

**Provision of Unmanned Aerial System (UAS) Services for the OSCE Special Monitoring Mission in Ukraine
Clarification Note nr. 1**

1st BATCH			
#	QUESTION ID	QUESTION	ANSWER
1	B1-Q1	<p>Contract Award vs Positioning Date: Italian Laws for export of defence material (and for what I know, also for some other Nations in Europe) impose to the Companies to have a Contract or a Purchase Order formally signed before to start the procedure to require an Export License. This means that may be we cannot guarantee the date of the Positioning not due to our performances but due to National Laws (L185/90). After the closure of the Bid (10.Aug), OSCE needs a certain time to evaluate the Proposals and after the selection of the candidate it's necessary to negotiate and agree the final version of the Contract, spending additional time. This time is not compatible with the necessary mandatory period to organize the export of defence material and I would like to avoid some penalizations to my Company because of respect of National Laws.</p> <p><input type="checkbox"/> Could you please estimate a timeline for the Proposals evaluation and Contract Award?</p> <p><input type="checkbox"/> Is it possible to modify the requirement of the Positioning Date starting from the Contract Award (T0 + XX weeks, considering T0 the date of the Contract Award) ?</p>	<p>Technical and financial evaluation of proposals: Between 4-5 weeks, from the bid submission deadline</p> <p>Contract award date will depend on the progress of contract negotiations and is difficult to estimate at this stage.</p> <p>OSCE may provide some support in obtaining the necessary export licenses or other relevant documentation necessary for reducing the positioning time.</p>
2	B1-Q2	<p>Security of the MOB: In the ITB Kostiantynivka is indicated as MOB but it is not clear if OSCE has the control and the management of this area, including the infrastructure. Reading the Para 2.1.11.a where is declared that we must agree with a farmer the use of a barn as hangar, make me deduct that the area is not controlled by OSCE or by Ukraine authorities. It is important to have this info in order to evaluate the security level for the Personnel and in order to transmit the correct information to the Italian Authorities in order to obtain the Export authorization for the System; we cannot declare that a military system will be deployed in a field in a civil non-protected area.</p>	<p>The OSCE does not exercise control over any area within Ukraine. The SMM operates based on its Mandate and the Memorandum of Understanding between the OSCE and the Government of Ukraine, which guarantees safety and security of SMM's property and personnel.</p> <p>The anticipated operating base is a privately owned farm complex with an attached airstrip located in a civilian area within government-controlled part of Donetsk region (GPS coordinates: N48.452040°, E 37.647139°)</p>
3	B1-Q3	<p>Based on what indicated in Para 2.1.11.a it is not clear if we can use some infrastructure (may be the farmer will not accept our proposals...) and/or if we can build something autonomously because is not clear who is responsible of the area. We understand that some details will be clarified during the Site Survey but in order to prepare cost estimation is necessary to have clear and written information about the Main Operating Base.</p>	<p>Any changes to the available infrastructure or additional construction must be negotiated directly by the contractor with the owner of the site. However, the OSCE has a good record of past cooperation with the owner and, if necessary, can attempt to facilitate the negotiations.</p>
4	B1-Q4	<p>In point 1.6. What is meant by "data recovery"?</p>	<p>All necessary equipment (hardware+software) required for downloading the data recorded by the UAV during the flight</p>
5	B1-Q5	<p>In point 2.1.10 What is the compatible video data format to be passed on to the OSCE for studying?</p>	<p>Universal video file format(s) such as AVI, FLV, WMV, MP4, MOV etc. However, converted or compressed video data should ideally retain the same quality as raw data.</p>
6	B1-Q6	<p>In point 2.1.12 May you please elaborate on the operational range of 160 km? Does this mean the mission range, telemetry range or live HD video downlink range?</p>	<p>The proposed aircraft must be capable of reaching a point 160 km from the launch location and returning back to the launch site. Within the operational range of 160 km the aircraft must be capable of transmitting telemetry data and live HD video feed to the ground control station.</p>
2nd BATCH			
7	B2-Q7	<p>1. There is stated in the ITB an estimate of 120-150 operating hours/month during summer and 50-150 during winter. Have you confirmed that these figures are realistic?</p>	<p>Estimation of summer time and winter time operating hours is realistic and is based on previous experience. As such, it is expected that the service provider will deliver 120-150 flight hours (FH) in summer. Winter time operations are challenging mostly due to adverse weather conditions and so the minimum amount of FHs to be delivered is reduced to 50. However, the contractors are encouraged to fly as much as possible within the limits specified in the ToR (up to 150 FHs/month)</p>
8	B2-Q8	<p>From our experience in the Defense sector, each flying hour of an UAV (fix-wing, 100-400 kg MTOW) requires 2 maintenance hours average, even with mature systems. Accordingly, the real UAV operation rates are about 200 hours/year/UAV. We have checked these figures in the military sector. That means that getting to the number of operating hours required in the ITB it will be needed a minimum of 4-5 UAVs. And about 9-10 units to get to the maximum expected. The total price increases very much if we deal with 4-5 or we have to deal with 9-10 units. Is it available an estimate or ceiling price expected for the contract for 1 year?</p>	<p>As stipulated in paragraph 2.5 of the ToR the bidders are requested to assume the loss of up to 5 UAVs plus payloads (assuming payloads not recoverable) in their proposals. The minimum number of airframes required are as stated. However, should more systems be required to fulfill the requirements of the operational scenario, this should be then reflected in the proposal.</p>

9	B2-Q9	Is it correct the date stated in the ITB for the operative positioning (1/OCT/2017)? This date is really short unless someone has already all infrastructure already manufactured and ready for the deployment (and also the service provision). From our experience with other European institutions, manufacturing of 5 units of this kind of UAV requires at least 6-8 months minimum, plus all the deployment. Some payload manufacturers have also larger delivery times.	The ITB states that the positioning date is 1 October 2017 or as soon as possible thereafter. The exact positioning date will depend on the proposals received and the progress of contract negotiations and can be amended accordingly.
10	B2-Q10	We as manufacturers will require these time frames to provide the services. Will a delivery time of 6-8 months be acceptable on your side?	Maximum points for early positioning will be awarded to those able to position within 6 weeks of contract award. Points will reduce on a sliding scale over time.
3rd BATCH			
11	B2-Q11	Are there any page limitations on the proposal?	No limitation on the number of pages
12	B2-Q12	Reference: OSCE General Terms and Conditions of Contract (Services), Section VI, Article 29. Does OSCE anticipate the use of a Performance Security bond?	Prior the contract signature the OSCE may request the Performance Security bond
13	B2-Q13	Reference: ITB Article 10 iv, Evaluation of Bids, Early Positioning (Weight:15%). It is stated that, "Additional points will be awarded for early deployment". • Question: Can OSCE please clarify? Does this mean additional points for being in place before the 1 October positioning date as expressed in Annex C, Article 1.3?	Please see B2-Q10
14	B2-Q14	Reference: Annex C Article 1.3, states "The operative positioning date is 1 October 2017 or as soon as possible, thereafter." With that date in mind, does OSCE have an estimated contract award date?	Please see B2-Q9
15	B2-Q15	Reference: Annex C Article 1.3 a., states that the Contractor is to "Conduct all necessary training for any OSCE staff, such as system familiarization and basic image analysis. What level of training does OSCE expect for "basic imagery analysis"?	OSCE staff are to be able to understand the imagery and symbology used in the system displays, to be trained on system limitations and capabilities to be able to best direct utilisation of the UAS and to ensure common expectations. Basic imagery analysis training is to be conducted on-site to enable OSCE staff to share an understanding with the contractor regarding image interpretation.
16	B2-Q16	Annex C Article 1.4, states that "The contract will be for a period of 1 year - from the contracted positioning date on-site, with the option to extend for an additional year, -, up to 4 years in total. Can OSCE please clarify this statement?	That the contract will be signed for 1 year and it can be extended further for additional years – up to 4 in total, depended on operational needs, contractor performance and possible funds availability.
17	B2-Q17	Reference: Annex C Article 1.8, states that "A dedicated 400m runway is available free of charge but, if it is required, the contractor would be responsible for its maintenance, including any snow clearance if required. Who will be responsible for any snow clearance from the main road to the site, and the access roads to the runway itself?	The contractor will be requested to make the necessary arrangements with the owner of the site, including those related to snow clearance and general maintenance of the UAV Operating Base. Attendance at the Site Visit is highly recommended.
18	B2-Q18	Reference: Annex C Article 1.9, states that "The contractor payload operator is required to provide immediate Level 1 image analysis to the OSCE." How does OSCE define "Level 1 imagery analysis"?	See B2-Q15. The term Level 1 imagery analysis is used with the industry accepted meaning.
19	B2-Q19	Annex C Article 2.1.1 a, Camera and Data, states that "A gimbal-stabilised daylight colour video camera and infra-red camera is required." Can these be separate payloads or is OSCE expecting one payload to incorporate both cameras?	Two separate payloads can be used, provided that they can be mounted simultaneously on the airframe performing an operational flight. Dual E/O and I/R capability must be ensured simultaneously during the flight.
20	B2-Q20	Annex C Article 2.1.1 c, states, "Specifically, the system must recognize two metre size targets, day and night, at a slant range of 5 km, and approximately achieve Civil NIIRS Rating Level 7 (40cm targets) at 5km by night using IR and 4km by day using EO." For the NIIRS requirement, the EO capability required is less than the IR capability. Is this intentional? The recognition of the 2-meter size target. Is this an indirect reference to STANAG 4347 (for Detection, Recognition and Identification of targets)?	The standard given is intentional. There is no intentional reference directly or indirectly to STANAG 4347. Any similarity is coincidental.
21	B2-Q21	1. Reference: Annex C Article 2.1.7 b, states that "The UAS must be able to continue autonomous safe flight and recording, and ultimately to return to the launch site." Must the UAV continue autonomous flight, after what event? Loss of communications, jamming of GPS?	The UAS must be able to continue autonomous safe flight and recording if communications or data links are lost, regardless of the cause (jamming, technical issues etc.)
22	B2-Q22	12. Reference: Annex C Article 2.1.7 e and f, states, "Must include terrain avoidance capability and; must independently be able to avoid airspace incursions." To address 2.1.7.e – is radar envisaged? To address 2.1.7.f – is geofencing envisaged?	Radar is not envisaged. Avoidance parameters may be pre-programmed with the UAV aware of its position in relation to its surroundings.
23	B2-Q23	Reference: Annex C Article 2.1.10, Data Storage, states that "the contractor is to provide data." Is OSCE requesting the data to be live streamed directly to OSCE or transferred daily?	Daily post-flight data transfer is sufficient.
24	B2-Q24	Annex C Article 2.2.2 a, "Routinely conduct airborne operations." Can OSCE please define "Airborne Operations"? Is Airborne operations defined as the time accumulated between "wheels-up and wheels down" or is it accumulated time over target?	Wheels-up, wheels-down

25	B2-Q25	15. Reference: Annex C Article 2.2.2 b, states that "The anticipated average total flying hours during summer months (April to October inclusive) are 150 flying hours per month." Is this the ceiling for anticipated flight hours or is it possible to exceed this amount? Will the vendor be compensated for hours in excess of 150 hours/month if that coverage is requested? Will the vendor be penalized if an aircraft is not available after reaching 150 hours in a given month?	The 150 FH limit can be exceeded if required and tasked by the OSCE and the contractor will be compensated accordingly. If the aircraft is unavailable after reaching 150 FHs the contractor will not be penalized.
26	B2-Q26	Annex C Article 2.2.7 b ii, states that "the provider shall be allowed, without deduction, up to 6 days of downtime." Is the 6 days of available down time exclusive of the 6 days per week operational tempo?	Yes, it is exclusive, however valid reasons for the downtime have to be provided.
27	B2-Q27	17. Reference: Annex C Article 2.7, Company Profile. Is the OSCE Vendor registration to be completed and submitted as part of the proposal or is this to be submitted under separate cover with original documents mailed to OSCE?	Correct , Vendor registration form must be completed and send together with the Technical Bid