

Questions and Answers

Open call to tender EMSA/OP/14/2015 concerning contracts for provision of optical satellite images and value added products for maritime surveillance

Question 1 dated 10 June 2015 14:46

May `non-EU countries join this bidding directly, or is a local partner in EU needed?'

Answer **16 June 2015**

EMSA may exceptionally accept tenders from bidders coming from non-EU countries referred to as 'third countries' for procurement procedures, but without creating a precedent or obligation for the future.

As a principle any such acceptance should happen only for purchase made on specific markets where there are no economic operators based in eligible countries, or when delivery takes place in a non-eligible country itself. In other words EU based suppliers would be preferred.

It is also worth noting that if you decide to bid with a local EU partner, the nature of the partnership is important. For example as sub-contractors or as consortia the tenderers shall observe the requirements indicated in the relevant chapters of the Tender Specifications referring to groupings and/or sub-contracting.

Question 2 dated 10 June 2015 2013 08:59

'Is it possible to apply for some part of the requirements? For example, is it possible to apply only for VHR1 and VHR2 images and change detection products for VAP?'

Answer **16 June 2015**

Yes a bidder may submit a bid that does not meet all the technical requirements described in Tender Enclosure I - Tender Specifications, however this shall impact the evaluation of the bid.

As stated in chapter 19 of the Tender Specifications, sections 19.2.2, 19.2.3 and 19.2.4, each bid shall be evaluated on its individual merits regarding the level of fulfilment of technical requirements.

Furthermore as described in section 19.1.1.4 'Only bids that have reached a minimum of 50% of the 10 maximum points for Q1, Q2 and Q3 will be taken into consideration when calculating the score for quality SQ, score for price SP and score S'.

Please note that the Agency would like to sign three Framework contracts.

Question 3 dated 10 June 2015 08:59

'If we want to make a partnership with other suppliers, can we make multiple partnerships and provide images to multiple suppliers? Or shall we make a partnership with one supplier with exclusivity?'

Answer **16 June 2015**

If by 'partnership' you mean to sub-contracting, please refer to chapter 14 of the Tender Specifications on sub-contracting, where it states that it is possible for the tenderer to sub-contract the work. If the tenderer decides to realise the work in co-operation with one or multiple partners, then the requirements for groupings under chapter 17 shall be observed.

It is the decision of the tenderer how to implement sub-contracting or partnership arrangements.

The tenderer must provide required evidence for the exclusion and selection criteria on its own behalf and when applicable on behalf of its subcontractors/consortia partners.

Question 4 dated 11 June 2015 21:20

'It is understood that the Agency requests optical images from the 4 specified spatial resolution classes (VHR1, VHR2, HR1, HR2).'

'In reference to the requirements of 3.1, we would like to know if bids offering only a subset of the requested resolution classes, e.g. proposals only offering HR missions, are considered as a valid bid? Especially in view of section 19.1.1.4 of the Tender Specifications?'

Answer **18 June 2015**

Please refer to the answer provided in Question 2. A bidder may submit a bid that does not meet all the technical requirements described in Tender Enclosure I - Tender Specifications, however this shall impact the evaluation of the bid.

Question 5 dated 11 June 2015 21:20

In reference to the requirement 3.10.1.1, we would like to know if the panchromatic channel is required although all requested multi-spectral bands could be provided at the same spatial resolution all meeting the HR2 definition.

Answer 18 June 2015

Please refer to the answer provided in Question 2. A bidder may submit a bid that does not meet all the technical requirements described in Tender Enclosure I - Tender Specifications, however this shall impact the evaluation of the bid.

Question 6 dated 11 June 2015 21:20

'We do not fully understand section 16.2.1.5 of the Tender Specifications. Especially the meaning of the last sentence is unclear. Could you please explain?'

Answer 18 June 2015

"16.2.1.5 Module 1 costs shall be a maximum of EUR 75,000. Module 1 costs shall not exceed this maximum.

Note that there will be an adjustment in the ceiling that the Agency would cover applicable to any previous contractors providing similar services to EMSA."

The price offer from bidders for Module 1 costs 'Service set-up and testing' shall not be more than a value of EURO 75,000. In other words EURO 75 000 is the ceiling price for Module 1 and price offers above this ceiling will not be accepted by the Agency.

In the case that bidders have an existing or a previous contract with the Agency for the provision of similar services, namely the provision of optical satellite images and value added products, then the Agency shall assume that a portion of the work for set up has already been done under the previous contract.

Question 7 dated 11 June 2015 13:50

'Is it possible to get the Appendix A EICD v1.3.4 which was not part of the data package of the Tender?'

Answer 18 June 2015

Appendix A EICD v1.3.4 is available upon request by sending an email to the dedicated email address for this procurement procedure OPEN142015@emsa.europa.eu.

Please note that as stated in the Tender Specification, section 2.1.1.2, a new version of the EICD will be released within the context of the next version of the EODC. Release of the new version of the EODC is currently foreseen for September 2015. The new version of the EICD shall be used for the implementation of the interface by the contractor (Module 1).

Question 8 dated 11 June 2015 13:50

'Is it possible to get the Tender Enclosure I - Part F, EMSA ICT Technical Landscape which was not part of the data package of the Tender?'

Answer **18 June 2015**

Tender Enclosure I - Part F, EMSA ICT Technical Landscape is available from the EMSA Website and is also available for download here. (PDF attached).

Question 9 dated 11 June 2015 13:50

With reference to requirement 3.1.2.3 'The Contractor shall be able to provide imagery from at least three missions meeting the VHR1 resolution and band type criteria (panchromatic band). Only missions that can meet the NRT delivery requirements as defined in 6.2.4 are eligible in terms of VHR1 mission count'.

'Are Wordview 1/2/3, SPOT 6/7 and Pleiades 1A/1B considered as a mission each or does a mission refers to each individual satellite?'

Answer **18 June 2015**

In the context of this requirement, for the missions described in your question, each satellite with independent acquisition capability should be considered an individual mission.

Question 10 dated 11 June 2015 13:50

With reference to requirement 3.2.1.2 'Is there any indicative information that can be provided to better understand the potential service volumes? This applies to all components of the service (Type A & B change detection, vessel detection, activity detection), and especially to volumes of short notice tasking requests'.

Answer **18 June 2015**

Due to the overarching operational context for the utilisation of satellite imagery, it is currently not possible to estimate with any certainty the potential volumes for the different components of the service, including the volume of short notice requests. It can be expected that short notice tasking requests shall be placed most frequently, but by no means exclusively, during routine working hours.

Question 11 dated 11 June 2015 13:50

With reference to requirement 3.4.1.6 'Could you provide some indication about expected products volumes to be processed in parallel?'

Answer **18 June 2015**

At this time it is not possible to estimate with any certainty the expected product volumes to be processed in parallel. However, it is foreseen that initially the expected volume of products for parallel processing shall not be very high.

Question 12 dated 11 June 2015 13:50

With reference to requirement 3.7.1.4 'Could you please define the max distance between AOI_Initial central point and AOI-Final central point?'

Answer **18 June 2015**

The tender requirements do not impose a maximum distance between the AOI_Initial central point and AOI-Final central point. This limit is a technical characteristic of the proposed satellite sensor.

Bidders are invited to fully describe their technical offer in their bid. Bidders shall describe in detail their capabilities for "pinpointing" planning, including the maximum and/or minimum distance between the AOI Initial central point and the AOI_final central point, and any other relevant performance limits.

Question 13 dated 11 June 2015 13:50

With reference to requirement 3.7.4.8 'In which case does EMSA combine DTO and Multi Mission Planning, on the same AOI/date? Could you suggest an example?'

Answer **18 June 2015**

An example of a scenario where DTO and Multi Mission approaches could be requested simultaneously is the following:

- For AOI 1, on 30 January 2016, two images are requested by the end user, one VHR1 product and one VHR2 product.
- In order to maximise the delivery success rate of each individual product, the DTO approach is to be used for each acquisition.
- This means that by planning each of the two products (both VHR1 and VHR2), a minimum of 2 satellite missions shall be offered for each acquisition.
- However, final scope is to receive only one VHR1 and one VHR2 image. Reference is made to requirement 3.7.4.1 and requirement 3.7.2.1

Question 14 dated 11 June 2015 13:50

With reference to requirement 3.7.5.2 'it is mentioned that "EMSA provides the SAR feasibility plan" and for requirement 3.7.5.3 it is mentioned that "The Contractor shall propose a SAR tuned Planning" Could you please precise what is the operational workflow related to this SAR feasibility plan?'

Answer **18 June 2015**

Your question refers to the requirement for SAR aligned planning as described in Section 3.7.5 of the Tender Specification. Two scenarios are possible:

Scenario A

Requirement 3.7.5.1 states that "the goal of SAR aligned planning is to take advantage of the synergies that can arise from having two different imaging systems (SAR and optical) acquiring data over the same area. An example could be to use SAR vessel detection as trigger for pinpointing."

In this case, the operational workflow is as follows:

An optical acquisition has already been planned and is expected to be acquired over a location AOI1 at time T1. Sometime before T1, at T0, a SAR acquisition takes place and based on the analysis of the SAR image a new Area of interest (AOI2) is identified at EMSA. The pinpointing procedure then foresees that the adjustment of the final optical footprint by the Contractor is possible, provided that EMSA sends the updated area (AOI2) to the Contractor within the agreed timeline for pinpointing. Reference is made to requirement 3.7.1.3

Scenario B

In case the Contractor is requested to provide a "SAR tuned planning", as described in Requirement 3.7.5.2, the operational workflow is as follows:

EMSA provides to the Contractor the existing (already planned Synthetic Aperture Radar) planning file, in the planning format described in the EICD. This information shall then be used by the Contractor to generate the optical feasibility plan, by identifying potential opportunities for optical acquisitions at the same (or near) time and location as the already planned SAR acquisitions.

Question 15 dated 11 June 2015 13:50

With reference to requirement 6.2.1.1 *'Could you please clarify which value-added services are expected to be offered 24/7: Vessel detection, Activity detection, Type A & B change detection, all of them, and the estimated respective volumes?'*

Answer **18 June 2015**

Requirement 6.2.1.1 states that 'The Contractor shall be able to deliver images and value added products 24/7, 365 days per year'.

All value added products may be requested for delivery 24/7, 365 days per year. Due to the overarching operational context for the utilisation of satellite imagery, at this time it is not possible to estimate with any certainty the potential service volumes for the different value added services.

Question 16 dated 11 June 2015 13:50

With reference to requirement 6.2.1.3 *'In the last sentence, shouldn't we understand "and the image is downlinked 4 hours after acquisition", rather than "and the image is acquired 4 hours after acquisition"?''*

Answer 18 June 2015

Correct. The last sentence should read 'Example 2 If the maximum delay is set to 3 hours, and the image is downlinked 4 hours after acquisition, the T0= acquisition stop time + 3 hours.'

Question 17 dated 11 June 2015 13:50

With reference to requirement 6.2.4.1 '*Could you please detail EMSA requirements on SAR Vessel Detection layer (VDE)?*'

Answer 18 June 2015

Requirement 6.2.4.1 lists the data products that shall be delivered to the Earth Observation Data Centre by the contractor. This list includes item (iii) the SAR vessel detection layer.

The parameters to be reported by the Contractor shall be those described in section 4.2 'Targeted Vessel Detection' of the Tender Specification.

This information shall be delivered as a GML file inside the VDE product data package. The VDE data package will be fully described in the new version of the EICD that will be released within the context of the next version of the EODC. Release of the new version of the EODC is currently foreseen for September 2015. The new version of the EICD shall be used for the implementation of the interface by the contractor (Module 1).

Bidders should note that the VDE product package will have a format similar to, but not the same as, the DER product data package as described in EICD v.1.3.4.

Question 18 dated 11 June 2015 13:50

With reference to requirement 6.2.6.1 "*The prices will be subject to a price reduction according to the number of orders (images and products delivered and paid) per year. A service is considered delivered and paid when the total price reduction is not zero.*" Could you please clarify "*A service is considered delivered and paid when the total price reduction is not zero*"?

Answer 18 June 2015

The annual volume discount foreseen in the paragraph 6.2.6.1 of the Tender Specification shall apply to services (licences and added value products) delivered and paid. A service is considered delivered and paid if, after application of the price reduction coefficients foreseen in the paragraph 6.2.5 the service price is not zero.

The volume discount will apply on the whole service with all elements included (images and value added products).

Question 19 dated 11 June 2015 13:50

'Can you please confirm the weightings mentioned in article 19.3.1.1 of the Tender Enclosure 1: The Agency will consider all price elements as award criteria for evaluation of the Bids. The price evaluation will be done based upon prices provided for Module 1 (45%)+ Module 2 (2.5%)+ Module 3 (2.5%)'.

Answer 18 June 2015

This is a typing error. The last sentence of this paragraph should state:

The price evaluation will be done based upon prices provided for Module 2 (45%) + Module 3 (2.5%) + Module 1 (2.5%).

Question 20 dated 11 June 2015 13:50

'Is it possible to get an extension period until August 14th to answer this Call for Tender'?

Answer 18 June 2015

No. The closing date for receipt of tenders shall not be extended.

Question 21 dated 15 June 2015 09:44

In reference to the EMSA Tender: EMSA/OP/14/and the stated deadline (referring to point1. Under the ITT), we herewith would like to ask for a new deadline 4 weeks later.

Answer 19 June 2015

Please refer to the answer provided for Question number 20.

Question 22 dated 15 June 2015 10:43

In reference to the EMSA Tender EMSA/OP/14/2015, with the Tender Enclosure I (Tender Specifications) under point 3.1.1.2 " The Contractor shall provide very high resolution (VHR) and high resolution (HR) optical image products acquired from satellite based optical sensors"

Is it mandatory to include all different resolutions (VHR (1+2) & HR (1+2)) in our offer? Or would it rather be the obligation to include VHR-1 and if VHR-2 and HR1+2 are added it would be positively assessed for the quality of the offer?

Answer 19 June 2015

A bidder may submit a bid that does not meet all the technical requirements described in Tender Enclosure I - Tender Specifications, however this shall impact the evaluation of the bid.

Please refer to the answer provided for Question number 2.

Question 23 dated 16 June 2015 15:30

In reference to the EMSA Tender EMSA/OP/14/2015, with the Tender Enclosure I (Tender Specifications) under point 6.2.3.2 (Use CASE B) it is stated that: "The following example illustrates this Use Case: An image is acquired within the contracted ground station visibility mask..."

Since this case is showing the scenario where the collection is outside of the ground station, we consider that the sentence above should be read: "The following example illustrates this Use Case: An image is acquired outside the contracted ground station visibility mask..."

Answer **19 June 2015**

Correct. This is a typing error. The sentence should be read "The following example illustrates this Use Case: An image is acquired outside the contracted ground station visibility mask..."

Question 24 dated 17 June 2015 09:37

When filling in Appendix D – the scenario table, do we have a choice between the missions in brackets (VHR1/VHR2/HR1/HR2) or are we allowed to answer for the mission which is specified in the Tender Specifications? For instance could scenario 1 be as well answered with a HR1 mission..."

Answer **24 June 2015**

Bidders should complete Appendix D Scenario Table in terms of their ability to meet the specific requirements of Scenario I, II and III.

Only the requested spatial resolution class is eligible for scoring.

In other words, for Scenario 1, if a bidder is capable of providing a VHR1 image within the time requirements indicated in the scenario, then this should be indicated in the answer. If the bidder cannot provide a VHR1 image this means the Scenario I will be scored as zero.

Question 25 dated 18 June 2015 09:43

'In reference to the EMSA Tender EMSA/OP/14/2015, with the Tender Enclosure I (Tender Specifications) under point 14.1.1.4 you are referring to Tender Enclosure IV – Statement of subcontracting in the tender documents. We could not find Tender Enclosure IV – Statement of subcontracting in the tender documents.

Answer **24 June 2015**

Tender Enclosure IV – Statement of subcontracting is available from the EMSA Website and is also available for download from this procurement web page.

Question 26 dated 18 June 2015 14:50

'In reference to the EMSA Tender EMSA/OP/14/2015, with the Tender Enclosure I (Tender Specifications) under point 3.6.1.4 it is stated that "cancellations by the Contractor which have been notified to EMSA less than 24 hours before acquisition time will be subject to financial penalties unless otherwise justified". Can you specify penalties for this scenario?

Answer **24 June 2015**

The financial penalties may be implemented as described in Chapter 1.6 Service performance.

Question 27 dated 22 June 2015 07:49

'Please note that question 25 and 25 are identical'

Answer **24 June 2015**

Thank you for informing of this numbering error. This has been corrected in the latest version of the Q&A published on 24 June.

Question 28 dated 23 June 2015 13:00

'Under Point 6.2.4.1 (ii) it is stated, that with the delivered products you are also requesting a SAR Vessel Detection Layer (VDE). This item is repeated on page 74 in Table 13 twice. I assume that instead of a SAR Vessel Detection Layer it should be read: Optical Image Vessel Detection Layer.'

Answer **30 June 2015**

On Page 48 of the Tender Specification, under 6.2.4.1 the text '(iii) SAR Vessel Detection layer (VDE)' should read, 'Vessel Detection layer'.

This typing error is also found on page 74 of the Tender Specification, Table 13 'Price Award for Module 2'. Table rows referring to 'Image + SAR Vessel Detection layer' should read 'Image + Vessel Detection layer'.

The Vessel Detection layer (VDE) shall include vessel detection parameters reported in the vessel detection GML as described in requirement 4.2.1.5 of the Tender Specification.

To be clear regarding the Agency's requirement for vessel detection products, specifically in relation to point 4.2.1.3, EMSA will endeavor, but without a formal commitment, to provide relevant supporting parameters in order to facilitate the analysis. The availability of such information however will be dependent on the ultimate user and their operational focus. An example would be the need to identify small vessel targets only.

Question 29 dated 23 June 2015 13:26

'Under Point 1.6.1.4 (ii) EMSA is requesting "On an annual basis the service shall provide at least 90% reliability on the delivery timeliness requested by the Agency for images and for value added services.'

'The 90% refer to successfully acquired images, that have passed all processing steps (but will not match the requested timelines for the final delivery at EMSA), or to ordered images by EMSA that won't be delivered due to i.e technical problems?'

Answer 30 June 2015

On an annual basis at least 90% of the images and services that have been delivered to the EO DC at the Agency, without delay, and therefore meet the requested delivery time as described on page 48 of the Tender Specification, 'Table 2 Required maximum NRT delivery times of products'.

Question 30 dated 24 June 2015 16:21

'Under Point 4.1.1.5 EMSA is requesting that "More than one value added product can be requested for the same time'

'If for example Vessel Detection (VDE) and Activity Detection (ACT) are requested, would the time of 10 minutes and 20 minutes sum up to 30 minutes?'

Answer 30 June 2015

Your question is best answered by an example.

Example: The Agency orders a VHR 1.1 satellite image product, with an area of 200 km², and requests two value added products, vessel detection and target activity detection.

With reference to the Tender Specification, page 48, 'Table 2 Required maximum NRT delivery times of products', the EOP product shall be delivered within 45 minutes, the VDE product shall be delivered within 55 minutes and the ACT product shall be delivered within 65 minutes.

Delivery times are defined according to requirement 6.2.1.2 of the Tender Specification.

'6.2.1.2 Delivery time: is the duration of time elapsed between T1 and T0 when T1 is the FTP transmission completion time at the EO Data Centre and (i) T0 is the actual satellite acquisition stop time in case of direct downlink or (ii) T0 is the stop time of the data downlink in case an on-board recorder has been used or (iii) T0 is the FTP transmission completion time of satellite products sent to the Contractor by a third party'.

Question 31 dated 24 June 2015 16:28

'Under Point 6.4.1.6 it is mentioned that "The Bidder shall be able to process multiple products from different missions in parallel whilst respecting time constraints'

'How will the time constraints be handled if multiple products will be processed?'

Answer 30 June 2015

The Tender Specification, page 23, point 3.4.1.6 states that 'The Bidder shall be able to process multiple products from different missions in parallel whilst respecting time constraints'.

This requirement states that multiple products from different missions may be processed at the same time, whilst respecting time constraints as described in the Tender Specification, page 48, 'Table 2 Required maximum NRT delivery times of products'.

In their bid, Bidders should provide a full description for the processing and delivery of products for different missions as per point 3.4.1.7.

The bidder's capability to process products from multiple missions in parallel shall also be described.

Question 32 dated 25 June 2015 11:42

'In reference to the EMSA Tender EMSA/OP/14/2015, with the Tender Enclosure I (Tender Specifications) under point 4.2.1.5.d it is stated that: "Identification elements (i.e. IMO, MMSI and preferably Name, Call Sign) must be provided." With reference to the last sentence (Pending operational relevance, the Agency might provide an alternative source of AIS data for integration in the analysis), we assume that the requirement is applicable only in case EMSA provides AIS data. Please can you clarify?'

Answer 30 June 2015

It is not the case that requirement 4.2.1.5.d is only applicable in case EMSA provides the contractor with AIS data. The contractor is obliged to have its own source of AIS ship position data, independently of EMSA.

However, the Agency may choose to provide AIS data to its contractors. In this case, please refer to point 4.1.1.6 'The Agency may decide to provide AIS data to the Contractor to improve the quality of the Added Value Services. To that end the Contractor is obliged to respect any and all non-distribution requirements that that the Agency places on the usage of such data. Failure to respect such obligation will jeopardise the continuity of the Contract and may be used as grounds for its termination'.

Answer 9 July 2015

The Agency would like to correct the answer to Question 34 published on 30 June 2015.

The contractor is not obliged to have its own source of AIS ship position data independently of EMSA.

Question 33 dated 26 June 2015 14:52

'Under point 6.2.3.3 (USE CASE C) Please clarify if this scenario counts for all data products that are listed under point 6.2.4'

Answer **30 June 2015**

Use Case C refers to performance of value adding services on products which are downlinked to Ground Stations not operated by the Contractor.

This scenario counts for all data products listed under point 6.2.4

Question 34 dated 29 June 2015 12:23

'We would like to ask you to provide the following document Appendix G Draft Procedures'.

Answer **1 July 2015**

Appendix G 'Draft Procedures' is not part of this Tender Specification.

Draft procedures describing how the Agency will plan and place orders with Service Providers shall be provided to the Contractor(s) during Module 1 the service set-up and testing phase. The procedures shall be finalised and agreed with all Contractors during the set-up phase.

Question 35 dated 29 June 2015 16:13

'Under point under point 3.6.1.4 you mention that: "Cancellations by the Contractor which have not been notified to EMSA less than 24 hours before acquisition time will be subject to financial penalties unless otherwise justified"

Can you clarify, if this notification is referring on the point above (3.6.1.3)?

Can you confirm, that If the contractor has informed EMSA 24 hours before the satellite access, that there is a potential risk and the pass got finally cancelled (less than 24 hours before the pass), that in this case it won't be subject to any financial penalties?

Answer **1 July 2015**

As stated in requirement 3.6.1.3 'The Contractors shall inform EMSA 24 hours before satellite access regarding any potential risk of or expected cancellation due to technical or other reason'.

Information regarding any potential risk of a cancellation, or an expected cancellation, is important for decision making for both the Agency and for the operational end user, as the cancellation of an acquisition may, or may not, have operational impacts.

Irrespective of whether the risk of cancellation is communicated by the contractor to the Agency or not, all cancelled images are measured as such according to chapter 1.6 service performance.

In other words, if a contractor has informed EMSA 24 hours before the satellite access that there is a risk of cancellation, and the pass is cancelled less than 24 hours before scheduled acquisition, then financial penalties still apply.

Regarding financial penalties, the only financial penalties that will apply are fully described in Chapter 1.6 service performance, as answered already in Question and Answer 28.

Question 36 dated 29 June 2015 16:15

'Under 6.1.2.3 it is stated that "Contractor(s) shall have 96 hours after the expected delivery time to contest, through the JOU, information on delivered products and associated delivery times and quality."

Please confirm that these 96 hours count only for working days.

Answer **1 July 2015**

Under requirement 6.1.2.3 the 96 hours refer to calendar days not working days.

Question 37 dated 30 June 2015 14:05

'Can you please clarify what financial penalty will apply in the context of:

"3.6.1.4 Cancellations by the Contractor which have not been notified to EMSA less than 24 hours before acquisition time will be subject to financial penalties unless otherwise justified", Tender Specification.

What does this exactly mean?

Answer **1 July 2015**

Regarding financial penalties, the only financial penalties that will apply are fully described in Chapter 1.6 service performance. No additional financial penalties beyond what is described under Chapter 1.6 service performance are imposed.

Question 38 dated 30 June 2015 17:23

Concerning '16.3.1.3: EMSA may request 6 different delivery times listed as NRT, less than 3h, less than 6h, less than 24h, more than 24h, archive (see 6.2.4.26).

Neither the table 10, Price Table module 2 additional fees, not the Tender Enclosure I Appendix C - Price Matrix, include a specific additional fee for this service "less than 6 hours".

*Could you please confirm that this service level should also be included in the appendix C?
Can you please give the complete list of "time categories" which are applicable for EOP, QNO,
VDE, ACT, CDE, QUA?*

Answer 3 July 2015

According to requirement 16.3.1.3 the service "less than 6 hours", must be included in the offer from Bidders.

The corrected Excel file for Tender Enclosure I - Appendix C – Price Matrix is available to download from the web page of this procurement procedure.

Bidders must use the Excel template when presenting their offers. It is particularly important as the Agency must be able to evaluate the prices of all offers on a comparable basis.

Regarding the "time categories" which are applicable for EOP, QNO, VDE, ACT, CDE, QUA, As described in requirement 6.2.4.26 '*EMSA may request the following delivery times*':

- *NRT*
- *Less than 3 hours*
- *Less than 6 hours*
- *Less than 24 hours*
- *More than 24 hours*
- *Archive*

For the NRT category, the required maximum product delivery times are described in Table 2 'Required maximum NRT delivery times of products'. As illustrated in this table, for NRT delivery only, the required maximum delivery time changes according to the area and resolution of the satellite image.

For the other delivery time categories, i.e. Less than 3 hours, Less than 6 hours, Less than 24 hours, More than 24 hours and Archive, All products (EOP, QNO, VDE, ACT, CDE and QUA) shall be delivered within the required time category, irrespective of the product class, resolution and area of the image. i.e. if the requested delivery time is 'less than 6 hours' then all packages associated with the order must be delivered within 6 hours.

As described in requirement 6.2.1.6 'Delivery timeliness for archived data (minimum, average and maximum) shall be provided in the bid. Times shall be measured from request to data available in the EODC'.

Question 39 dated 30 June 2015 17:23

Concerning '16.3.1.2: There are inconsistencies between the Table 9, Price Table module 2, and the Tender Enclosure I Appendix C - Price Matrix given in excel format. In this last file, MR1 and MR2 product classes are not defined, archive product is missing. Could you please confirm the correct table?

Answer 3 July 2015

The correct table is Table 9, 'Price Table Module 2', on page 61 of Tender Enclosure I - Tender Specifications.

The corrected Excel file for Tender Enclosure I - Appendix C – Price Matrix is now available to download from the web page of this procurement procedure.

Bidders must use the Excel template when presenting their offers. It is particularly important as the Agency must be able to evaluate the prices of all offers on a comparable basis.

For the 'Archive product' the price shall be independent of the size of the image, in other words a price per km² is not applicable.

Question 40 dated 30 June 2015 17:23

Concerning '16.3.1.3: In case of EOP and associated ACT both delivered in NRT, can you please give the price components that should be taken into account for the final EOP and ACT prices?

We understand that NRT additional fees are applicable and due by EMSA, for the EOP, and also for the ACT. Is this correct?

Answer **3 July 2015**

The NRT additional fees are applicable per activation, not per product.

The price components that should be taken into account for the ACT and EOP prices shall consist only of the elements of Table 9 Price Table Module 2, provided by the Bidders, plus any additional fee per activation that may apply according to Table 10 Price Table Module 2 Additional fees, provided by the Bidders.

Example 1: If the activation is for the image (EOP) with activity detection (ACT) in NRT then the price shall consist of the sum of elements:

Service price:

Sub-total A1 = License fee + Image acquisition and downlink + Processing to image product + ACT according to Table 9.

AND

Sub-total A2 = (License fee per Km² + Image acquisition and downlink per Km² + Processing to image product per Km² + ACT per Km²) * Area of the Image Km² according to Table 9.

AND

Processing delivery price:

Sub-total B: an additional fee for NRT delivery, per activation, according to Table 10 Price Module 2 Additional Fees.

Total of a service delivered in NRT:

Total = Sub-total A1 + Sub-total A2+ Sub-total B

Example 2: If the order is within 6 hours then the price shall consist of the sum of elements:

Sub-total A1

Sub-total A2

Sub-total D: an additional fee for 6 hours delivery, per activation, according to Table 10 Price Module 2 Additional Fees.

Total = Sub-total A1 + Sub-total A2+ Sub-total D

Price discounts for delivery delay, quality and volume discounts shall be applied according to Chapter 6.2.5 Price Reductions.

Actual price = Total*(price co-efficient for delivery time delay)*(Price co-efficient for quality) * (Price co-efficient annual volume discount)

Question 41 dated 30 June 2015 17:23

Regarding a high speed Internet access 2.5Gbps and high availability accesses, we are focusing our response on using Internet instead of GEANT Network. Nevertheless, regarding the 2.2.1.3 requirement (The Bidder must specify a network connection with a minimum bandwidth of 100 Mbit/s.), we are not sure that the Internet access of EMSA can support the necessary bandwidth. In the "EMSA ICT Technical Landscape1.pdf", EMSA mentions its use of "only" two Internet accesses with 100Mbps.

Is it relevant to propose a network solution based on a 2.5Gbps largely higher than the EMSA 2x100 Mbps

Answer **3 July 2015**

The current description of EMSA Internet accesses is as expressed in the EMSA ICT Technical Landscape. However, upgrades are considered on a regular basis depending on usage and needs.

In the scope of this procurement, and as expressed in the Tender Specifications, the requirement for network connection is a minimum bandwidth of 100 Mbit/s.

Each bidder is requested to propose the technical solution that best fits EMSA needs according to the bidder expertise and experience.

Question 42 dated 30 June 2015 17:23

Regarding 3.5.1.7 Terms in that section are unclear. Could EMSA accurately define b) Area Min Sun Elevation, c) Area Max Off Nadir Angle, c) Total Max Off Nadir Angle

Answer 3 July 2015

The following terms shall be considered by Bidders:

- n) Cloud cover protection threshold (in %)
- o) Min Sun Elevation
- p) Max Off Nadir Angle

'Total Max Off Nadir Angle' is not required information.

Question 43 dated 30 June 2015 19:41

In 3.1.2.3 of the tender specifications it states that 3 VHR1.1 missions must meet the NRT timelines as defined in 6.2.4. Would a mission compliant with Use case C in 6.2.3.3 which is offered by the contractor via a third party and not EMSA and had a longer delivery time for level 0 data than specified in 6.2.4 qualify as one of the three VHR 1.1 missions (ie time for delivery of EOP was more than 45 minutes due to the delay in delivery of the level 0 product to the contractor via the third party)

Answer 3 July 2015

In this case, this mission would not qualify as one of the three VHR 1 missions, as it would not be considered to meet the NRT timelines as defined in 6.2.4.

Question 44 dated 29 June 2015 19:53

'Can you please provide a target IP address at EMSA such that our network provider can investigate using the NREN network for product delivery?'

Answer 3 July 2015

The EMSA Lisbon IP range is 91.231.216.0/24 and 185.41.116.0/23. EMSA BCF (Madrid) IP range is 91.231.217.0/24 and 185.41.118.0/23.

Question 45 dated 30 June 2015 17:23

Regarding Appendix C –Price Matrix 'Is it possible to propose several relevant price matrices according to targeted regions?'

Answer 6 July 2015

No. It is not possible 'to propose several relevant price matrices according to targeted regions'.

Bidders may submit only one price matrix applicable to all areas worldwide

Question 46 dated 6 July 2015 16:45

Can you please explain the fact that no price/km² can be specified for 'Archive product' (see updated Tender_Enclosure_I_Appendix_C_Price_Matrix-corrected) which means that the price for an 'Archive product' is independent of the size of the image.

How is the size of the area of interest factored in the price? Does any archive order always relate to one or more full archive scenes whereas the size of a scene is defined by the data provider? Thus, our assumption is that a full scene is the minimum order size for every archive requests.

Answer **9 July 2015**

There is no 'minimum' or 'standard' order size for an Archive scene.

The price of the Archive scene is independent of the size of the Archive scene requested.

However if EMSA requests a value adding service, based on the archived scene, then the corresponding EMSA product class fees, for the value adding service or services, shall apply.

For example, if EMSA orders an archive scene, with activity detection (ACT) service, then the price of the archive scene and service shall be calculated as follows:

Archive product Licence fee + EMSA product class Activity detection (ACT) (fixed fee + km² variable fee)

Question 47 dated 7 July 2015 12:20

The tender specification states at paragraph 15.1.1.3 that: "Bidders shall complete the Tenderer's checklist." We have been unable to locate this checklist, could you please provide a copy or a link? Could you please provide a copy or a link?

Answer **9 July 2015**

The Tender's checklist is now available for download (Word document) from the web page for this procurement.

Question 48 dated 8 July 2015 10:13

In reference to the EMSA Tender EMSA/OP/14/2015, with the Tender Enclosure I (Tender Specifications) under point 16.1.1.3, third sentence you mention: "This estimate should be based on Articles I.3 and II.7 of the draft contract."

The reference to Article II.7 of the draft contract seems incorrect. Could you please verify and correct?

Answer **9 July 2015**

The reference to Article I.3 and Article II.7 under point 16.1.1.3 in the Tender Specification is indeed incorrect. The reference to Article II.7 of the contract should read Article II.16 of the contract.

The Project does not foresee any reimbursable expenses and therefore as a consequence, the second, third and fourth sentences in section 16.1.1.3 of the TS are not applicable.

Therefore Point 16.1.1.3 of the Tender Specifications should read 'Prices must be fixed amounts, non-revisable and remain valid for the duration of the contract'.

Clarification: Bidders should note that the Agency has revised the following elements of this Q&A:

Question 10 replaces the previous duplicate Question 10 and Question 11.

Question 16 replaces the previous duplicate Question 17 and Question 18.

Due to the deletion of duplicate questions as mentioned above, the overall question numbering has been adapted accordingly. Also the referencing within the questions has been adapted. (Question 21 refers to the answer provided in Question 20).

Furthermore, the answer to Question 32 (Previously Question 34) has changed. The contractor is not obliged to have its own source of AIS ship position data independently of EMSA.

The answer to Question 20 (previously Question 22) has changed. The Agency has decided to make a small extension of 3 working days to the closing date for receipt of bids.

The deadline for submission of bids for this tender is 15 July 2015, 16:00 hrs.

Requests for additional information regarding this tender should be sent by e-mail to the following address OPEN142015@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.

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