was extended to 29 November 2019. The relevant Corrigendum to the applicable Contract Notice will be published soon in TED. The date for the Opening Session was moved to 10 December 2019, 11:00hrs Warsaw local time. The deadline for submission of questions to the procedure was postponed until 2 December 2019, 23:59hrs Warsaw local time.

#	Submission date	Publication date	Question subject	Question	Answer
2	05/11/2019 10:54	05/11/2019 12:39		Good Morning, Thank's for answering my previous question and providing us with some time to prepare our answer. Can you please explain why the limit date to submit questions (2 December) is after the due date for the tender (29 November)? What is the last possible date to submit questions BEFORE the delivery date for the tender? Thank you . very much in advance!	O5/11/2019 Thank you for spotting our clerical error, which in fact has already been corrected. The new deadline for submission of questions to the procedure is now set on 21 November 2019, 23:59hrs Warsaw local time.
3	31/10/2019 14:20	06/11/2019 12:09		Tender Specifications, Annex I, page 23 – we assume that FRONTEX will define which RAW data will be at UTC and which at TCP. Please confirm.	O6/11/2019 As stipulated in the Annex I - Tender Specifications, on page 23 - "The bidder is requested to describe in its bid the technical setup, the topology for the data flow and the details of the data processing." Therefore the bidder shall propose a suitable architecture to achieve the data transmission requirements as described, including the envisaged usage of TCP or UDP in the data flow.

#	Submission date	Publication date	Question subject	Question	Answer
4	31/10/2019 14:22	06/11/2019 12:12	Liquidated Damages	Draft Contract Clause II.15 (Liquidated Damages) – the formula for calculating liquidated damages is somewhat unclear. Please provide clarifications. Also – please advise if Frontex will be willing to discuss this clause prior to contract signature.	O6/11/2019 Provisions of draft contract regarding any change in the General Conditions cannot be discussed, since they are part of the EC contract template and, as such, are no subject of modifications.
5	31/10/2019 14:25	06/11/2019 12:17	Tender Specifications, Section 5.1.2	Tender Specifications, Section 5.1.2 – we understand that the intent of Frontex is to sign a Framework Agreement with up to 3 contractors that will be rated as 1st, 2nd and 3rd. Please advise if the intension of Frontex is to issue the first specific purchase order to the contractor rated 1st (i.e. – the contractor with the highest score).	<b>06/11/2019</b> Yes.
6	31/10/2019 14:26	06/11/2019 12:18	Tender Specifications, Section 5.1.2	Tender Specifications, Section 5.1.2  – please advise what are the scenarios in which the contractors rated 2nd and 3rd will receive a specific purchase order.	O6/11/2019 FWC in cascade apply a vertical ranking system. Where the 1st contractor is not capable or interested in providing the supplies or services requested via a request for services or order form, the contracting authority turns to the next ranked contractor and so on. The ranking is fixed throughout the duration of the FWC, so only by terminating the 1st contractor's contract the second contractor can be used directly.

#	Submission date	Publication date	Question subject	Question	Answer
7	04/11/2019 08:24	06/11/2019 12:23	Informative meeting	As per the tender notice, an informative meeting was to be planned. When is it to take place?	O6/11/2019 As specified in the Annex I – Tender Specifications, point 4.11, the informative meeting was organised on 28 October 2019, at 14:00 Warsaw local time, at Frontex premises, in Warsaw (Plac Europejski 6), Poland. The list of questions and answers from the informative meeting will be published on the relevant e-Tendering website 6 working days before the deadline for submission of offers at the latest.
8	06/11/2019 13:54	06/11/2019 14:23	Report of informative meeting	Can you please confirm the meeting minute will be published by today CoB?	As stated in the Annex I - Tender Specifications, point 4.11, the list of questions and answers from the informative meeting will be published on the relevant e-Tendering website 6 working days before the deadline for submission of offers at the latest. Since the deadline for submission of offers has already been extended to 29 November 2019 (see our answers to other questions to the procedure), the list of questions and answers from the informative meeting will be published on the relevant e-Tendering website 6 working days before the new deadline for submission of offers at the latest, so not by today CoB.

#	Submission date	Publication date	Question subject	Question	Answer
9		07/11/2019 08:36	[Technical Capacity]	The required evidences entail 3 reference letters. Given the sensitivity of our services, and the fact that the vast majority of our customers are on security / army forces we cannot obtain signed reference letters as they are consider to impose a security breach. In this respect, can the authority confirm that self-declarations confirming proper performance can be also accepted?	O7/11/2019 The questioned requirement of evidence of 3 reference letters is not the first case of existence of such requirement in Frontex' tenders organised so far, where the tenderers' customers were from security / military. Therefore it is not fully correct that obtaining signed reference letters from such customers is impossible. However, it can also be accepted, for example, a certificate of acceptance of delivered supplies/services, signed by the tenderer's customer, instead of a reference letter. Self-declaration confirming proper performance, issued by the tenderer, but not counter-signed by its customer, will not be accepted.
10	04/11/2019 18:01	07/11/2019 08:40	Technical Proposal	Please confirm our understanding that the required technical proposal (referring to sections 6.4, 6.5 and 6.6) should be provided by exclusively addressing the elements / questions of Appendix 1 to the Annex I.	O7/11/2019 The bidder has to fulfil all the requirements referred to preparation of its complete technical offer, as stipulated in the Annex I - Tender Specifications, not just limited to fulfilment of the list of requirements provided in Appendix 1 to the Annex I.

#	Submission date	Publication date	Question subject	Question	Answer
11		07/11/2019 08:42		Our company has extensive experience and expertise in the provision of RPAS maritime configuration services, and we are keen in participating in this procurement opportunity. Nevertheless, our customers are on the military domain and are reluctant to provide any reference letter since they can impose a security breach. Could you please confirm whether self-declarations (of the authorized company stakeholder) shall be also accepted as evidences on the technical and professional capacity (Section 6.8.3)	O7/11/2019 The questioned requirement of evidence of 3 reference letters is not the first case of existence of such requirement in Frontex' tenders organised so far, where the tenderers' customers were from security / military. Therefore it is not fully correct that obtaining signed reference letters from such customers is impossible. However, it can also be accepted, for example, a certificate of acceptance of delivered supplies/services, signed by the tenderer's customer, instead of a reference letter. Self-declaration confirming proper performance, issued by the tenderer, but not counter-signed by its customer, will not be accepted.
12	01/11/2019 11:32	09/11/2019 15:47	Payload weight capacity requirement	Would a solution providing all required payload elements under the weight of 235kg be acceptable for Frontex? If not, what is the logic behind asking for a large payload capability if we can provide all payloads at a lighter weight? Thank you very much in advance.	Payload and platform requirements are considered separately in this tender. RPA platform requirements are indicated under Annex I - Tender Specifications, point 6.4.2. / a. RPAS, while sensors evaluation is the subject of point 6.4.2 c.; d.; e., &Appendix 1 to Annex I. Both types of requirements are clearly defined and not subject to change.

	# Submission date	Publication date	Question subject	Question	Answer
1	3   13/11/2019   10:32	14/11/2019 16:56	2016-2018 to be above 3 mill EUR	consider that as a valid turnover if we can in addition provide a state guarantee that gives a financial stability element Frontex is looking for (i.e. the company will have the financial strength to deliver)?	Our requirements concerning turnover have already been defined in the quoted point 6.8.2 of the Annex I - Tender Specifications and will not be changed in order to allow for the requested solution. Usually, when a potential tenderer has a problem with complying to turnover requirement on its own, he enters into a consortium with a financially reliable partner, as in accordance with point 4.7, footnote no. 4, regarding the criteria that are deemed to be achieved above a certain level (e.g. our turnover requirement), a consolidated assessment of all members of consortium together shall be made.

#	Submission date	Publication date	Question subject	Question	Answer
14		19/11/2019 09:28	National Radio Frequencies Bands	The cost for the utilization of the National Radio Frequencies Bands is in an important part of the service cost evaluation. The usual procedure to ask to the National Authorities about these costs is time consuming (applications, formal declarations, format, answers from Government offices, etc.) and not compatible with the Tender's deadline.1 Could Frontex inform all the bidders about the cost of frequencies utilization for Italy, Greece and Malta to allow all the bidders to provide a consistent proposal?	19/11/2019 The bidder is responsible to take into consideration these prices based on its market research and experience.
15	07/11/2019 18:58	19/11/2019 09:30	Airport infrastructure rental	Could you provide an average price for the airport infrastructure rental in Italy, Greece and Malta? These cost have an important impact about the final price and: 1- the airports are not indicated 2 - in any case, the Company should ask for a formal cost estimation 3 - the Companies will not be in the position to negotiate the price for an airport imposed by Frontex. The Company will be forced to accept unnegotiable "unexpected" costs.	

#	Submission date	Publication date	Question subject	Question	Answer
16		19/11/2019 09:31	Mandatory requirements	More than 30 mandatory are listed in In Table 1 of the Tender Specification while in the excel file "App.1 Technical proposal Checklist" more than 70. Could you please confirm which requirements must be considered mandatory?	19/11/2019 The bidder has to meet all the requirements of the Annex I – Tender Specifications. All the requirements in Appendix 1 are mentioned in the Annex I.
17		19/11/2019 09:35	Mandatory requirements evaluation	In case all the competitors have at least one requirement not compliant with the mandatory ones, how will be evaluated the Proposal? Will be prepared a classification of the "not respected mandatory requirements"? How will be the relation with the "Technical Evaluation Criteria" already indicated?	19/11/2019 The bidder has to fulfil all the mandatory requirements of the Annex I and Appendix 1.
18	07/11/2019 19:02	19/11/2019 09:36	Weekly schedule of operation	The operations will be scheduled 5 days a week or 7 days a week?	19/11/2019 The flights will be scheduled based on the operational needs, but the service has to be available 24/7 (except the scheduled maintenance).
19	07/11/2019 19:06	19/11/2019 09:37	Duration of the missions	As declared by Frontex during the information meeting held in Warsaw on October 28th, could you please confirm the duration of the standard mission will be 12 hours?	19/11/2019 The duration of the missions will be stipulated based on the operational needs. The asset has to have the capacity to deliver minimum 20 hours long missions to enter the FWC.

	# Submission date	Publication date	Question subject	Question	Answer
2	07/11/2019	19/11/2019 09:44	Authorization to fly	As declared by Frontex during the information meeting held in Warsaw on October 28th, could you please confirm that the Company must be authorized to fly in all the countries indicated in the tender at the submission date? Could you please confirm the possession of an authorization valid for all the countries listed in the tender issued by an European Airworthiness Authority at the submission date is a mandatory requirement.	19/11/2019 The bidder has to declare in the offer that there is not any limitation for him to deliver operational flights in Malta, or Italy, or Greece.
2	07/11/2019 19:09	19/11/2019 09:45	Flight conditions	Could you please better specify the meaning of "all weather" while this definition doesn't exist in any Airworthiness rule? As above, what is the meaning of VFR and IFR airspace while this definitions don't exist in any airworthiness rule?	19/11/2019 The term 'all weather' shall be understood as the capacity to perform day/night flights and to take-off/land at least 15 knots crosswind. (Terms and Definitions and point 6.4.2/a).

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22		19/11/2019 09:47	Pilots certification	Could you please specify what type of certification is needed for the pilots while no certification is available for RPAS with a more than 150 Kg mass?	19/11/2019 The pilots proposed in the tender shall have a valid license to operate the proposed RPAS issued by a national Civil Aviation Authority. This license shall establish that the holder has met a specific set of knowledge and experience requirements. This information shall be provided as part of the tender documentation using the 'Staff Capacities Pilots' form of Appendix 3.
23		19/11/2019 09:48	Mandatory requirements evaluation	The partial fulfillment of a mandatory requirement is a cause of exclusion of the proposal?	19/11/2019 The bidder has to fulfil all the mandatory requirements of the Annex I and Appendix 1.
24		19/11/2019 09:49	Duration of the missions	Further to the information received during the Informative Meeting held in Warsaw on October 28th, can you please confirm that the duration of the standard mission will be 12 hours together with some longer missions of 20 hours?	19/11/2019 The duration of the missions will be stipulated based on the operational needs. The asset has to have the capacity to deliver minimum 20 hours long missions to enter the FWC.

#	Submission date	Publication date	Question subject	Question	Answer
2	07/11/2019 19:39	19/11/2019 09:50	Clearances	Further to the Informative Meeting, could you please confirm that security clearances are required for RPAS operators / personnel listed in the tender BUT not for the tenderer itself at company level notwithstanding the nature of the surveillance activities to be carried out?	19/11/2019 Only the staff involved in the data/information management should be security cleared. Separate security clearance for a company premises is not required in this case.
26	07/11/2019	19/11/2019 09:51	Eligibility requirements	Could you please confirm which are the specific eligibility requirements, if any, for the participation to the tender of non-EU tenderers and operators?	In order to fulfil the eligibility criteria, the Tenderer or in case of consortium all member of consortium (and also all subcontractors, if applicable) shall provide within their bids, a declaration on their honour, duly signed and dated stating that they are not in one of the situations referred above (see the Tenderer's Declaration on Honour template attached to the Invitation to Tenderers). The Tenderer which will be selected for the award of the Contract shall provide in due time, preceding the signature of the Contract, the evidence confirming fulfilment of the Exclusion Criteria, as requested by the Contracting Authority.

#	Submission date	Publication date	Question subject	Question	Answer
27	08/11/2019 12:08	19/11/2019 09:52	Definition of MISB ST 0601		19/11/2019 The term "multicast broadcasting" from the definition section of the Annex I does not refer to IP multicast protocols. The specific requirements are only in the section "Near real time data streaming via direct raw data streaming", page 23 of the Annex I.
28	08/11/2019 12:09	19/11/2019 09:53	Definition of MISB ST 0601	In the definition of MISB ST 0601, you mention that "The metadata enables advanced Full Motion Video applications such as locating the video frame on a map, locating and mapping features within the video frame, viewing the sensor ground track and pointing direction". On page 23 the following result is requested from for the Full Motion Video: "The envisaged end result is locating the video frame on a map, position, altitude, pitch and roll of the asset." Please confirm that the expected metadata are only the ones enabling the result described on page 23.	19/11/2019 Our data processing engine is able to accept full MISB data stream. The minimum metadata tags required are the ones enabling the result described on page 23 of the Annex I.

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29		19/11/2019 09:54	Access and functions of web portal (ref. para 6.4.2)	With reference to para 6.4.2, please clarify the meaning of "administer locally". What will be the functions available to the host country? Only access to data stored in the GCS and reception/enabling of live video? Or the possibility to authorize additional IP addresses? Do you expect only one type of user or two (Administrator and Basic User)? In case one type of user is requested, the Contractor can provide the authorization of additional users, whenever necessary.	In case the host country or Frontex request to add new IP address for the distribution list and give access to the portal, the bidder has to guarantee the authorization of additional users. The Administrator of the system will be only and all the time the bidder.
30	08/11/2019 12:27	19/11/2019 09:55	Chat with the mission chief	With reference to Para 6.4.2, please confirm that only the mission chief will have external access to the chat with the GCS operators.	<b>19/11/2019</b> Confirmed.
31	08/11/2019 12:28	19/11/2019 09:56	Number of IP addresses	With reference to Para 6.4.2, kindly provide an expected quantity of authorized IP addresses.	19/11/2019 The expected quantity of authorized IP addresses is from 10 to 20.

#	Submission date	Publication date	Question subject	Question	Answer
32	08/11/2019	19/11/2019 09:57	Communications encryption	With reference to Para 6.4.2, not all the information transmitted in the scenario of a RPAS mission can be encrypted; for example, communication with ATC and with vessels, transponder data and other cannot be encrypted. Moreover, data may be exchanged as unencrypted inside the GCS and the RPA. Please confirm that the statement "All the communication has to be encrypted." refers to the communications listed in item "e" of para 6.4.2. and, in general, to all broadband communications. Of course, encryption also applies for data exchanged through the remote mission portal and for raw data distribution.	The statement "All the communication has to be encrypted." refers to the communications listed in item "e" of para 6.4.2., for data exchanged through the remote mission portal and for raw data distribution.

#	Submission date	Publication date	Question subject	Question	Answer
33		19/11/2019 09:58		With reference to Para 7.3.2, the sentence about creation of rules, included in the scoring criteria, does not seem to match with any requirement in point 6.6.5/a of the TOR. Please specify what part of the TOR (excluding the scoring criteria, whose purpose is different) describes the creation of rules for the data exploitation.	19/11/2019 Point 6.6.5.a describes the Compiled Operational Picture created in the Control Ground Station. The reference to the 'creation of rules' in Par 7.3.2 is a note to the award criteria table illustrating how the evaluation team intend to assess the suitability of the means provided to perform Data Exploitation in the Ground Station.
34		19/11/2019 11:36		Before each flight mission, does the contractor need to go to ATC to apply for airspace Waiting for response, thanks.	The contractor has the exclusive responsibility to get ATC authorization in the FIRs relevant for this contract (6.4.2.g and 6.4.3). Specific details of each mission, including ATC coordination, will be subject of the mission planning process involving: the tasking authority, other host country stakeholders, including CAA. In any case, as there is no consolidated regulation about RPAS in the EU, the ATC and CAA authorities of the hosting country could manage the RPAS operations in a slightly different way from another country. The company will have to act accordingly.

#	Submission date	Publication date	Question subject	Question	Answer
35	13/11/2019 03:59	19/11/2019 11:38	certification	"The asset is certified of operating in any class of airspace under VFR (Visual Flight Rules) and IFR (Instrumental Flight Rules) " . Which certification dose this mean	19/11/2019 The proposed platform must hold a valid certificate of airworthiness. This certificate shall be recognized and rendered valid by the host country CAA, before the signature of each specific contract. The crew will have to have all the licences, type and instrumental rating in order to be able to fly the asset in any type and class of airspace.
36		19/11/2019 11:40		Is airworthiness certification required? As far as we know, there is no airworthiness certification standard for UAVs in EU	19/11/2019 The proposed platform must hold a valid certificate of airworthiness issued by the aviation safety regulator of the State of Design of the RPAS, normally the national CAA, already at the time of submitting the offer for the FWC. This certificate shall be recognized and rendered valid by the host country CAA, before the signature of each specific order.

#	Submission date	Publication date	Question subject	Question	Answer
37	13/11/2019 04:08	19/11/2019 12:06	Airport	Are there any information about airports of this mission in three countries (Greece, Malta, Italy), such as runway level, etc? In addition, is the transfer cost between airports paid by the contractor?	in Greece, or Malta or Italy. No
38	20/11/2019 10:47	21/11/2019 14:47		Dear Sir / Madam, A recent update on the Question deadline specifies 05/12/19, while the deadline for the submission of tender remains at 29/11/19. Would the authority extend the tender submission deadline to 05/12/19? This will also allow tenderers to adapt their solution in accordance to the update published on the 19/11/19. Best regards	Recently Frontex has published one additional document on TED website, titled "correction of 19.11.2019 to RPAS documentation". Due to that factor, the deadline for asking questions to the procedure was extended to 5 December 2019. Frontex has also requested from TED the extension of the deadline for submission of offers till 13 December 2019 and postponed the tender Opening Session to 20 December 2019. The last two changes are subject of the Corrigendum, which has not yet been published, but is expected to be published on TED website by 25 November 2019 latest.

	# Submission date	Publication date	Question subject	Question	Answer
3	9 20/11/2019 18:53	21/11/2019 14:48		21.Nov to 05.Dec (the website is updated accordingly) but the deadline for the delivery of the Proposals is not changed (29.NOv). Please clarify, Thank You.	Recently Frontex has published one additional document on TED website, titled "correction of 19.11.2019 to RPAS documentation". Due to that factor, the deadline for asking questions to the procedure was extended to 5 December 2019. Frontex has also requested from TED the extension of the deadline for submission of offers till 13 December 2019 and postponed the tender Opening Session to 20 December 2019. The last two changes are subject of the Corrigendum, which has not yet been published, but is expected to be published on TED website by 25 November 2019 latest.

#	Submission date	Publication date	Question subject	Question	Answer
40		25/11/2019 08:25	Radar tracks	tracks contemporarily displayed in the GCS would lead to an excessive workload for the operator. Many	Paragraph 6.4.2/c of the Annex I requires that the maritime surveillance radar is able to manage a minimum of 1000 tracks. The system should allow filtering as per point 6.6.5/a. The tracks may be filtered out (for display only) using operator controlled criteria as per 7.3.2 BUT, when no filters are applied, the surveillance radar shall be able to manage a minimum of 1000 tracks and present them in the Ground Station.

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41	19/11/2019 17:51	25/11/2019 08:27	Air to Air target detection	Paragraph 6.4.2/c of the Annex I requires that the maritime surveillance radar is designed for air to air target detection. It is not required to use air-to-air to air target detection (which requires air-to-air modes of the radar) in maritime surveillance missions. Please confirm if it is sufficient that the maritime surveillance radar is provisioned to host air-to-air modes, or if air-to-air target detection functionality is mandatory.	25/11/2019 The bidder has to fulfil all the mandatory requirements of the Terms of References / Tender Specifications.
42	17/11/2019 08:53	25/11/2019 08:37	Customs clearance procedures	Since the RPAS is classified as Military Equipment, it requires that the local end user entity will be registered as "Importer of Record ". This is a standard procedure for customs clearance procedures of military equipment. Please advise who will be the local authority that will be registered as "Importer of Record"?	25/11/2019 Host national authority identity, for custom clearance purposes, will be made available at the moment of the signature of each Specific Order.

#	Submission date	Publication date	Question subject	Question	Answer
43	22/11/2019 07:38	25/11/2019 16:47	airworthiness certification	At present, there is no airworthiness certification standard for UAVs in our country, but our UAVs have successful applied in our country and many countries. So can we submit a tender with the UAV which without airworthiness certification?	25/11/2019 The proposed platform must hold a valid certificate of airworthiness issued by the aviation safety regulator of the State of Design of the RPAS, normally the national CAA, already at the time of submitting the offer for the FWC. This certificate shall be recognized and rendered valid by the host country CAA, before the signature of each specific order.
44	21/11/2019 20:07	28/11/2019 15:47	RPAS Configuration	As per Tender Specifications (Annex I), the current tender is based on the previously assigned Trials (Lot1, Lot2): could you please clarify if the RPAS configuration initially required for the purpose of the service (including the characteristics of the sensor) has been already tested by Frontex in any previous occasions?	28/11/2019 The bidder has to fulfil all the mandatory requirements of the Terms of References / Tender Specifications.

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		28/11/2019 15:48		requirements for the gyro stabilized turret,	28/11/2019 The bidder has to fulfil all the mandatory requirements of the Terms of References / Tender Specifications.

	# Submis		Question subject	Question	Answer
4	6 29/11/2 10:20	29/11/2019	Participation of Consortia	On Section 4.5, the Authority specifies:" Each member of the consortium must provide the required evidences for the exclusion and selection criteria". In case of a consortium, could you please confirm our understanding on the following: 1. The fulfillment of the economic and financial capacity standards will be also assessed on a Consortium level, and not on each individual company. 2. Since the "Technical and Professional Capacity" criteria should be fulfilled by the Consortium as whole, we assume that the provided evidences concatenate the Consortium's capacity and there is no need to provide these evidences for each consortium partner separately. In this context, we assume that if a Consortium Partner X provides all necessary evidences to cover the 3 years' experience in the provision of similar services, then it is not mandatory for Consortium Partner Y to provide similar evidences.	Sub-points 1 and 2: Assessment of compliance to the economic, financial, technical and professional capacity requirements of the Selection Criteria for joint tenders and for tenders involving subcontractors is described in point 4.7 of the Annex I - Tender Specifications.

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17		03/12/2019 15:51		documentation the contract signature is scheduled for Q4 2019. The first specific provisions are planned to the	O3/12/2019 You refer to point 6.2 of the Annex I. The indicative planning expressed therein should be postponed for up to 2-3 months, due to the extension of the deadline for submission of offers applied to the procedure.

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