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Date: 6 Dec 2018

## Clarification Note – Q&A Batch 2

### Invitation to Bid No. ITB/SEC/25/2018- Supply and Delivery of Armoured Vehicles

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The Organization for Security and Co-operation in Europe has received a request for clarification from potential bidders.

In accordance with Article 17 of the ITB Documents the OSCE would like to provide the following clarification:

**Question 1** - Ref. Requirement No. 22, Mandatory Certificate: Please confirm if a trading company in consortium with an uparmouring company (joint and several) can act as lead partner in submission of a bid for this ITB? The required Ballistic and Blast Certifications etc. will be in the name of the uparmouring company (consortium partner). The uparmouring company will also issue a manufacturer authorization to the lead partner/trading company.

**Answer 1:** Yes, this is acceptable since the certificates are in the name of the armouring company.

**Question 2** Ref. Requirement No. 22, Mandatory Certificate: Please confirm and/or list if any emissions standards (euronorm) are included in the TUV Mobility Certification.

**Answer 2:** No, emissions standards are not included in the TUV certificate. This certificate confirms that the vehicle has been adequately modified to withstand the additional weight and as such is roadworthy.

**Question 3** Ref. Optional Requirement No. 3, Suspension and Braking System: Please state which certification bodies are approved with regard to PAS 301:2017

**Answer 3:** The OSCE will not provide a list of test facilities that perform vehicle mobility tests in accordance with the PAS 301:2017. The bidder will need to make their own enquiries.

**Question 4** Ref. Requirement No. 1, Base Vehicle: Please state applicable emissions standards (euronorm or equivalent) for TLC 200, V8 Turbo Diesel.

**Answer 4:** It is a general specification vehicle.

**Question 5:** With regards to requirement for 3 years of experience, - is it possible base our company experience in this tender together with our subcontractor?

Our subcontractor is a leading supplier for a local Government agencies, includes all VIP persons in different governmental authorities.

**Answer 5:** **The bidder who will submit the bid must have minimum 3 years of experience.**

**Question 6:** Is it mandatory to supply vehicles with diesel engine? Could we propose benzine engine?

**Answer 6:** **No, a petrol engine is not acceptable. It is mandatory to supply vehicles with diesel engines.**

**Question 7:** The technical specification calls for certified testing to VPAM BRV 2009 and ERV 2010. Would OSCE be willing to accept testing carried out to VSAG 12 and PAS 300:2015 as comparable testing?

**Answer 7:** **The OSCE will accept the PAS 300:2015 as being the test standard for blast and ballistic testing of a proposed vehicle design.**

**If the bidder uses test results and certificates based on the PAS 3015:2015, they are required to provide an analysis of the results cross-referenced to the similar test results that would have been conducted using the BRV 2009 and ERV 2010 standards. This cross-reference analysis must be provided and certified by a suitably qualified expert.**

**Question 8:** Could the Authority clarify if Annex C to the technical specification which lists documentation to be supplied is required as part of the Bid? In Electronic and paper?

**Answer 8:** **As stated in the ITB documents, article 11 – All bids must be submitted in sealed envelopes which are clearly marked. Submission of bids by fax or email is not accepted.**

**Question 9:** The technical specification and Annex D Pricing schedule mentions 2 options for armouring – Bumper to Bumper and Bumper to Wall can the authority confirm if it is mandatory to price both options?

**Answer 9:** **It is not mandatory to bid for both options. Based on the bidders production, if the bidder does not produce one option than they will provide the price only for the option they can produce.**

**Question 10:** Blast Protection: Side: The side shall be designed so as to withstand the blast force emanating from a 15kg High Explosive Charge (or similar equivalent full charge) detonated at a distance of 2 m to the B-pillar and 1m above the ground.

➔ In the previous paragraph you are referring to the ERV 2010 guidelines for special protected vehicles. In this guideline, the test setup is precisely defined for vehicles armoured in protection level VR7 / BRV 2009. The testing charge is defined as 12,5 kg PETN in cuboid form which should be detonated at a distance for 4 m (for VR7 vehicles) to the B-pillar (the height is not defined therein, it is described that the charge's upper edge should flush exactly with the lower edge of the side window, the sill height differs from OEM manufacturer to OEM manufacturer). Could you please confirm whether you accept a certification as per ERV 2010 guidelines? If not, could

you please specify what is exactly meant by “15 kg high explosive charge or similar equivalent full charge” and if it will be allowed to submit the certificate for a re-certification as per your test plan after awarding of the contract?

**Answer 10: For the blast protection testing the OSCE makes a reference to the ERV 2010 standard. However, the OSCE requirement is that the testing is performed with the 15 kg TNT charge, or similar equivalent explosive charge, detonated at the distance of 3 meters or less from the B pillar and at the height of 1 meter. The testing at the shorter distance (i.e. 2 meters) will be assessed more favourably.**

**No recertification testing will be permitted after the awarding of any contract.**

**Question 11: Wheels and Tires: Wheel Rims:** The vehicle shall be fitted with steel rims, coated with suitable rust inhibitor, that are rated for the vehicle’s gross vehicle weight. Aluminium/alloy rims are NOT acceptable.

➔ For reasons of product liability, we would strongly advise against this. We offer a 8,5 x 18 “ alloy rim HD-version, certified by the independent German TÜV with 1.850 kg maximum wheel load (total GVW: 7.4 tons). Please let us know whether alloy rims will be acceptable in this case, and if not, please state detailed reasons for that.

**Answer 11: Alloy rims are acceptable on the condition that they are suitably certified and adequate for the vehicle weight (GVW).**

**Question 12: Point 3:** you mention ballistic protection as a minimum BRV 2009 VR7.  
**Point 4:** you mention the side blast 15kg TNT at a distance of 2m. (= 15kg TNT is equivalent to 12,5 kg PETN)

VPAM ERV-2010 Guideline / point 4.2 sideblast (see appendix):

12,5kg PETN in cuboid form

Protection class VR1 till VR7, distance of 4m

Protection class VR8 till VR10, distance of 2m

Thus, the requirement VR7 and side blast with distance 2m contradicts each other.

We have two certified TLC in our product portfolio.

Toyota Land Cruiser 200 in protection class VPAM BRV-2009 VR7

And Toyota Land Cruiser 200 in protection class VPAM BRV-2009 VR9

Our certifications:

Toyota Land Cruiser 200

Ballistic certificate in protection class VPAM BRV-2009 VR7

Blast certificates according VPAM ERV-2010:

Roof: 2x DM51

Floor: 2x DM51, 1x DM31

Side: 12,5 kg PETN > distance 4m

Toyota Land Cruiser 200

Ballistic certificate in protection class VPAM BRV-2009 VR9

Blast certificates according VPAM ERV-2010:

Roof: 3x DM51

Floor: 3x DM51, 1x DM31

Side: 15 kg Geosit > distance 2m (is equivalent to 12,5 kg PETN)

Can you please tell us whether the request is changed to the side blast, to match the VPAM ERV2010 Guideline?

**Answer 12:** For the blast protection testing the OSCE makes a reference to the ERV 2010 standard. However, the OSCE requirement is that the testing is performed with the 15 kg TNT charge, or similar equivalent explosive charge, detonated at the distance of 3 meters or less from the B pillar and at the height of 1 meter. The testing at the shorter distance (i.e. 2 meters) will be assessed more favourably.

**Question 13:** According to "Annex C - Delivery schedule" the delivery terms are FCA (place or port of exit). Please confirm that the financial offer will be on FCA basis, since no other delivery terms is mentioned in the bid.

**Answer 13:** All bids will be evaluated based on FCA terms.

**Question 14:** Do you plan to incorporate quality assurance requirements that will ensure vehicles built in production utilize the same materials, design, processes and controls as the original tested and validated vehicle (for example, mid-armor inspections by the customer or customer representative).

**Answer 14:** Yes OSCE has a right at his discretion to apply quality assurance requirement

**Question 15:** When does OSCE intend to issue the first purchase order?

**Answer 15:** The evaluation process is completed and OSCE Contract Committee approves the recommendation. It is expected to be in February 2019. As specified in the ITB OSCE. The OSCE intends to award a contract for a period of five (5) years. Throughout the term of the contract the OSCE does not guarantee any minimum level of business. Any orders placed against the contract shall be on an 'as and when required' basis.