

INVITATION TO BID

Supply and delivery of Six (6) hybrid VTOL fixed-wing mid-range Unmanned/Unnamed Aerial Vehicles for the OSCE Special Monitoring Mission to Ukraine (SMM)

QUESTIONS and ANSWERS, batch 2

Dear bidders,

The OSCE would like to notify potential bidders of questions and answers batch 2:

1. Question: ANNEXD Sec. A.1: Please confirm that the requirement of "having successfully completed [...] at least one contract pertaining to the supply and delivery of fixed-wing VTOL UAVs which amounts to at least 300 000 EUR" includes also contracts pertaining to the supply and delivery of services with fixed-wing VTOL UAVs of similar type to the one requested in this tender.

Answer: Contracts pertaining to the supply and delivery of fixed-wing VTOL UAVs plus services for operating aircraft will be considered as part of this tender. However, please note that the SMM does not intend to focus on a turn-key solution but rather on operating the UAVs and performing first level maintenance via internal resources.

2. Question: ANNEXD Sec. A.1: Please confirm that the requirement to meet a total value of 300,000 EUR for the supply of fixed-wing VTOL UAVs can be met cumulatively by the summation of one or more contracts that the Bidder has signed and not necessarily with only one single project that covers the full amount.

Answer: Cumulative contracts which amount to a accrued value of at least 300,000 EUR will be considered as meeting the requirement.

3. Question: ANNEXD Sec. A.1: Kindly confirm that a completed contract of fixed-wing UAV systems delivery during the last 3 years, together with a follow-up VTOL upgrade contract for the same system, can be considered as a two-step single project for fixed-wing VTOL UAV Systems provision.

Answer: A VTOL conversion project will be assessed as meeting the requirement.

4. Question: ANNEXD Sec. A.1.1: Please confirm that providing sufficient evidence for the production of at least five (5) units of the same VTOL fixed-wing UAV system offered, together with providing evidence of their operational usage for customers through an operational service provision is sufficient to cover this requirement.

Answer: SMM confirms that sufficient evidence on the finalized production of at least five VTOL fixed-wing UAV systems combined with evidence of contracts for providing these systems and related services to other customers will be deemed sufficient to meet the requirement.

5. Question: Please confirm that the Solvency Criteria requirements can be met cumulatively (i.e. adding the experience and project of each member) by the Prime Bidder, each Consortium Members (in case of Consortium), the Supplier (in case the equipment is manufactured by another entity than the bidder), the Subcontractors (if applicable) or any other Third Party Entity that will lend the experience/capacity to the Bidder in accordance to general European Tendering regulation.

Answer: Cumulative experience will be accepted provided that all Consortium Members have applicable experience with regards to UAV projects. In case of a Consortium, Bidders are required to provide sufficient evidence of prior experience pertaining to UAV projects for each consortium member and a signed Consortium Agreement specifying the Lead Member of the consortium and roles and responsibilities of each member of the Consortium.

For purpose of establishing the responsiveness of bids to qualification and/or eligibility criteria, a subcontractor's track record shall not be accepted and counted towards Bidder's cumulative experience.

Of note, this ITB is regulated exclusively by OSCE Procurement Rules and Regulations as mentioned in the Invitation To Bid and relevant Annexes.

6. Question: ANNEX D Sec. B.1: Considering that logbooks on the ISR usage of UAVs is very often confidential for End-Users/Customers, please confirm that manufacturer's logbooks or statement proving at least 200 flight hours during service provision or internal flights is acceptable.

Answer: Manufacturer's logbooks and written statements from other Customers for service provision, which amounted to at least 200 flight hours for the platform proposed as part of this tender, will be acceptable.

7. Question: ANNEX D Sec. B.1: Kindly clarify whether a letter from a Customer stating their total flight hours and feedback on the system is acceptable, without the need from them to disclose flight specific information (location, dates, conditions, mission type, etc.) through their logbooks.

Answer: Letters from Customers describing the amount of flight hours and aircraft performance will be acceptable, without the requirement for disclosing any specific flight information.

8. Question: ITB Sec. 18 & ANNEX D: In the ITB it is mentioned that the evaluation of the Bid will be based on a "Pass/Fail" criteria system in which all "Mandatory Criteria" must be met in order to be admitted to the next phase which is Price comparison amongst compliant Bids. This is again re-stated in Appendix D in the introductory sections of Tables A, B, C and D. Therefore, our understanding is that Criteria marked as "Desirable" are neither positively nor negatively evaluated.

Please confirm the above understand or kindly explain what is the exact evaluation methodology; this is important to understand what impact (grading vs. price) will have the fulfillment or not of each "desirable" criterion.

Answer: The SMM confirms that “Desirable” Criteria will have no influence on the technical or financial evaluation process on the bids as stated in ITB documentation. Only upon contract award, any available “Desirable” features may be requested by the SMM and included in the Purchase Order prepared for the successful Vendor.

9. Question: ANNEXD Sec. C.3.4: Please further elaborate on what you mean by “vector data”. Are you requesting to embed in the live video feed a compass showing the cardinal points (i.e. North, East, South, West) with respect to the orientation of the picture?

Answer: The SMM is requesting the option to have compass data (N, S, E, W), coordinates of the center point, camera pitch & yaw symbols (relative to airframe) or aircraft heading arrow embedded in the live video feed. Such features would be very useful for the operating teams with regards to orientation and localization of the aircraft in case of emergency landings.

10. Question: ANNEXA Sec. 9 & ANNEXA Sec. 10: Please confirm that Bid and Performance Bonds are not applicable for the subject program.

Answer: The SMM confirms that the Bonds will not be requested in this ITB.