

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 5

Dear bidders,

The OSCE would like to notify potential bidders of questions and answers batch 5:

1. Question: Ref. Question and Answer Batch 4, Question 1: We understand that uploading two password protected ZIP or RAR files that contain all documents and media (e.g. videos) are acceptable; of-course keeping two separate ZIP/RAR files for Technical and Financial offers.

Please clarify whether each document (e.g. pdf) needs to be password protected within the already password protected ZIP/RAR file and confirm that media files (videos, photos) dont require additional password protection, as long as they are included in the protected ZIP/RAR file.

Answer: In case you use ZIP/RAR file to combine all documents (PDF, pictures, video etc.) from either technical or financial offer into one ZIP/RAR file, it is enough if you have only one password to the ZIP/RAR file per offer (separately one per technical and one per financial if both are ZIP). Otherwise, each uploaded document shall be protected with a password as per instructions.

2. Question: Ref. Question and Answer Batch 4, Question 2: Please confirm that the components described in "*i.e. fuselages, wings, motors*" or "*i.e. 2 x fuselages, 2 x sets of wings, 2 x gimbals etc.*" are referred as an "example" only, as the required spare parts are subject to the aircraft configuration and statistical analysis of previous deployments and it is solely the manufacturer's responsibility to size and itemize these accordingly as per this tender requirements.

Answer: Yes, manufacturers are responsible to size and itemize the stock of spare parts per system according to the 100FH requirement, known attrition rates and potential damage due to third party action or environmental conditions.

3. Question: Ref. Question and Answer Batch 4, Question 2: Regarding Requirement B.9, it is still unclear what it is meant by "two (2) sets of depot spare parts". Please confirm our understanding that we should submit the list, quantities and prices of Spare Parts structured in the following two main packages (clearly defined and priced separately to permit easy tenders comparisons):

a. **Main Spare Parts package** - the standard spare pack package which will include the items in quantities needed to perform 100 FH per system under normal and average operational conditions, using the manufacturer's statistical data.

b. **Complementary Critical Spare Parts package** which will include extra quantities in critical components to account for the "harsh weather and operational environment" that will be encountered in E. Ukraine; in the example provided by OSCE, this package would include 1 extra fuselage, 1 extra wing set and 1 extra gimbal.

Also, if the above understanding is correct, please clarify whether the Complementary Critical Spare Parts package should be presented as a core/mandatory item on our financial offer, or as an option or "desirable item" to allow fair comparison with other financial offers.

Answer: The mandatory "depot spare parts" must include items and quantities needed to perform 100FH of intense operations in E Ukraine, taking into account the harsh weather and operational environment. Although the assumption is that two sets of spares will be required for 100FH, Bidders are requested to propose a list of spare equipment, which is based on manufacturer's assessments of component attrition rates, possible malfunctions and light to medium damage caused by environmental conditions or third-party interference. As mentioned within the answers for Batch 4, the SMM may request additional clarifications in order to ensure that all offers are assessed equally