



Date: 11 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 7**

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The Organization for Security and Co-operation in Europe has received requests for clarification from potential Proposers on 10 October 2018 4:41 PM and 10 October 2018 8:43 PM with regard to Request for Proposal SEC/RFP/19/2018. The OSCE would like to provide the following clarifications:

Q1: "REQUEST FOR PROPOSAL

12. FINANCIAL PROPOSAL

Completed and signed Annex D "Pricing Format"

- Could OSCE pls confirm, that rather than Annex D, here is Annex E meant?
- Consequently, could OSCE pls confirm, that it suffices to hand in Annex E completed and signed."

**A1: "Annex E – Pricing Format" is meant. The "Instructions for Submission of Proposals" shall be followed when submitting a Proposal. "Annex E – Pricing Format" shall be filled and duly signed and stamped.**

Q2: "ANNEX E - FINANCIAL PROPOSAL - PRICING FORMAT

A/ PROVISION SATELLITE VOICE AND DATA SERVICES

A1/ Inmarsat Voice and Data Services (EUR)

- Line 8: What is meant with "Data Volume Package"?

What should there be included? E.g. Minutes or money allowance in the subscription."

**A2: Data Volume package means: A package with a certain volume (e.g. 5, 10, etc. Mbytes) which is included in the monthly subscription for a SIM card which has data transmission enabled.**

Q3: "ANNEX E - FINANCIAL PROPOSAL - PRICING FORMAT

A/ PROVISION SATELLITE VOICE AND DATA SERVICES

A3/ Thuraya Voice Services

- Thuraya has different land line zones, which zone do you wish to be included, or should we rather extend this position with additional lines e.g. for each different land line zone?"

**A3: We require charges for all Land Line Zones.**

Q4: "ANNEX E - FINANCIAL PROPOSAL - PRICING FORMAT

A/ PROVISION SATELLITE VOICE AND DATA SERVICES

A5/ Iridium Voice & Text Services

- Last line. SBD: There are different plans available e.g. 12 kB, 17 kB, etc. All of them have different monthly subscriptions.

Pls confirm, that we are allowed to expand our answer beyond the one line given, or inform us of in which form then OSCE rather sees our answer?"

**A4: It is possible to expand your answer beyond the one line given.**

Q5: "ANNEX E - FINANCIAL PROPOSAL - PRICING FORMAT

A/ PROVISION SATELLITE VOICE AND DATA SERVICES

A6/ Ka Band Satellite Internet Access

- In A6 do you refer to A1 Global Xpress, or is it a different Ka-system?

- As Ka is optional, pls confirm it will be accepted to post no price for A6 in case of no availability to offer such service?"

**A5: Please see Clarification Note 1 A1.**

Q6: "ANNEX E - FINANCIAL PROPOSAL - PRICING FORMAT

B/SUPPLY AND DELIVERY OF SATELLITE COMMUNICATION HARDWARE EQUIPMENT

- We understand, that the equipment mentioned under line 32, 33 is optional, and therefore price is not mandatory. Pls confirm."

**A6: Please see Clarification Note 1 A1.**

Q7: "ANNEX E - FINANCIAL PROPOSAL - PRICING FORMAT

A/ PROVISION SATELLITE VOICE AND DATA SERVICES

A1/ Inmarsat Voice and Data Services (EUR)

- In the matrix, the columns "Isat M2M" and "Isat Data Pro" opens for the question are prices here mandatory or optional because none of the equipment listed under B/ Hardware is capable of using these services. Please confirm, that based upon the hardware requested prices for the two services are optional.
- In the matrix, pls confirm that the column "BGAN Data" refers to prices for BGAN M2M Service."

**A7: Prices are required for the units in use. Hardware is not required as we do not have plans to expand that service. BGAN Data Prices refer to Internet access and not to BGAN M2M service.**

Q8: "Does the OSCE plan to include the prices of optional items in the price proposal in the total evaluated price?"

**A8: Please see Clarification Note 6 A3.**

Q9: "Since questions can be submitted up to 10 October 2018, will the OSCE kindly consider extending the due date for proposal submission (by 10 days) or allow electronic submission of the proposal documents so the vendors will have time to respond to any clarifications in OSCE's guidance that result from the questions?"

**A9: Please see Clarification Note 6 A2.**

This Clarification Note is disclosed simultaneously to all economic operators.

END