



Date: 9 October 2018

**SEC/RFP/19/2018 – Provision of satellite voice and data services and supply of satellite
communications hardware equipment to the OSCE
Clarification Note 6**

The Organization for Security and Co-operation in Europe has received requests for clarification from potential Proposers on Mon 08/10/2018 15:56 and on Mon 08/10/2018 19:28 with regard to Request for Proposal SEC/RFP/19/2018. The OSCE would like to provide the following clarifications:

Q1: “Annex D: TECHNICAL COMPLIANCE FORM

8/ SUPPLY AND DELIVERY OF SATELLITE COMMUNICATION HARDWARE EQUIPMENT

Hardware Equipment

Accessories

- What does OSCE understand by “accessories” for 1) Inmarsat, 2) Iridium, and 3) Thuraya? i.e. bags, belts, docking stations, software?”

A1: Each device has a list of Accessories which are specific to them. The accessories lists are usually included in the technical leaflets as options. Below are listed some accessories which can be found in technical leaflets alongside Standard items included in the package of the device when it is quoted:

- spare batteries of different capacities;
- antenna adopters;
- traveller chargers;
- hands free handsets;
- passive and active antennas;
- antenna cables with different lengths;
- power adaptors;
- additional SIM cards;
- data cables.

Bidders may also offer other items that are considered as optional to the standard delivery included in the original package.

Q2: “We kindly ask you to consider a short extension of the submission deadline in order for us and others to incorporate all information and to get all answers back from the large organisations we are working with. Any support here will be appreciated, surely not just by us.”

A2: Due to the severe internal time-constraint, the postponement of the submission deadline is unfortunately not possible.

Q3: “Evaluation of Proposals

‘13. f : Cost comparison between responsive proposals. From among all technical acceptable proposals, the award will be made to the technically acceptable lowest cost proposal’

- Regarding understanding the above paragraph better, is it possible to get some more detailed information as to how do OSCE calculate and evaluate the given quotations amongst the technically acceptable bids i.e. how is the individual prices and optional services valuated?”

A3: The award shall be made to the technically acceptable bidder with the lowest cost. Lowest cost includes Best Value for Money calculation (i.e. the calculation of lowest life-cycle cost, also known as lowest total cost of ownership).

Q4: "This solicitation contains a number of optional services (e.g., Global Xpress, Iridium PTT). If these services are included in an offer, will they factor into the OSCE's evaluation of proposals? If so, could you please explain how?"

A4: The basis for the financial evaluation shall be the mandatory items presented in the Pricing Format. Optional items or accessories may be part of the product pool in the future contract.

Q5: "Is OSCE able to disclose the identity of the incumbent contractor?"

A5: No.

This Clarification Note is disclosed simultaneously to all economic operators.

END