

## ITB/SMM/11/2011 - Question and Answers

### Batch 1

1. A question regarding the need to take still pictures – does it mean still imagery from the video EO/IR payload or still imagery of much higher resolution/GSD for mapping purposes?

**Answer: The ability of EO/IR payload to acquire still pictures is a desirable option, not mandatory. Our main requirement is that the UAV transmits a live video stream (daylight/thermal) to the Ground Control Station so that our operators are capable of observing the area under surveillance in real time in order to adjust the flight path if necessary.**

2. This tender mentions flight duration of 120 minutes with an electric motor. We can fly more than 18 hours with our gasoline powered UAVs. Is a UAV powered by an Internal Combustion Engine acceptable, as a substitute for electric propulsion?

**Answer: Gasoline-powered UAV is not acceptable due to security considerations in the Area of Operations.**

3. In Annex D (Financial Proposal) you state that delivery terms are as per DAP (Delivery At Place). However, in Annex C (ToR) in the "Deliverables" Section you state that: "The contractor is responsible for all the necessary export and import licenses, permits, customs duties, taxes, etc." Could you please confirm that we need to deliver and budget our offer considering DAP terms and as a consequence OSCE will be in charge to take the equipment out of customs and as such cover any possible taxes and duties that may be applicable?

**Answer: DAP terms will apply and the OSCE will be responsible for custom clearance.**

4. Could you kindly share with us what is the available budget for this procurement?

**Answer: We cannot reveal the budget. As indicated in the tender document, the contract will be awarded to the lowest cost bidder.**

5. In the Mandatory Technical Compliance Form you mention that: "*We need to provide with two sets of depot spare parts, including replaceable assemblies, basic tools and consumables for 1 year of intense operation*". This equipment generally comes with a customized Spare Parts Package which is in relation to the Flight Cycles that are expected to be performed. Only by specifying the exact flight cycles that you are expecting to perform during 1 year of operations with each aircraft you can establish a fair and common ground amongst all offers. Therefore, please state what is the expected number of flight cycles that each system will undergo during 1 year of operations.

**Answer: The minimum amount of Flight Hours per day is 1 hour/ 1 hour and 30 minutes, at least 5 days per week (minimum 260-390 Flight Hours/year)**

6. Please confirm that you want us to submit the Operator Manual and the Depot Maintenance Manual only with system delivery and not now with our tender submission.

**Answer: Confirmed**

7. You request that "*Mission range: minimum 40 km with live video feed and telemetry data to the Ground Control Station*". Could you please confirm that this range can be achieved using a relay platform between the bird and the GCS?

**Answer: Such solution is not suitable from an operational point of view.**