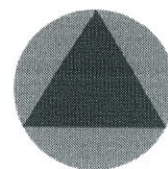




MINISTRY OF THE INTERIOR



DIRECTORATE GENERAL FIRE SAFETY AND CIVIL PROTECTION

Programme title: Interreg – IPA CBC Bulgaria - Serbia Programme 2014-2020
Interreg – IPA CBC Bulgaria - Turkey Programme 2014-2020

Projects: No. CB007.1.31.189 „Improvement of the capacity for risk management in case of major forest fires in the cross-border region - coordination, training, observation, innovative methods and equipment“ and CB007.1.31.247 "Joint Emergency Intervention in Serbian and Bulgarian Cross-border Region", financed under Interreg – IPA CBC Bulgaria - Serbia Programme and CB005.1.11.006 "Intelligent strategic cross-border development for response in case of major natural and man-made hazards and disasters – IseC", financed under Interreg – IPA CBC Bulgaria - Turkey Programme

Contract title: **Supply of aerial surveillance systems in 3 lot**

Location: Sofia, Bulgaria

Publication reference: DGFSCP-INTERNATIONALSUPPLY-1

Procedure: International Open Tender Procedure

QUESTIONS & ANSWERS

No.	QUESTIONS in relation to ANNEX II – Technical specifications of Item number 1 – one microbus for transportation of the specialized system for aerial reconnaissance for LOT1, LOT2 and LOT3	ANSWER
1	Question regarding point 1.6.1: The specification does not explicitly say that there is a need of an additional terminal – supplied with working voltage 12V, except the existing one as standard for electric lighter and one piece in the cargo hold. Does this mean that the vehicle should be equipped with 3 terminals with working voltage 12V – 2 pieces into the cabin and one piece in the cargo hold?	Terminals with working voltage 12V should be 3 pieces - 2 pieces into the cabin and one piece in the cargo hold
2	Question regarding point 1.6.2: Please clarify what type of device should be mounted as integrated charger for	The mounted device should be in compliance with the capacity of the accumulator/ accumulators of the

	charging/recharging of accumulators – recharging to be possible in the vehicle – connector 220V/16A, located at drivers door, in a set with a rubber cable with length at least 5 m.	vehicle. A couplung 230V/16A (Eurojack) should be mounted close to the drivers door for charging/recharging of accumulators without taking off the vehicle through the mounted charging device. The rubber cable for charging the accumulators should be with length at least 5 m with couplung 230V/16A (Eurojack) and plug type “Schuko”
3	Question regarding Section Additional requirements/ancillary services: Please clarify what will be the planned millage for which consumables should be included as per the requirements	Millage shall not exceed 150 000 km for the period of the contract.

No.	QUESTION in relation to ANNEX II – Technical specifications of Item number 2, point 13 – Remote handling flying systems – multicopter with professional application for air monitoring (Radio station panel) and number 3, point II.1 – Remotely controlled flying system (RCFS) – Fixed wings – aircraft (controle console) for LOT1, LOT2 and LOT3	ANSWER
1	How many ground control stations are required according the flying devices predicted per microbus per LOT?	Minimum 2 pcs. ground control stations should be delivered. One for remote handling flying systems – multicopter and one for remotely controlled flying system /RCFS/- fixed wings, per microbus.

No.	QUESTION in relation to ANNEX II – Technical specifications of Item number 3, point II.6 – Remotely controlled flying system (RCFS) – Fixed wings – aircraft, Video record requirements for LOT1, LOT2 and LOT3	ANSWER
1	Can you please clarify the following text: "Allowing triplex work mode (simultaneously tracking, recording and inquiry);"? Does this mean that the camera should allow: recording on-board as well as transmission of live video to the ground control station simultaneously?	Video should be recorded on-board and simultaneously transmitted to the ground control station.

No.	QUESTION in relation to SELECTION AND AWARD CRITERIA, Technical criteria for legal and natural	ANSWER
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	persons for LOT1, LOT2, LOT3, Selection criteria point 16 from Supply Contract Notice	
1	<p>Technical criteria for legal and natural persons requires experience with supply of multicopters and /or remotely controlled aircrafts for air monitoring. This requirement limits the access of suppliers and free competition since the UAV market is relatively new and supplies have been limited in the last 3 years. In relation to making the tender more transparent and allowing for free open competition in accordance with the EU regulations please allow experience from deliveries of surveillance and IT equipment to be considered relevant in the experience of supply.</p> <p>Clarify when the tenderer is tendering for all 3 lots, what would be the required amount of delivered supplies proving professional capacity of the tenderer?</p>	<p>The Contracting Authority would accept deliveries of specialized air surveillance equipment for the last 3 years, to the extent that the said equipment could be reasonably considered equivalent or similar to the supplies which constitute the subject matter of the contract.</p> <p>A tenderer submitting offers for all three lots should satisfy the selection criteria (financial, professional and technical criteria) for each lot separately.</p>

No.	QUESTION in relation to point 16.3 "Technical criteria for legal and natural person for LOT 1, LOT 2, LOT 3" of Supply Contract Notice	ANSWER
1.	<p>A contract of 100.000 EUR means a quantity of drones between 5 and 10 units for a single contract, which is an enormous quantity. Would you consider that some companies have an ethical code and they NOT provides drones for military purposes. The gap between the minimum annual turnover (125.000 EUR for LOT 3) and the requested contract (100.000 EUR for LOT 3) is too small, potentially means 80% of the annual turnover in one contract. We suggest the requested contract to have the same parameter as per LOT 1 (EUR 49.000,00)</p>	<p>Please refer to point 16.3 from Contract Notice:</p> <p>"Technical capacity of tenderer (based on i.a. items 5 and 6 of the Tender Form for a Supply Contract). The reference period which will be taken into account will be the last 3 years from submission deadline."</p> <p>Technical criteria for legal and natural persons for Lot N 1:</p> <ul style="list-style-type: none"> the tenderer has delivered supplies under AT LEAST 1 contract with a budget of at least EUR 49 000,00 excl. VAT in fields related to this contract (supply of multicopters and or remotely controlled aircrafts for air monitoring) which were implemented during the following period: October, 2014 – October, 2017. <p>Technical criteria for legal and natural persons for Lot N 2:</p> <ul style="list-style-type: none"> the tenderer has delivered supplies under AT LEAST 1 contract with

a budget of at least EUR 100 000,00 excl. VAT in fields related to this contract (supply of multicopters and or remotely controlled aircrafts for air monitoring) which were implemented during the following period: October, 2014 – October, 2017.

Technical criteria for legal and natural persons for **Lot N 3**:

- the tenderer has delivered supplies under **AT LEAST 1** contract with a budget of at least EUR 89 000,00 excl. VAT in fields related to this contract (supply of multicopters and or remotely controlled aircrafts for air monitoring) which were implemented during the following period: October, 2014 – October, 2017.

This means that the contract the tenderer refers to could have been started or completed at any time during the indicated period but it does not necessarily have to be started and completed during that period, nor implemented during the entire period. Tenderers are allowed to refer either to projects completed within the reference period (although started earlier) or to projects not yet completed. In the first case the project will be considered in its whole if proper evidence of performance is provided (statement or certificate from the entity which awarded the contract, final acceptance). In case of projects still on-going only the portion satisfactorily completed during the reference period will be taken into consideration. This portion will have to be supported by documentary evidence (similarly to projects completed) also detailing its value.

Capacity-providing entities

An economic operator may, where appropriate and for a particular contract, rely on the capacities of other entities, regardless of the legal nature of the links which it has with them. Some examples of when it may not be considered appropriate by the

		<p>Contracting Authority are when the tender rely in majority on the capacities of other entities or when they rely on key criteria. If the tender rely on other entities it must prove to the Contracting Authority that it will have at its disposal the resources necessary for performance of the contract, for example by producing a commitment on the part of those entities to place those resources at its disposal. Such entities, for instance the parent company of the economic operator, must respect the same rules of eligibility and notably that of nationality, as the economic operator. Furthermore, the data for this third entity for the relevant selection criterion should be included in the tender in a separate document. Proof of the capacity will also have to be furnished when requested by the Contracting Authority.</p> <p>This means that the Tenderer has delivered supply under one, two or more contracts with total budget of at least:</p> <ul style="list-style-type: none"> - For LOT1 - EUR 49 000,00 excl. VAT in fields related to this contract - For LOT2 - EUR 100 000,00 excl. VAT in fields related to this contract - For LOT3 - EUR 89 000,00 excl. VAT in fields related to this contract
No.	QUESTION in relation to point 16.2 "Professional criteria for legal and natural person for LOT1, LOT2, LOT3 of Supply Contract Notice	ANSWER
1.	ISO 9001, ISO14000 are quality certifications that certificate the internal productive process, not the final product. At the moment the only certifications that can prove the quality and the safety of the drones are the certificates issued from the National Authorities of Civil Aviation of the European Nations. A Company providing such certificate prove its experience and the quality of the product (and its manufacture). Can such certificate substitute the requested ISO? Actually seems any Company with ISO 9001-14000 can	The tenderer must submit a professional certificate appropriate to this contract. For more information please refer to p. 16.2 from Contract Notice.

	tender even if they manufacture aircraft for the first time! Our suggestion is to request some international references of similar supplied equipment.	
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No.	QUESTION in relation to "Specification Requests" of Annex II + III regarding the training course	ANSWER
1.	None professional criteria for the teaching personnel is mentioned. Such kind of high-experienced prof should be provided with some diplomas/certificates to confirm his professionalism. At least 300.000,00 EUR budget for aircrafts should be trained by amateur.	According to p. 11, Part 1 from Instructions to Tenderers, the Tenderer must present a training proposal as part of the Technical Offer

Nikolay Nikolov

Director of Directorate General Fire Safety and Civil Protection

