

Clarification Note No. 5

ITB/SMM/04/2018 - Supply and delivery of Ten (10) small mid-range Unmanned/Unarmed Aerial Vehicles for the OSCE Special Monitoring Mission to Ukraine (SMM)

B5Q1 While page 1 para 6 of the ITB states that the OSCE is exempt from taxes and duties, page 1 of the ToRs states, "The contractor is responsible for all the necessary export and import licenses, permits, customs duties, taxes, etc." Could you please clarify if we will be charged any import taxes, duties or similar by the authorities in Ukraine for delivery of our equipment to the SMM.

Answer: All the import related issues and procedures have to be taken care of by supplier. OSCE SMM if requested by supplier may provide support and guidance. OSCE SMM is exempt from taxes and duties and this should be used by supplier for the import procedures.

B5Q2 Can the fixed-wing UAV with the function of vertical takeoff and landing, instead of hand and/or catapult launching and belly-landing, be acceptable?

Answer: Please refer to Amendment 1 published on OSCE website on 5 February 2018 (4. Ref. Annex C, C 1.4 and 5. Ref. Annex C, C 1.5):

""Hand and/or Catapult launched or other solutions available on the market i.e. hybrid fixed-wing platforms capable of vertical take-off and landing will also be accepted.""

""Ability to belly land on hard (asphalt or concrete) surfaces. Obligatory belly landing or vertical landing, with additional optional parachute landing without additional scoring.""

B5Q3 Did licensed UAV pilots who will perform the Operational Training in B1.3 mean the UAV pilot with AOPA certificate, or with certificate issued by the manufacturer of UAV?

Answer: Please see clarification B4Q4. The Operational Training (ToT) will be conducted by Contractor's licensed UAV pilots (trainers). As such, the trainers must possess a valid UAV pilot certificate/license from manufacturer-/contractor/recognized organization or body.

B5Q4 Will trainers certified by contractor train OSCE pilots and issue RPAS certificate to them?

Answer: Confirmed. In accordance to requirement B.13, the 12 OSCE staff members who will participate in the operational training (ToT) will then be OSCE trainers who will issue pilot certificates to new OSCE pilots.

B5Q5 Should we make the operation training and depot maintenance training after FAT of first two systems, or after 10 systems being delivered?

Answer: The operational training (ToT) and the depot maintenance training are envisioned to take place after successful completion of the FAT for the first two systems.

B5Q6 What is the meaning of "Telemetry data file for analysis afer flight" in C4.1 ? Do you need us to store the telemetry data in a specific format?

Answer: Telemetry data must include flight trajectories and post-flight log files (eg. unencrypted NMEA format) with associated metadata.

B5Q7 The hot line for remote on-demand support is in English. Is it acceptable?

Answer: Yes. The hot line language must be English.

B5Q8 During the training and support in Ukraine, whether OSCE can provide necessary safeguard measure to protect the safety of life and property of our staff?

Answer: No. The OSCE is not in a position to provide security to Contractor's staff or assets. However, the OSCE SMM can provide the Contractor with information on general security situation in the anticipated area of operations based on an internal risk assessment process and, if necessary, provide recommendations on local providers of security-related services. Moreover, during operational support visits in the field, the SMM will provide transportation in armoured vehicles from SMM premises to flight locations, as well as Personal Protective Equipment (PPE - buletproof vest and helmet) and trauma bags.

B5Q9 Four technical and operational support visits for the first year with duration of 5 days in B.17, 5 days is for one visit or for four visits?

Answer: Each of the operational support visits is expected to last five days, therefore the total number of days for the four visits will be 20 days.

B5Q10 Please confirm that the delivery term is DAP Incoterms 2010 Kyiv, the license, permits, customer duties, taxes of import and clearance customer of import is responsibility of OSCE.

Answer: Deliver terms to Kyiv is DAP since OSCE SMM is exempt from import taxes and duties. However, all the relevant documentation should be provided and dealt with by supplier. If needed, OSCE SMM may provide information support and guidance.

B5Q11 Is End-user certificate in last row of page 2 of Annex A the same with end-user licenses in page 1 of Annex C? We think this document should be applied for by OSCE from Ukraine Government and be supplied to us for application for export license.

Answer: This is correct. It is the same end-user certificate. Supplier is requested to take care of the whole documentation; supplier should inform OSCE SMM if such certificate is required and provide the document to OSCE SMM.

B5Q12 What endurance would OSCE need from the aircraft? And does it need to be runway dependent or independent?

Answer: Please refer to Section D. of the ITB (endurance time: min. 120 min). According to ITB requirement C1.4 the system must be hand and/or Catapult launched.

B5Q13 What payload size does it need to carry?

Answer: Please refer to Sections D.2 and E.2 of the ITB for payload requirements.

B5Q14 What systems and sensors are needed in the aircraft?

Answer: Please refer to sections D and E of the ITB for detailed systems and sensors requirements.

B5Q15 Is there a selected comms network that this will connect to?

Answer: No, the UAV systems will not be connected to a separate comms network.

B5Q16 Do they need any support in deploying and/or providing pilots for the system?

Answer: No. As per requirement B.13, Operation training course/Training of Trainers for 12 OSCE staff members must be organised by the contractor.

B6Q1 Reference: ANNEX C - B.11 and B.12: Ten manuals are requested, but then in the same sentence only two hard copies and two soft copies of the manuals are required. Should this be five hard copies and five soft copies for a total of ten manuals?

Answer: Please refer to Amendment 1 published on OSCE website on 5 February 2018: Five hard copies and five soft copies are requested for a total of ten manuals.

B6Q2 Reference: ANNEX C - B.17: re 5 days spent in each of the 2 regions or 5 days for both regions?

Answer: Please refer to clarification to question B5Q9: each of the operational support visits is expected to last five days; therefore the total number of days for the four visits will be 20 days. The locations of the operational support visits will be agreed upon with the successful bidder.

B6Q3 Reference: ANNEX C - D.2.1: NIIRS is a subjective quality scale. Is the NIIRS requirement sighted referencing the Video-NIIRS rating scale as the paragraph is referencing the EO camera of 720p video standard?

Answer: Yes, the NIIRS rating is applied to the EO camera.

B6Q4 Reference: ANNEX C - D.2.1: As many EO/IR sensor manufacturers now provide data for Detect, Recognise, Identify (DRI) capability (and not a NIIRS rating), is it not possible for the OSCE to use this to compare slant-range capability of EO/IR sensors?

Answer: The DRI capability may be considered during the technical evaluation if target recognition parameters correspond at least to NIIRS 4 rating.

B6Q5 What is the role and function of the stand-alone microphones with proven track of operation?

Answer: The aim of the optional microphone is to enable the SMM operating teams to assess whether the UAV is targeted by small arms or anti-aircraft fire when operating at large distances from the take-off location.

B6Q6 Four (4) Technical and Operational Support visits for the first year, on-site in government-controlled parts of Donetsk and Luhansk regions with duration of 5 days. Are 5 days the total duration of four visits, or the duration of every visit?

Answer: Please refer to clarification B5Q9: each of the operational support visits is expected to last five days, therefore the total number of days for the four visits will be 20 days.

B6Q8 What does "Abort landing option "of flight modes mean?

Answer: As an example, if the UAV is conducting belly landing on an asphalted public road, the operating team must be able to abort landing in case any obstacles appear on the landing trajectory during the final descent or before the UAV touches the ground.

B6Q9 UAV with sky grey color has lower visual signature. Is this color acceptable?

Answer: Yes, this would be acceptable.

B6Q11 We do not have the option of data storage on board of the UAV so there is no need for us to provide the encryption of the data. Do we fulfil the criteria?

Answer: Please refer to Amendment 1 issued on 5 February 2018. Encryption is necessary only if any data is stored on board of the UAV.

B6Q12 Regarding the C.1.5. Criteria: Our system does the belly-landing after deploying the parachute. Do we fulfil the criteria?

Answer: No, because the platform will land mainly on narrow public roads or cemented surfaces. Deploying the parachute during the first landing stage bears the risk of drifting the UAV on long distances, further from the roads or cemented surfaces on which operations are conducted.

B6Q13 Regarding the E.1 Requirement: Our system supports microphones. In order to provide the most appropriate one, can you describe what kind do OSCE have in mind (technical specs)?

Answer: Please refer to clarification B6Q5: The aim of the optional microphone is to enable the SMM operating teams to assess whether the UAV is targeted by small arms or anti-aircraft fire when operating at large distances from the take-off location.

B6Q14 Ref: Annex C, Section A1: Given that, for confidentiality reasons, our customers are not willing to provide a Recommendation Letter stating the past performance of a given contract, please be so kind to waive the requirement to "provide a corresponding recommendation letter" with the submission of our bid.

Answer: Requirement A1 is mandatory and will not be waived.

B6Q15 Annex A, Section 8: Given the large scope of the contract would OSCE be willing to consider the possibility to grant advance payment? E.g. 30% of the total contract budget after Contract Award?

Answer: The payment term is 30 days net and pre-payment cannot be accepted.

B6Q16 Annex C, Section E: You are mentioning that all optional requirements (E) are evaluated with scoring based on the Evaluation Scoring Table. Could you please clarify where we can find this table?

Answer: In the invitation to Bid under point 11 the evaluation methodology is explained. The "Evaluation Scoring Table" is an internal tender document and it cannot be made available to bidders. However, optional criteria will not influence mandatory technical evaluation if the bidder fails or passes.

B6Q18 "Annex C, Section D.1.11 & ANNEX D, line item 11: Inertial Navigation System or equivalent. Is a GPS/GLONASS/GALILEO/BEIDOU navigation with dead reckoning capability, IMU unit and magnetometer considered an INS equivalent for the purposes of this tender?"

Answer: Yes, this will be considered during the technical evaluation.

B6Q19 "Annex C, Section B.16 & ANNEX D, line item 19: In Annex D, you require us to provide a price for the Factory Servicing/ Predictive/ Preventive Maintenance plan for 10 systems per year.

a. Please confirm that what you need is the basic price for us to perform preventive maintenance during a year for each system and that this does not including the cost of servicing/ repairing systems and equipment that are damaged outside the Warranty Conditions (e.g. operator mistake, accidents, etc.). Any such repair services will be invoiced separately depending on the actual repair service performed.

b. Also please confirm that when quoting the preventive maintenance service we will assume 100 Hours of Flight per system during the first year. When more flight hours are performed during the first year, a new service maintenance contract should be agreed between the parties.

Answer: a) Yes, we need the price for 10 predictive maintenance/factory servicing sessions during 12 months;
b) This will be part of a contract which may last 12 months, subject to negotiations with the successful bidder.

B6Q21 ANNEX D, line item 1 and 2 from the Optional table: a. Please confirm that if a bidder submits prices for the optional items these are to be considered as optional items that OSCE may choose to purchase but which will not be considered when comparing the prices among all submitted bids.

b. Please confirm that the Quantity of Line Item 2 of the Optional table should read 10 instead of 1.

Answer: a) The price for optional criteria will not influence the financial evaluation (Least-cost criteria).
b) Page 11 , Requirement E.1 reads "Ten (10) detachable stand-alone microphones..."

B6Q22 ANNEX D, Delivery Terms & ANNEX C, pag. 1 Deliverables: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: Deliver term to Kyiv is DAP since OSCE SMM is exempt from import taxes and duties. However, all the relevant documentation should be provided and dealt with by supplier. If needed OSCE SMM may provide information support and guidance.

B7Q1 With reference to the D2.9, is it mandatory to retract the gimbal, for take-off and landing procedure, within the UAV fuselage to protect it?

Gimbal must be positioned so that the propeller is not in the visual field and avoid mask?

Answer: First question: Please refer to Amendment 1 published on OSCE website on 5 February 2018. The payload must be sufficiently protected to prevent damage during landing procedure.

Second question: to highest degree possible the propellers or the UAV fuselage should not block the payload's field of view (FOV). Technical solution proposed by the bidder will be evaluated accordingly during the technical evaluation phase.

B7Q2 With reference to the C3.2, does the abort landing option have to be activated from the three following devices : antenna, ground console station and joystick?

Answer: Any means of aborting the landing at any stage during the final approach will be considered. The preferred solutions are through the GCS or through a joystick/UAV controller.

B7Q4 Referring to Technical requirements D.1.3: Will it be critical if the endurance time will be 60 min.? This is a kind of design and optimization issue. Endurance time could have been extended during design period.

Answer: As per requirement D.1.3, the minimum endurance time is 120 minutes. Deviations from this requirement will not be accepted.

B7Q5 Referring to Technical requirements D.1.6: Will it be critical if it is 15 m/s for operative flight speed? Airspeed of Mini UAV is adjustable or auto by the operator. Adjustable range is from 13 m / to 20 m/s.

Answer: As per requirement D.1.6, the minimum operative flight speed is 18 m/s. Deviations will not be considered.

B7Q6 Referring to Technical requirements D.1.13: In case of emergency landing somewhere, aircraft can be easily tracked since operator can still get GPS signal. Therefore, the landing place can be easily spotted and the aircraft can be evacuated. We think that there is no need on-board RF beacon or mini GPS tracker. Operator can track the platform till the very last moment of the mission. Even he/she can get vision. Is this applicable?

Answer: It is not acceptable. As per requirement D.1.13, a RF beacon or mini GPS tracker has to be provided. In case of jamming, the GPS signal can be lost and the operator can only have data of the last known location of the UAV based on GCS data but not based on the actual crash location. A GPS tracker or a RF beacon is aimed at enabling the operators to accurately search for the equipment.

B7Q7 Referring to Technical requirements D.2.1 : Will it be critical if the EO camera with 720x580 p resolution ? HD Camera project is under development at the moment. However the current version has 720X580 , currently uses analog video transmitter of 5 W to 8 W output range which is developed in house. Is adaption and integration of a digital video downlink as well to Mini UAV System which can support 1280 x 720 resolution acceptable?

Answer: As per requirement D.2.1, the minimum resolution of the EO camera must be 1280x720. Solutions offering lower resolution will not be considered.

B7Q8 Referring to Technical requirements D.2.2 : Will it be critical if the EO camera with 10 x optical ? HD Camera project is under development at the moment. However the current version has 10X. When 1280 x 720 camera is adapted this is also possible but 20x zoom for mini UAV is high as stabilization of the image is optimum for 10x. beyond that level it is not useful according to our current experience.

Answer: As per requirement D.2.2, the EO camera must have at least 20x optical zoom. Solutions offering optical zoom of less than 20x will not be considered.

B7Q9 Referring to Technical requirements D.2.4 : Will it be critical if the object tracking capability as manual ? There is no automatic tracking capability at the moment. We have Auto coordinate locking as a feature.

Answer: Object tracking capability must be automatic.

B7Q10 Referring to Technical requirements D.2.6 : Will it be critical if this will be just data storage on GCS? Data storage in the GCS is available, but encrypted storage on board is not available. This is again design and optimization problem. Weight and security were the main concern.

Answer: In case any data is stored on board the UAV, it has to be encrypted as per requirement D.2.6. This is due to data security concerns in case the equipment is lost.

B7Q11 Referring to Technical requirements D.3.1 : Will it be critical if data link range as 15 km.? This is optimized solution considering weight and security of the platform. Since there is handover capability of the system, you can extend the range. Our data links are tested up to 25 km with no loss, but we can guarantee 15 km LOS range on all weather conditions.

Answer: As per requirement D.3.1, the minimum range of the data link is 30Km. No deviations will be considered.

B7Q12 Would it be possible for you to extend the deadline of the tender date?

Answer: The deadline cannot be extended.

B8Q1 In D.1.2 you required "Endurance (mission) range: minimum 60Km", is this 60Km total flying distance or it is just one-way distance, round trips is 120Km?

Answer: The 60Km is the minimum full flight mission endurance whereas the minimum one-way distance is 30Km.

B8Q2 If you can provide End-user certificate and End-use certificate for application for Export License from the Government?

Answer: The end-user certificate, if required, has to be provided by supplier. It is supplier's responsibility to take care of the end-user certificate.

B8Q3 Can C2 and live video be streamed together through one AES-256 single DDL?

Answer: As per requirement D.3.2, two separate links are requested for C2 and the video stream.

B8Q4 We would like to conduct training with our own platform – is that an option?

Answer: Yes, this would be acceptable.

B8Q5 Regarding point C.1.5 – how big is the obstacle free zone? How wide and long are the roads?

Answer: As operations are conducted in the conflict area, infrastructure is very limited. Flights are often conducted from very narrow public roads with a width as small as 6-8 metres.

B8Q6 For manually operating – it is needed to use additional RC remote control – is that acceptable?

Answer: Yes, RC controllers for manual operation of the UAV will be considered.

B8Q7 What is meant by landing lights (D.1.14) and under which conditions are they used?

Answer: Please refer to Amendment 1 published on the OSCE website on 5 February 2018. Landing lights are an optional requirement. They would be used in case of night operations.

B8Q8 What are the requirements for detachable microphones and what shall be the purpose of use?

Answer: Please refer to clarification B6Q5: The aim of the optional microphone is to enable the SMM operating teams to assess whether the UAV is targeted by small arms or anti-aircraft fire when operating at large distances from the take-off location.