

Date: 15 April 2014

Clarification Note No. 3

Invitation to Bid No. SEC/03/2014 - Provision of Satellite Voice and Data Services and Supply of Satellite Communications Hardware to the OSCE

The Organization for Security and Co-operation in Europe has received the request for clarification from potential bidders with regard to ITB No. SEC/03/2014.

In accordance with Article 8 “Clarification of Bidding Documents” of Section I – Instructions to Bidders - the OSCE would like to provide the following clarification in response to the question from potential bidder:

Question:

Could you clarify the packing list for Item 10 & Item 12?
Iridium 9555 GSA Full Kit
Iridium 9575 GSA Satellite Phone Kit

Answer to Question:

Iridium 9555 GSA Full Kit: includes carry case; Headset; external antenna and Auxiliary antenna adaptor.

Iridium 9575 GSA Satellite Phone Kit: includes carry case; Headset; external antenna and Auxiliary antenna adaptor.

Question:

According to Section V paragraph 3.4 you refer to Inmarsat min-M hardware to be provided for the OSCE. Please be informed that this kind of hardware is not available on the market anymore due to end of life of production several years ago. Please specify.

Answer to Question:

If an item is not available, please indicate ‘Not available’ in your bid.

Question:

With regards to the Fleet Management Tracking modules I need some more information on this before I can quote? Is this for monitoring fishing vessels? We need to know what you will be using it for.

Answer to Question:

A fleet management tracking system will be used only for Land Earth Satellite terminals to be installed in our vehicles. It is not for fishing vessels. The requirement is for web access to the management tool for:

- Position Reporting (automatic or manual)
- Speed of movement
- Heading of the vehicle
- Movement statistics/daily/monthly/yearly
- Indication of the route performed on the map

Question:

Is the fixed Thuraya unit to be used in a marine environment - please can you advise what it is to be used for?

Answer to Question:

The fixed Thuraya unit will be used on land only.

Question:

The bid instructions detail that all prices are to include all taxes. Are you able to confirm the delivery locations for all hardware and the import duty rates for satellite communications hardware? Or is it reasonable to assume a European delivery address with zero import duty / taxes?

Answer to Question:

Bid prices are to exclude any taxes to which the OSCE is exempt – i.e. VAT and custom/import duties. Any other taxes that are applicable must be included. The hardware will be delivered either to our headquarters in Vienna or directly to some of our field missions depending on the requirements. In either case, the OSCE will take care of importing and custom clearances of the hardware.

Question:

Are you able to provide a valid VAT number or confirm that OSCE are exempt from VAT?

Answer to Question:

The OSCE does not have a VAT number but we are exempt from VAT under Austrian law and by extension to all EU Member States under EC Directive 77/388/EEC.

Question:

We checked with our forwarder which is not understand FCA Vienna delivery term. Quantities are not specified and we can't quote shipping costs. Can we quote Ex works vendor in UK? If not, please clarify in which terms you need goods in Vienna.

Answer to Question:

Please do not include any delivery costs in your bid. The cost in your bid should be the purchase price of the item. When the OSCE places an order for goods, if you have a contract with a carrier or freight forwarder you may obtain a quote for delivery. The OSCE will also get quotes from its own freight forwarding contractors. The OSCE will then select the best option taking into consideration

cost and time, on a case by case basis. The place of delivery might be OSCE in Vienna, Austria or one of its field locations.

Question:

According to Clarification Note No.1 the hardware prices need to be quoted FCA Vienna. According to the definition of Incoterms, FCA has nothing to do with a location the goods have to be delivered to. Please specify.

Answer to Question:

Please quote only the purchase price of the item. The goods will be collected by a courier company as and when an order is placed. Final destination of goods will either be Vienna or another OSCE location as required.

Question:

BGAN hardware from Thrane & Thrane (now Cobham) is billed in USD. Do you agree to get the quotation for non BGAN hardware in USD?

Answer to Question:

Yes all costs may be quoted in either USD or EUR.

Question:

Contract Period should be 5 (five) years. Will it be allowed to adjust the prices from the Satellite Owners during that period, both increasing and decreasing?

Answer to Question:

It will be possible to adjust prices during the contract period. We would prefer annual revisions of costs up to a maximum percentage in line with inflation, or alternatively an increase corresponding to OEM price increases if that can be demonstrated.

