



IOM International Organization for Migration  
OIM Organisation Internationale pour les Migrations  
OIM Organización Internacional para las Migraciones

IOM Skopje

- Q. Is it going to be an opening session meeting on 14th Oct.?
- A. Please refer to Invitation to bid document - bids will be opened at the Banjalucka 4 Skopje 1000 on **17 October 2016 at 14:00 Hours local time (GMT + 2)** in the presence of the Bidders who wish to attend.
- Q. Section III, Technical Specifications, 1.Specifications, Points 20, 21, 22 - Some of the requirements are related to the EC standards. If the product is US origin, can we present the US relevant standards? Ref: 20; 21; 22.
- A. Yes, if the offered product is US origin, you should present the US relevant standard for reference 20, 21 and 22 from technical specification.
- Q. Please confirm that related to the local agent, the statement is sufficient in this phase of tender.
- A. We confirm that a statement will be sufficient in this phase of the tender, but you might have to specify the agent in the post qualification period.
- Q. Please confirm that for offers value under 300k€ the performance security will not be requested.
- A. Offers under the value of \$300.000,00 USD will not require performance security.
- Q. Section III, Technical Specifications, 1.1 Requirements of the thermovision camera, Point 10, Please explain the 'infusion' within the technical requirement.
- A. The “ infusion “ means that some measurable components which can be registered from camera should be shown on screen or display in camera.
- Q. Section III, Technical Specifications, 1.1 Requirements of the thermovision camera, Point 6 -lease confirm that the right diciture is "Focusing: automatic OR manual, from 5m to infinity" (OR instead 'and')
- A. Yes, we confirm that in Technical specification, 1.1 Requirements for the thermovision camera, article 6 - “ Focusing: automatic and manual – from 5 m up to infinity”, word

“and “ should be replaced with word “or “. Consequently article 6 is changing into -  
“Focusing: automatic or manual – from 5 m up to infinity.

Q. Section III, Technical Specifications, 1.1 Requirements of the thermovision camera, Point 8 and 9: Please confirm that the aim of the project is hand held camera and not fix mounted system.

A. Yes, we confirm that aim of the project is hand held thermovision camera and not fix mounted system.

Q. Section III, Technical Specifications, 1.1 Requirements of the thermovision camera, Point 8 and 9: The technical requests is too specific and don't allow many manufacturers to offer their products. Please remove or review both requirements again or allow the alternative more updated solutions.

A. The mentioned request for removal or review the above mentioned requirements (articles 8 and 9) is not acceptable and it is refused.

Q. Section III, Technical Specifications, 1.1 Requirements of the thermovision camera, Point 23, MTBF is the usual term for cooled detectors. Any specific request about the type of detector within the camera?

A. The requirements for type of detector is presented in article 2: Detector – FPA not cooled matrix type, not less than 320 x 240 pixels.

Q. Section III, Technical Specifications, 1.1 Requirements of the thermovision camera, Point 28 - Distance for detection of human with probability 50%. What exactly that means? The Johnson criteria foreseen Detection, Recognition and Identification. Can we consider this request as Detection-man target- up to 3Km?

A. The requirements for thermovision camera presented in article 28 are clear. Your consideration as Detection – man target – up to 3 km, is wrong. In accordance with article 28, distance for detection of human with probability 50% should be not less than 3 km and recognition – 1 km.

Q. Section III, Technical Specifications, 2.Warranty and 3. Delivery - If we offer much better warranty and fast delivery, would it count on the final valuation of the offer?

A. Warranty and Delivery will be considered during the post qualification period and count towards the final valuation of the offer.

Q. Can you public the answers few days before 7<sup>th</sup> October, since we need to prepare the bid bond of 2,5% and still decide which product to offer based on your answers. Therefore the overall price range depends of your kind answers and also the amount of bid bank guarantee related.

- A. The answers will be published in accordance with the published RFQ. In this instance IOM must publish answers to all questions no later than **07 October 2016 until 17:00 Hours local time (GMT + 2)**. Written copies of IOM's response (including an explanation of the query but without identifying the source of inquiry) will be published on the IOM Global web site (<https://www.iom.int/procurement-opportunities>) under the referent number of the procurement procedure (IFB No. : **IOMSKP 096/16**).
- Q. Section I-ITB. A-General, point 2. Eligible Bidders, Point 2.4-How we proof that we are not under declaration of ineligibility? Whether will be sufficient our statement or you want some other document?
- A. Statement will be sufficient.
- Q. Section I-ITB. A-General, point 2. Eligible Bidders, Point 2.5-How we proof that we are not involved in terrorist and criminal activities? Whether will be sufficient our statement or you want some other document?
- A. Statement will be sufficient.
- Q. Section I-ITB. C-Preparation of Bids, point 18. Format and Signing of Bid - The Bidder shall prepare an Original and 2nd Copy. Did you mean Original and scanned Copy, or two Originals typed and signed (one marked Original and other marked Copy)?
- A. One original typed and signed and clearly marked "Original" and a second document to be copy of the original document marked "Copy".
- Q. Section II, -Schedule of Requirements, what is expected to be fulfilled?
- A. Please fill the attached form with the required information, what is filled there is just an example of how this document should be filled and completed.
- Q. Section III, Technical Specification, What is the exact name of the Project title?
- A. The Exact name of the project title is: "SPECIAL MEASURE SUPPORTING THE FORMER YUGOSLAV REPUBLIC OF MACEDONIA TO MANAGE ITS SOUTHERN BORDER IN THE CONTEXT OF THE EUROPEAN MIGRATION CRISIS"
- Q. Section III, Technical Specification, What is the Item Code?
- A. The item code is 1.
- Q. Section III, Technical Specification, 2.Warranty, what will provisional acceptance look like? What will it include?
- A. The Provisional Acceptance will be carried out at the delivery place stated under the Schedule of Requirements inspecting the Goods against the provisions stated in the IOM's Technical Specifications and the relevant Contract.

Q. Section III, Technical Specification, 4. To be enclosed with the offer, Annex 1-Training for twenty persons for five days-did you mean 4 persons per each day, or all 20 persons for 5 days? What do you want to include this training? In situ-you mean control when using system at the border?

A. The price for training should be included in the offer. Generally 20 persons should be included in training program and generally time framework for training is 5 days. Training program should consist of theoretical part and practical part of using the device. Practical part will be realized - in situ, that means in open area in police station where devices will be delivered. In accordance with previously mentioned, training program will be realised in different locations, in a period of 5 days, 4 police officers each days, training curriculum should enable complete knowledge for using offered thermovision camera in one training day.

Q. Section IV, Agreement, Art.2.1 - What we have to fill in the table at: Project budget line/WBS?

A. The Agreement document will be only filled and completed by the successful bidder and IOM, this is only a sample attached for your review.

Q. Section IV, Agreement, Art.6 - What inspections and tests are intended to be done?

A. Regular inspections and tests might be done by the final beneficiary confirming the functionality of the equipment.

Q. In art. 6) from the Technical Specifications for item 1 "Hand Thermovision Camera for surveillance" is stated: "Focusing: automatic and manual – from 5m up to infinity.

- Since most of the thermal imaging cameras of the market have only one of these features not both of them, please confirm that "and" is a typo mistake and shall be replaced by "or" and the requirement shall be read as follows.

- Also please confirm that "from 5m up to infinity" is the minimal distance of focus and in case the offer distance is less than that this will be considered as an advantage.

A. **Point 1:** Yes, we confirm that in Technical specification, 1.1 Requirements for the thermovision camera, art. 6 - "Focusing: automatic and manual – from 5 m up to infinity", word "and" should be replaced with word "or". Consequently article 6 is changing into - "Focusing: automatic or manual – from 5 m up to infinity".

**Point 2:** The mentioned distance in art 6 – "from 5 m to infinity" is minimum requirement, but all offers with less distance than 5 m, also will be accepted.

- Q. In ar. 8) and at. 9) from the Technical Specifications for item 1 “Hand Thermovision Camera for Surveillance” is stated “Display – 4” LCD, color with high resolution ability (LCD, TFT), with possibility for removal from the camera at the distance not less than 3m;” and “The camera operations must be doubled with dec for remote control with possibility for removal from the camera at distance not less than 3m”;

Please clarify whether the color display should be removed directly from the thermal device (very uncommon feature) or it is acceptable if the thermal device has its own display and the required 4 inch one is on the remote control deck or is a separate remote display.

- A. The main importance is that offered model of thermovision camera should have minimum 4” display with mentioned characteristics of the technical specification which: can be removed directly from the camera or it (4” display) will be separate part in whole offered package for thermovision camera. In both cases the main goal is possibility to operate with camera with remote control in a distance not less than 3 m from camera.

- Q. In art. 10) from the Technical Specifications for item 1 “Hand Thermovisions Camera for Surveillance” is stated: “Automatic and manual infusion of level and range”

Please clarify what exactly means automatic and manual infusion of level and range. Please, describe that feature or paraphrase the sentence, since it is not clear and does not correspond to any known camera features.

- A. The “infusion“ means that some measurable components which can be registered from camera should be shown on screen or display in camera.

