

INVITATION TO BID

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

QUESTIONS and ANSWERS, batch 4

Dear bidders,

The OSCE would like to notify potential bidders of questions and answers batch 4:

1. Question: Ref: ITB Sec. 4 & ANNEX D Sec. C.4.1, C.4.2, C.4.3, C.4.4, D.2.9, D.3.4}: According to Section 4 in the Invitation To Bid, it is requested that the Proposals must be submitted electronically on the OSCE FTP server. However, in the referenced Requirements of Annex D, sample files must be provided via USB, DVD or any other physical storage media as part of the technical proposals for compliance assessment. Please confirm that these sample files can be uploaded on the FTP server along with the rest of the Proposal documentation. In that respect please confirm that enough storage capacity is available on the FTP (please state maximum allowable file size) and that these files can be compressed using RAR or ZIP or other tool which shall be password protected.

Answer: As mentioned also during the Pre-Bid Meeting which took place on 17 July, physical storage media is no longer required for the submission of sample imagery. All sample data can be uploaded on the FTP server together with other relevant technical information. As also mentioned in the "Read Me" file included in the folder set up for each Bidder on the FTP server, there is no limit in the number of uploaded documents, nor in the size of the uploaded files. Moreover, documents must be password-protected and multiple files should be preferably compressed with relevant software (i.e. in RAR or ZIP formats).

2. Question: Ref: ANNEX D Sec. B.8 & ANNEX D Sec. B.9 : From Requirement B.8 we understand that the intended usage of each UAS system is equal to 100 FH per year. On the other hand, in Requirement B.9, "two (2) sets of depot spare parts, including replaceable assemblies, basic tools and consumables for 1 year of intense operation of at least 100 hours of flights (per year) per each system" are requested. Please clarify if the "two (2) sets" relates only to the basic tools or if it relates also to the Depot Spare Parts/Replacement Assemblies/Consumables? In other words, do you require the Depot Spare Parts/Replacement Assemblies/Consumables to be sized for 2set x 100FH = 200 FH per system per year?

Answer: Requirement B.9 refers to the provision of sufficient spare equipment which can enable 1 year of intense operations amounting to at least 100 flight hours for one UAV system. Taking into account equipment attrition rates or possible damage caused by environmental conditions or third party action, enough critical spares (i.e. fuselages, wings, motors) must be available in order enable maintenance works in E Ukraine. The assumption is that two sets of these spares (i.e. 2 x fuselages,

2 x sets of wings, 2 x gimbals etc.) will be required for 100 flight hours per system per year, factoring in also possible equipment damage. Please note that the SMM may request additional clarifications or calculations during the Financial Evaluation stage of the tender in order to reflect a proportional and unbiased assessment of all financial proposals related to this ToR requirement.

In what concerns field repair kits or basic tools specified under requirement B.8, please note that only one set should be proposed for 100 FH/year per system in line with the considerations listed above and quantities defined by the Manufacturers (i.e. 30 x propellers, 4 x boxes of screws, 6 x sets of cables can be included for the overall set).

3. Question: Ref: ANNEX D Sec. B.17: It is requested that the Bidder should submit the cost of “On-site Technical, Operational and Repair Support Service” after expiration of the first year warranty. In order to better understand and size the correct cost to this point, kindly elaborate more on what these services should include. Is our understanding correct that the services to be provided are the same as requested in {ANNEX D Sec. B.14}, {ANNEX D Sec. B.15} and {ANNEX D Sec. B.16} but for the year after warranty?

Answer: Requirement B.17 is aimed at understanding the Total Cost of Ownership of this project for the 3 year contract period – 1 year with warranty coverage and 2 years without. Bidders are therefore kindly requested to specify expected repair costs for various components which may malfunction as a result of equipment attrition after the first year of warranty, as well as costs for the services listed under requirements B.14, B.15 and B.16 which are planned only for a one-year period.

4. Question: Ref: ANNEX D Sec. C.4.3: Please confirm that a solution that generates still images in **JPEG** format will also be acceptable considering that JPEG2000 and JPEG are very similar file formats.

Answer: JPEG and other formats format for still images will also be acceptable provided that they contain relevant metadata which can be integrated with the ESRI GIS environment used by the SMM (based on ArcGIS software, as mentioned during the Pre-Bid Meeting on 17 July.)

5. Question: Ref: Sec. A.1 and A.1.1: UAV deliveries have been made abroad, but customers can't write a review and confirm the purchase due to the terms of the contract that are not possible to be disclosed (military contract). How is it possible to solve this tender condition?

Answer: Please note that all the information reflected in the Bids is strictly confidential and will only be reviewed by SMM Procurement staff and the SMM Technical Team. As mentioned during the Pre-Bid Meeting, which took place on 17 July, Bidders can further include a Non-Disclosure Agreement as part of the submission. In case reference letters from previous or existing customers cannot be provided, SMM may evaluate other documentation, which clearly proves that the VTOL UAV system proposed as part of the tender has a proven operational track record in other locations and therefore is not a prototype (i.e. redacted Purchase Orders or letters from customers, general contract details, open source information). Additional clarifications may be requested during the Technical Evaluation stage of the Bids in case such information will be assessed as inconclusive.