

Procurement Procedure EMSA/OP/09/2014

Question/ Answer

Question 01 (dated 14/07/2014, 09:40):

We are interested in participating in the tender mentioned above hence want to get more information about the same.

Considering the geographical constraint of personally reviewing the document, I request you to provide us the following details before we buy the document:

- 1) List of Items, Schedule of Requirements, Scope of Work, Terms of Reference, Bill of Materials required.
- 2) Soft Copy of the Tender Document through email.
- 3) Names of countries that will be eligible to participate in this tender.
- 4) Information about the Tendering Procedure and Guidelines
- 5) Estimated Budget for this Purchase
- 6) Any Extension of Bidding Deadline?
- 7) Any Addendum or Pre Bid meeting Minutes?

Answer to question 01:

All tender documentation can be found on the Internet at <http://emsa.europa.eu/work/procurement/calls.html> in the procurement section related to the tender EMSA/OP/09/2014 and can be downloaded free of charge.

Question 02 (dated 30/07/2014, 11:28):

In all the documentation provided it is not clear to us how EMSA is addressing the solicitation for cloud-based datacenter services:

1. Are you referring to private cloud (solution created on EMSA datacenters) or public/hybrid cloud (External datacenter)?
2. How will cloud-based datacenter services integrate the existing platform? (Internet, VPN)
 - 2.a Are you thinking of this services as a ways to fulfill temporary scaling needs for computation or storage?
 - 2.b Do you have any bandwidth specific needs for this services?
3. Can you estimate the value for these services in the total estimated contract value?

Answer to question 02:

Regarding 1:

We are referring to public/hybrid cloud (external datacenter) mostly.

Regarding 2:

We do not anticipate any specific way to integrate the platforms at this stage; hence we require proposing the full portfolio of solutions available.

Regarding 2.a:

The services can be used both as a replacement for needs currently served by the EMSA Datacentre, or as a temporary measure for coping with temporary loads.

Regarding 2.b:

Minimum bandwidth should be 100Mbps.

Regarding 3:

The contract foresees a global budget and it is meant to constitute a purchase channel for a global portfolio of datacenter equipment and services. We cannot further split estimations amongst the goods/services that we might purchase through it.

Question 03 (dated 02/08/2014 17:35):

“(…) Ref para. 2.1 of Tender Specifications:

In order to offer for the optional vendor list; must tenderers be able to supply all of the mandatory minimum vendor list or some of the products and service on that list?

For example; for a company who may be a CISCO authorised reseller but not a HP or Checkpoint reseller: Can this company offer some products from the minimum list such as CISCO and some products from the optional list, say, RedHat, EMC and FireEye?

Answer to question 03:

As stated in paragraph 2.1 of Tender Specifications,

“Tenderers should, as a minimum, be able to supply the products of the following vendors (mandatory minimum vendor list):

- a) HP;
- b) Netapp;
- c) CISCO;

- d) Checkpoint;
- e) F5;

For all the above mandatory vendors, the tenderer must be an authorised reseller of the brand able to offer hardware, software, maintenance, support, software subscriptions, delivery, installation and assembly services, professional consultancy."

Therefore, all vendors on this list are mandatory. The optional vendors list may be offered additionally, not in replacement of the companies mentioned here.

Question 04 (dated 14/08/2014 00:39):

Following our previous request clarification, we would like to rephrase our question:

In order to achieve a very strong proposal and an high excellence team with a very broad set of skills, we're evaluating a joint offer /subcontracting with other entity. Our question is, considering that we want EMSA to evaluate our proposal, regarding technical selection criteria (level of partnerships, references, human resources, etc), with assets from both companies, if we can subcontract that company (and the sum of the competencies of both companies are evaluated for selection criteria) or if we must present a joint offer.

Still regarding the Tender EMSA/OP/09/2014, if the tenderer relies on its subcontractor's capacities for technical selection criteria, the tenderer has to submit, for each subcontractor, any of the following documents?

- Signed Cover letter of each subcontractor
- LEF of each subcontractor
- Financial Form of each subcontractor
- Declaration on honour of each subcontractor
- Financial Statements of each subcontractor
- Statement of overall turnover of each subcontractor

Answers to question 04:

Tenderers may submit offers individually or with subcontractor(s) or as grouping presenting one joint offer.

If the tenderer intends to either sub contract part of the work or develop the work in co-operation with other partners (Joint Offers), he shall indicate this in his offer by completion of the form – "Information regarding joint offers and subcontracting".

In case of subcontracting and in case of joint offers the exclusion criteria and the selection criteria for "economic and financial capacity" will be assessed in relation to each economic operator individually. Concerning the selection criteria for "technical and professional capacity", the evidence provided will be checked to ensure that the tenderer and its subcontractors as a whole fulfil the criteria.

Regarding the second part of your question, on documents needed when tenderer provides bid with subcontractors, please note that the tenderer needs to submit:

- "Information regarding joint offers and subcontracting form"
- Declaration on honor of each subcontractor
- Financial Statements of each subcontractor
- Statement of overall turnover of each subcontractor
- Any other documents necessary to evaluate technical and professional capacity.

Published on 14/08/2014

Requests for additional information regarding this tender should be sent by e-mail to the following address OPEN092014@emsa.europa.eu. Requests for additional information received less than five working days before the closing date for submission of tenders will not be processed.

The deadline for submission of the bids of this tender is 22/08/2014.

Responsibility for monitoring the Agency's website for replies to queries and/or further information remains with potential applicants.