

- Q. Please clarify the color of the vehicles of the Mobile Surveillance systems.
- A. The color of the vehicles of the Mobile Surveillance systems should be dark blue.
- Q. ITB Question

In section 27.5 of the document it is stated that the merit point system is not applicable. Yet no other merit point system is specified in the document. Please specify how the bid will be evaluated and what merit point system shall be used by you.

A. The received bids which will be received within the deadline for submission bids will be evaluated according to the provisions stated in clauses 25; 27.1; 27.2; 27.3; 27.4 and 29 of the Section I. Instructions to Bidders of the Bidding Documents. Further, IOM will award the contract to the successful Bidder whose bid has been determined to be substantially responsive and has been determined to be the lowest evaluated bid, provided further that the Bidder is determined to be qualified to perform the contract satisfactorily as stated in clause 31 of the Section I. Instructions to Bidders of the Bidding Documents.

Q. ITB Question

Section 12.2(a) of the ITB specify that the price for goods offered within IOM's mission country should be quoted EXW. The price should include:

- i. The price of goods.
- ii. Taxes
- iii. Transportation and insurance
- iv. Related services.

The Price Schedule table specify has dedicated columns for items i-iii but no reference to item iv – Related Services.

Therefore - where these Related services should be quoted?

- A. The "iv. Related services" to be quoted under "i. The price of goods" or "Unit Price (EXW/CIP/DAP)" as stated in Form 2 Price Schedule of the Bidding Documents.
- Q. ITB Question

Section 12.2(b) – same question for goods offered from abroad.

- A. The "iv. Related services" to be quoted under "i. The price of goods" or "Unit Price (EXW/CIP/DAP)" as stated in Form 2 Price Schedule of the Bidding Documents.
- Q. ITB Question

Section 12.2(b) of the ITB specify that the price for goods offered within IOM's mission country should be quoted DAP. The price should include:

- i. The price of goods.
- ii. Taxes
- iii. Transportation and insurance



iv. Related services.

Most costs related to items ii and iii are already included in the DAP pricing.

As the Price Schedule table has specific columns for these costs – should it be included in the DAP pricing of the items or in the dedicated column in the table?

In order to prevent this misunderstanding and allow easier comparison between the bidders, we proposed to that the item price will be quoted EXW also for goods offered from abroad, and the DAP pricing, including taxes and transportation, will be added in the next columns.

A. The costs for transportation and insurance (iii) are included under DAP terms and should be included in the DAP pricing of the items i.e. quoted under "i. The price of goods" or "Unit Price (EXW/CIP/DAP)" of the Form 2 – Price Schedule of the Bidding Documents and the Bidders can fill N/A in the column "Transportation/Handling Cost" of the Form 2 – Price Schedule of the Bidding Documents. The taxes are IOM's responsibility and since IOM Skopje is excluded from any tax the Bidders can fill N/A in the relevant column of the Form 2 – Price Schedule.

DAP terms remain for goods offered from abroad in order not to create a confusion on the price and type of INCOTERMS we would like the bids to contain.

Q. ITB Question

Section 27.3 of the ITB specify that the comparison between goods offered from outside the IOM's mission country will be made according to the CIP price of the goods. This is while the bidder was ask to provide DAP prices for these items (Section 12.2(b)). Please clarify this issue.

- A. The Bidders should provide DAP instead of CIP
- Q. MSS Question

In section 2.1.4 it is mentioned that the VHF or TETRA terminals are to be provided by the purchaser; Yet in section 6 there are detailed specs for a TETRA terminal to be supplied by the bidder. Please advise which of the above requirements is accurate.

- A. Only TETRA terminal needs to be provided.
- Q. MSS Question

In section 2.1.4 it is mentioned that the VHF or TETRA terminals are to be provided by the purchaser. Yet no specification of the VHF equipment the end user is using is specified. Thus it is unclear what should be the specification of the VHF antenna we are required to supply. Please detail the VHF antenna requirements.

A. There is no need for VHF antenna. Just TETRA antenna and GPS antenna need to be provided for the TETRA terminal.



Q. MSS Question

In section 2.1.4 it is mentioned that the VHF or TETRA terminals are to be provided by the purchaser. If the purchaser provides these terminals, who is responsible for their installation in the vehicle? Please also provide details on the mechanical and electrical interfaces of the VHF equipment, if one is provided.

A. Only TETRA terminal needs to be provided. The installation of the TETRA terminal has to be done by the supplier in coordination with the country TETRA operator (Ministry of Interior) for programming, parameterization and connection to the network.

Q. MSS Question

In section 4.1.1.e it is stated that "The unit shall allow to be manually adjusted in a position for emergency hiding". Is it intended that the system can be manually inserted back to the vehicle?

A. Yes, it means that the system can be manually inserted back to the vehicle.

Q. MSS Question

In section 4.1.2.c it is stated that "The EO head drive system shall perform independently the removal and insertion of the insertion of the all sensors (thermovision camera, daylight camera, laser rangefinder, radar)". Is the intention here that the system has to be operating automatically (i.e. insertion of the E/O head and mast?)

A. The presented requirement in section 4.1.2.c is clear: "The EO head drive system shall perform independently the removal and insertion of the insertion of all sensors (thermovision camera, daylight camera, laser rangefinder, radar)". It explains technical requirements not intention.

Q. MSS Question

In section 4.1.2.d it is stated that "The EO head drive system shall provide conducting observation in all directions at any height above the roof of the vehicle". Is the requirement for E/O Pod to be able to conduct observation at all elevations or is the requirement for the Elevation to be able to stop at all heights above the roof?

A. The presented requirement in section 4.1.2.d is clear: "The EO head drive system shall provide conducting observation in all directions at any height above the roof of the vehicle".

Q. LDCCC Question

In section 3.3.2 of the LDCCC specification all the requirements are identical between the daylight and infrared sensors. It is not common to require the same detection and zoom requirements for both camera channels. Please confirm that this is your intention, or if not, please detail the specific requirements for each channel.



- A. The presented requirement in section 3.3.2 is clear: The Camera system shall provide a detection range for persons (RCS 1sqm) of 10 km, in good weather conditions and in direct visibility with variofocal lens (optical zoom and focus) and minimum X26 continuous optical zoom for the daylight camera only.
- Q. LDCCC Question
 In the LDCCC specification there are no VHF requirements. Not even for a dual band antenna. Please confirm that this is accurate.
- A. There is no need for dual band antenna. Only TETRA antenna is necessary. This is not limitation that separate TETRA and GPS antenna are required. It is also acceptable to have integrated TETRA and GPS antenna.
- Q. LDCCC Question

In the LDCCC specification the supplier is required to provide Static TETRA terminal that complies with in land standards; Could you specify the manufacturer of the TETRA equipment or specify the in land TETRA service provider?

- A. The TETRA network infrastructure is open platform for multiple manufacturers of TETRA terminals. It is HYTERA (previously Rohde & Schwarz) network. The operator in the country is the Ministry of Interior.
- Q. LDCCC Question

In the LDCCC specification (3.4.1) there was no requirement for LTE / 3G connectivity from the LDCCC router; Please confirm this requirement or otherwise update.

- A. We confirm that there is no need for LTE/3G connectivity on the LDCCC router.
- Q. General

Would you be so kind to provide us with the allocated budget available for the subject tender?

- A. IOM is not in position to provide information regarding the allocated budget available for this procurement procedure.
- Q. Instruction to Bidders Clause 14

In case the Bidder in this Tender is a Consortium, is it possible to present the Consortium agreement as a copy (certified with designation "True copy" and signature of the person duly authorized to sing all the tender documents on behalf of the Consortium).

Is there any additional documentation that needs to be submitted in case the bidder is a Consortium?

A. In case the Bidder in this procurement procedure is a Consortium, the Bidder can present a copy of the Consortium agreement certified with designation "True copy" and



signature of the person duly authorized to sign all the tender documents on behalf of the Consortium. If the Consortium Agreement does not contain an article where it is stated that the Consortium duly authorizes the designated person to sign all the tender documents on behalf of the Consortium than a separate statement should be presented signed by the members of the Consortium where the afore mentioned is stated. Also, documents regarding the identification of the designated person to sign all the tender documents should be presented.

- Q. Instruction to Bidders Clause 14.1, 14.2, 14.4

 Please confirm that, in case that the Bidder is a Consortium, the documentary evidence of the Bidder's Eligibility as described in Section 14.1, 14.2 and 14.4 need to be submitted by each Consortium member separately.
- A. In case the Bidder is a Consortium, the documentary evidence of the Bidder's Eligibility as described in clauses 14.1, 14.2 and 14.4 need to be submitted for each Consortium member separately.
- Q. Instruction to Bidders Clause 14.3 a, b, c, d
 Please confirm that the documentary evidence of the Bidder's qualifications to perform
 the contract as described in Section 14.3 a, b, c, d of the Instruction to Bidders can be
 achieved in a cumulative way; i.e. the consortium members can reach the qualification
 criteria by adding their respective capabilities or by having at least one member fulfilling
 a specific criteria on its own.
- A. We confirm that the consortium members can achieve the qualification criteria described in clauses 14.3 a, b, c, d of the Section I Instruction to Bidders of the Bidding Documents in a cumulative way by adding their respective capabilities.
- Q. Instruction to Bidders Clause 14.3 a, b, c, d
 Please confirm that it is possible for a Bidder to "lend" part or whole of the economic,
 financial, technical and profession qualifications from other entities (e.g.
 subcontractors) irrespective of whether they are part of the Bidding consortium.
- A. If the Bidder alone cannot fulfil the requested economic, financial, technical and professional qualifications than the Bidder must form a Consortium with other entities i.e. it cannot "lend" part or whole of the economic, financial, technical and profession qualifications from other subcontractors.
- Q. Instruction to Bidders Clause 14.3 d
 Please confirm that the requirement to have an Agent in the Mission Country is only
 necessary for Bidders that otherwise are not able to carry out the Supplier's
 maintenance, repair and Spare Parts stocking obligations. In other words, if the Bidder is
 established in a neighboring country and is capable to carry out the aforementioned
 obligations from its own country then there is no need for local Agent.



Finally, if having a local Agent is mandatory, please confirm that a statement that the Bidder will have in place a local Agent is sufficient at this phase of the tender.

- A. The requirement to have an Agent in the Mission country is mandatory for Bidders which are not doing business within IOM's Mission country. The minimum documentary evidence for this requirement can be satisfied by presenting a statement where the Bidder states the relevant information about the local Agent in the IOM's Mission country.
- Q. Contract for Supply and Delivery of Goods Section 3
 Given the high value of the contract, we would like to request if IOM can grant a certain percentage (e.g. 15%-30%) of the total budget for Down-Payment to be deposited, after Contract Signature, to the Bidder.
- A. Certain aspects of the Contract can be subject of negotiations with the successful Bidder. However, any deviation from the content of the standard Contract for Supply and Delivery of Goods (Section 3) should be approved by IOM's Legal Department before Contract Signature.
- Q. Contract for Supply and Delivery of Goods Section 4.2 b
 In Section 4.2.b in the "Contract for Supply and Delivery of Goods" document you state that IOM reserves the right to "Charge a penalty of 0.1% of the Price for every day of delay or breach of the delivery schedule by the Supplier". Please advise what is the maximum amount of the penalty that can be imposed to the Supplier?
- A. As per the conditions stated in Article 4.2 (b) of the Contract for Supply and Delivery of Goods (Section 3) IOM reserves the right to charge the Supplier a penalty of 0,1% of the Price for every day of delay or breach of the delivery schedule by the Supplier. Also, as per the conditions stated in Article 5 of the Contract for Supply and Delivery of Goods (Section 3), the Supplier should provide IOM with a performance security in an amount equivalent to 10% of the Price.
 - If the Supplier is facing a significant delay in the delivery of the equipment IOM reserves the right to penalize the Supplier or cancel the Contract and activate the performance security which means that the maximum amount of the penalty that can be imposed to the Supplier is 10% of the Contract value.
- Q. Contract for Supply and Delivery of Goods Section 9 & LDCCC Specification Document You state that warranty shall be for 60 months after delivery and acceptance of the goods.

Does this count for all LDCCC equipment?



- A. Warranty period for LDCCC is 5 years, generally for shelter and for surveillance system which includes: radar, thermal camera, daylight camera, laser range finder, pan & tilt mechanism and erectable telescopic mast.
- Q. LDCCC Specification Document Item 2 Paragraph 4 You request the capability for the LDCCC to receive surveillance inputs from deployable solutions being integrated on Pick-up vehicles.

Do you require live video and radar information stream from the Pick-up tracks to the LDCCC?

Furthermore, it is noted that the EO sensors installed on the pick-up tracks is in full HD (1080p). Please confirm that a live video stream of lower resolution will be acceptable due to available internet bandwidth.

- A. Q1: Yes, we require live video and radar information stream from the Pick-up tracks to the LDCCC;
 - Q2: Yes, we confirm that a live video stream of lower resolution will be acceptable due to available internet bandwidth. But EO sensors as an equipment should fulfill the presented requirements in technical specification.
- Q. LDCCC Specification Document Item 3.1.6
 Could you kindly elaborate more on the following sentence? "Remark: Max. overlap of the mast with sensors shall be 500 mm distance between shelter ISO corner and outer outline of mast with sensors in transportation position." It is not very clear to us what is meant here.
- A. We can only confirm the mentioned remark. Further, we kindly advice to focus on the requirement stated under point 3.1.6 of the Technical specifications for the Local Deployable Coordination and Communication Centre.
- Q. LDCCC Specification Document Item 3.2.1.14

Could you please elaborate more what do you mean by "The application shall provide easy remote access with workstation over IP network for live monitoring and playback mode".

Is it meant that the system needs to be able to receive the live video feed from other Surveillance Stations (e.g. Pick-up tracks), or is it meant that other Command and Control Stations should be able to have remote access to the Surveillance data that the LDCCC is recording (e.g. Central Police Station).

Is there also a requirement for remote control of the surveillance equipment from or to the LDCCC?



- A. It is mean that the application / system should be able to receive the live video feed from other Surveillance Stations (Pick-up tracks).
- Q. LDCCC Specification Document Item 3.3.1. 4

 Please confirm that the 180° radar coverage in azimuth and +/- 20° elevation can be achieved by having a Pan/Tilt mechanism that can cover the aforementioned sectors.
- A. In LDCCC Specification Document Item 3.3.1. 4 are presented technical requirements for Radar.
- Q. LDCCC Specification Document Item 3.3.2.2 and 3.3.2.3

 You state that the Detection of the camera system should be:

 10km for RCS 1m²

 18km for RCS 10m²

Could you kindly specify if this detection capability is for the Thermal sensor only?

Furthermore you state that the camera should have an optical zoom and focus of minimum X26.

Could you kindly specify if this optical zoom requirement is for the EO sensor only?

A. Camera system should achieved mentioned detection, (10km for RCS 1m²; 18km for RCS 10m²). That means that both cameras as a part of the system (thermal camera and daylight camera) should achieve the mentioned distance of detection, separately.

Continuous optical zoom, minimum X26, is requirement for daylight camera only.

- Q. LDCCC Specification Document Item 3.3.2.2 and 3.3.2.3 Please confirm that it is possible to position the Radar and the EO/IR PT unit on two different masts.
- A. No, in accordance with LDCCC Specification Document Item 3.1.24, the LDCCC should content only one telescopic mast.
- Q. Technical Requirement Document Mobile Surveillance System with Radar Section 2.1.2 You mention that the Radar needs to be positioned above the other sensors. Please confirm that it is also possible to position the EO/IR PT unit above the Radar unit as long as the LOS and ground elevation of the units is not affecting the current requirements.

Also, please confirm that it is possible to offer a solution in which the Radar unit is installed on a separate deployable mast from the one where the EO/IR PT unit is installed.



- A. Q1: In accordance with technical specification for MSS with radar, point 4.1.6 "The radar shall be installed above platform dedicated for cameras. Also, the technical solution where radar is installed under the camera's platform will be accepted if proposed technical solution provides both surveillance systems (radar system and daylight/thermal camera system) to work properly at same time.
 - Q2: No, it is not possible to offer solution where Radar is installed on separate mast. All sensors (thermal camera, daylight camera and radar should be installed on an mast)
- Q. Technical Requirement Document Mobile Surveillance System with Radar Section 3.1.4 Please confirm that the Contractor has to bear the mandatory warranty technical maintenance and that under the "consumables" it is not included the provision of pick up fuel (gasoline/diesel) to run the vehicle.
- A. Yes, we confirm that "consumables", is not included the provision of pick up fuel to run the vehicle.
- Q. Technical Requirement Document Mobile Surveillance System with Radar Section 3.3.5 Please note that the requirement to have a fuel tank of 80dm³ is not a functional requirement and it may preclude compliant vehicles with no reason. We kindly suggest to take this requirement out and keep the more functional and related requirement described in Section 3.3.6 which requests a specific vehicle range of 500km.
- A. Yes, we agree with your notification. We will keep both points in specification (3.3.5 and 3.3.6) and we will accept the bids if only point 3.3.6 fulfils the requested specification.
- Q. Technical Requirement Document Mobile Surveillance System with Radar Section 3.5.3, 3.5.4, 3.5.5
 Please confirm that stabilization and leveling of the vehicle can be performed with external jacks which can be operated from within the operator's compartment.
- A. Yes, we confirm that stabilization and leveling of the vehicle can be performed with external jacks which can be operated from within the operator's compartment.
- Q. Technical Requirement Document Mobile Surveillance System with Radar Section 3.2.4 Please confirm that what you require is for the capability to load the system with the specific maps that the End User will require and not the provision of these maps with the delivery of the system.
 - If you are asking us to provide the maps with system delivery, please confirm that Open source maps such as Google maps, Bing maps is acceptable to fulfill this requirement.
- A. The full requirements for Terrain cartography are clearly presented in section 5.2, article 5.2.1 5.2.9 in Technical specification for MSS with radar.

Q. Technical Requirement Document Mobile Surveillance System with Radar Section 5.4.2.c

Please clarify what needs to be transmitted to the LDCCC:

- · The live video stream
- · A specific section of a recorded video in the past
- A screen "clone" of the Operator's console window with no metadata

Furthermore, please confirm that the quality of the stream can be reduced depending on the available internet bandwidth.

- A. In accordance with Technical specification for LDCCC, Section 2, article 4: In order to broaden the operational situation awareness, the LDCCC shall be able to receive surveillance inputs from deployable solutions being integrated on Pick-up vehicles.
- Q. Technical Requirement Document Mobile Surveillance System with Radar Section 7.1,
 7.2
 Please confirm that this documentation is to be delivered with the supply of the equipment and not at this tendering stage.
- A. We confirm that the documentation requested under points 7.1 and 7.2 of the Technical specifications for mobile surveillance system with EO/IR cameras and radar should be provided with the delivery of equipment.
- Q. Technical Requirement Document Mobile Surveillance System with Radar Section 7.3 Please confirm that warranty of 5 years refers only to the vehicles and not to the remaining of the equipment (EO/IR camera, Radars, etc.)
- A. No. In accordance with section 7, article 7.3.1 "5-years warranty shall be provided for the whole delivery (including batteries and cooler).
- Q. Technical Requirement Document Mobile Surveillance System with Radar Section 7.3.3 Please confirm that the Supplier will not have the obligation to correct (free of charge) the replacement of "Consumables". E.g. thermal sensors will need to be replaced every 10,000 hours when they reach their MTBF. Therefore, these do not under the "Warranty" clause just like damage from user improper use or force majeure conditions would not.
- A. In accordance with article 7.3.3, in the warranty period the Contractor should eliminated only the failures in provided and delivered equipment.
- Q. Technical Requirement Document Mobile Surveillance System with Radar Section 7.3.9 In Section 7.3.9 in the "Technical Requirement Document Mobile Surveillance System" document you state that "The contractor shall pay stipulated penalty for each day exceeding the rapier time. The penalty will be 0.01% of the contract value of MSS made inoperable by a failure". Please advise what is the maximum amount of the penalty that can be imposed to the Supplier?



- A. The maximum amount of the penalty that can be imposed to the Supplier is 10% of the Contract value.
- Q. Bidding Document for Goods /9.Language of Bid/ 9.1/page 9

"The bid prepared by the Bidder, as well as all correspondence and documents relating to the bid exchanged by the Bidder and IOM, shall be written in *English* language. Supporting documents and printed literature furnished by the Bidder may be in another language provided they are accompanied by an accurate translation of the relevant passages in the required language, in which case, for purposes of interpretation of the Bid, the translation shall govern."

Please define what an "accurate" translation means.

Does the translation need to be officially certified by a Lawyer/ Translator/ Authority?

- A. The submitted documents should be translated by official translator.
- Q. Bidding Document for Goods / 14.Documents Establishing Bidder's Eligibility and Qualification / 14.4-f/page 13

Certification that Non-performance of contract did not occur within the last 3 years prior to application for evaluation based on all information on fully settled disputes or litigation.

Please confirm if a Company Statement stating that "Non-performance of contract did not occur within the last 3 years" is acceptable.

- A. If there is an Authority in the Bidder's country of registration which issues Certificate that Non-performance of contract did not occur within the last 3 years than this Certificate should be presented. Otherwise, a Company Statement stating that "Non-performance of contract did not occur within the last 3 years" would be acceptable.
- Q. Bidding Document for Goods / 14.Documents Establishing Bidder's Eligibility and Qualification / 14.3-b /page 1

The Bidder has the financial capability necessary to perform the contract demonstrated by a bank statement, stating that the Bidder has access to lines of credit or any other credit facilities sufficient to meet the cash flow for the implementation of the contract of not less than 100% of the bidders offer, in addition to the Bidders commitments for other contracts.

Please confirm if the Bidder can rely on other entities/or in combination in order to satisfy the financial capability to perform the contract.

A. If the Bidder alone cannot satisfy the financial capability necessary to perform the contract than can rely on the financial capabilities of other entities which are part of a Consortium.



Q. Bidding Document for Goods / 13.Bid Currencies / Page 12
For goods and services that the Bidder will supply from within or outside IOM's Mission country, the prices shall be quoted in Euro (EUR) or United States Dollar (USD) currency, exclusive of VAT. The applicable exchange rate will be the official IOM exchange rate at the time of the opening of bids (10 March 2017).

If VAT is applicable to the final invoice, IOM will pay the successful bidder the VAT amount and IOM will later reclaim the VAT amount.

In case VAT is applicable for this procurement, please explain what to do you mean with "IOM will later reclaim the VAT amount."?

A. The statement "If VAT is applicable to the final invoice, IOM will pay the successful bidder the VAT amount and IOM will later reclaim the VAT amount" is applicable in cases the successful Bidder is registered in the IOM's Mission country and is related to the payment.

VAT is not applicable to this procurement and the Bidders should submit bids without VAT.

- Q. Technical Specifications_LDCCC_Item 1 Since it is not clearly stated, can you please specify if Training Courses for LDCCC are required?
- A. Yes, Training course for LDCCC is required. Training Participants: There shall be trained: 8 operators. Training Duration: Training duration shall be not shorter than 5 working days.
- Q. Technical Specifications_LDCCC_Item 1
 Since it is not clearly stated, can you please specify the warranty period for the LDCCC?
- A. Warranty period for LDCCC is 5 year, generally for shelter and for surveillance system which includes: Radar, Thermal camera, daylight camera, Laser range finder, pan & tilt mechanism and erectable telescopic mast.
- Q. Technical Specifications_LDCCC_Item 1 / 3.4.2 Switches

 Please confirm if two devices working simultaneously, which comply with the technical specifications, are acceptable by IOM.
- A. Technical Specifications_LDCCC_Item 1 / 3.4.2 Switches clearly states what are the minimum requirements for this device and that requires only a piece.
- Q. Technical Specifications_Mobile Surveillance System

 Please confirm if IOM can assist with the provision of the necessary permits, import licenses for the equipment transportation/transfer in Skopje.



Does the Contractor need to provide vehicle registration plates for the MSS, or IOM is responsible for their registration in Skopje?

If the first occurs, are European vehicle registration plates acceptable?

A. The activities of obtaining necessary permits, import licenses for the equipment, transportation/transfer in Skopje are the responsibility of the successful Bidder. IOM and the final beneficiary will assist with the related activities if necessary.

The successful Bidder should provide all relevant documents for registration of the vehicles. The registration of the vehicles is responsibility of the final beneficiary.

- Q. Technical Specifications_Mobile Surveillance System/ 7.5 Requirements for Training/7.5.8 Training Location / page 26
 - Training for operators and technicians will be conducted at the place chosen by the Contractor
 - Please confirm if IOM can provide or suggest facilities for the Training courses.
- A. IOM will assist in providing facilities for the Training courses if necessary.