

Question/ Answer

Procurement procedure: EMSA/OP/22/2016- Contracts for Demonstrating state-of-the-art Remotely Piloted Aircraft Systems (RPAS) services in support of the execution of Coast Guard functions

Question 01 (22 December 2016):

Is the 12-2016 tender still stands?

Is the 22-2016 tender related to the 12-2016 tender?

Is the 22-2016 tender an evaluation trial for the 12-2016 tender?

Is it recommended for 12-2016 tender participants to submit for the 22-2016?

Answer to question 01 (published on 23 December, 2016):

Regarding Tender “*OP/12/2016: Remotely Piloted Aircraft System (RPAS) services in support of the execution of Coast Guard functions*”:

- The deadline for the submission of offers has passed. No additional offers can be accepted.
- The offers submitted and admissible are currently in the evaluation phase.
- The tender focuses on providing regular operational services to EU Agencies and Member States for the next 2 years (renewable).

Regarding the current tender “*OP/22/2016: Contracts for Demonstrating state-of-the-art Remotely Piloted Aircraft Systems (RPAS) services in support of the execution of Coast Guard functions*”:

- The tender is independent from tender OP/12/2016.
- The tender concerns a one-off / specific demonstration event of the state of the art RPAS capabilities.

Accordingly, the two tenders are independent of each other.

All interested RPAS operators are welcome to submit an offer for OP/22/2016 without prejudice to any offer submitted under OP/12/2016.

Question 02 (24 December):

Dear Sir/Madam,

Could we please submit the following questions:

1. Para 3.2.1.1 – What is perceived as the RLOS distance?
2. Para 3.2.1.1 – What data is expected via the satellite link. i.e control of the airframe or is the payload data expected to be delivered via satellite also?
3. Para 3.2.1.2 – What size/weight do you class as a medium RPAS and large RPAS?
4. Para 6.1.2.3 – Do you wish to see the AIS data displayed within the Ground Station or do you have a gateway for the data to be sent to?

5. *Para 6.1.4.4 – If aircraft is not large enough to carry a satellite system capable of 500 kbps for payload data such as video can the control of the aircraft be met or is video a condition that must be met?*

Answer to question 02 (published 5 January, 2017):

1. The actual RLOS distance depends on a number of factors including, but not limited to, altitude of aircraft, transmitter power, height of receiving antennae and atmospheric conditions. Accordingly, tenderers should indicate, and justify where appropriate, their operational RLOS based on previous test flights with their proposed RPAS.
 2. In addition to paragraph 3.2.1.1, paragraphs 6.1.4 (“Communications”) and 6.1.6 (Data Provision) of the tender specifications provide further guidance on expectations regarding data transmission/reception.
Paragraph 6.1.4.4 indicates that, as a minimum, a low bandwidth satellite link must be able to transmit/receive the command and control data as well as the payload data.
Paragraph 6.1.4.5, indicates that if the satellite link is able to transmit/receive the command and control data as well as the payload data via a high bandwidth (≥ 500 kbps) it will be considered an advantage with respect to evaluating the offer.
 3. As there are no formal common definitions of RPAS by size/weight please consider the following performance criteria as guidance concerning the platform itself as relevant to this procurement procedure.
Large RPAS:
 - Endurance: Minimum of 12 hours with the full set of sensors.
 - Operational Window: Minimum of ability to operate in strong and turbulent weather conditions incl. crosswind ($> \text{Bft. } 6$ or $22\text{-}27$ knots)
 - Range: 500 km (approx. 270 nm) (Beyond Radio Line Of Sight operation)
 - Day and night operation capabilityMedium RPAS:
 - Endurance: Minimum of 8 hours with the full set of sensors.
 - Operational Window: Minimum of ability to operate in strong and turbulent weather conditions incl. crosswind ($> \text{Bft. } 6$ or $22\text{-}27$ knots)
 - Range: 300 km (approx. 270 nm) (Beyond Radio Line Of Sight operation)
 - Day and night operation capabilityVTOL RPAS:
 - Endurance: Minimum of 4 hours with the full set of sensors.
 - Operational Window: Minimum of ability to operate in strong and turbulent weather conditions incl. crosswind ($> \text{Bft. } 6$ or $22\text{-}27$ knots)
 - Range: > 50 km in Radio Line Of Sight operation, $> 100\text{km}$ in Beyond Radio Line Of Sight operation
 - Day and night operation capability
 4. As AIS data is related to the payload (sensor) package then, as per paragraph 6.1.4.1, it should be provided to the ground station and from there to the users. Further information can also be found in paragraphs 6.1.2.3, 6.1.4: “Communications”, and 6.1.6: “Data Provision”.
 5. Please see the response to your question 2 above. The offer should include sufficient bandwidth to transmit payload data.
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Question 03 (11 January 2017):

I am referring to the paragraph 6.1.4.4 of the technical specification of RFP OP/22/2016. In the stated paragraph EMSA establishes that satellite communication capability on the aircraft is mandatory.

In the QnA response “Answer to question 02 (published 5 January, 2017)”, Answer no. 3 EMSA specified VTOL aircraft in regards of communication links as: “Range: > 50 km in Radio Line Of Sight operation, > 100km in Beyond Radio Line Of Sight operation”.

Our company produces VTOL aircraft capable of 250km RLOS range, therefore, would a satellite communication capability still be viewed as mandatory if our RLOS communication link far exceeds the BRLOS range expectation set by EMSA?

Answer to question 03 (published 13 January, 2017):

Paragraphs 6.1.4.3 – 5 read as follows:

“6.1.4.3 The RPAS and the ground segment should be both able to transmit and receive command and control as well as payload data under RLOS conditions.

6.1.4.4 The RPAS and the ground segment must be able to transmit and receive command and control as well as payload data, via low bandwidth i.e. less than 500 kbps, under BRLOS conditions.

6.1.4.5 If the RPAS and the ground segment can transmit and receive command and control as well as payload data, via high bandwidth i.e. ≥ 500 kbps, under BRLOS conditions this will be considered as advantageous.”

Accordingly, the points to note:

- Regarding Question and Answer 2: Point 3, it was assumed that for VTOL RPAS operating more than 100km would need satellite based BRLOS communication due to the curvature of the earth’s surface.
 - If the RLOS communication system proposed has the range to cover those operations offered beyond the 100 km range then satellite based BRLOS communication is not mandatory. The range of the RLOS communication system should be appropriately described and justified in the offer.
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Question 04 (19 January 2017):

Dear EMSA,

Item 19 of the "Invitation to Tender" states only EU member states can participate in this tender except under "exceptional circumstances".

We are a [non EU owned non EU based] RPAS manufacturer with offices in an [EU] country and other offices around the world. Are we allowed to participate in this tender?

Answer to question 04 (published 23 January, 2017):

The Invitation to Tender: Cover Letter: Point 19 reads:

1. *In addition to economic operators established in the Member States of the Union, only economic operators from the following countries are eligible to participate in the present procurement procedure: Albania, FYROM, Iceland, Liechtenstein, Montenegro, Norway, Serbia and Bosnia and Herzegovina.*

In the case of economic operators from other non-EU member states, EMSA may, only in exceptional circumstances, accept their participation in a particular procurement procedure without creating a precedent or obligation for future participation.

Accordingly, the following permutations are acceptable:

- 1) If a tender is submitted by an appropriate economic operator e.g. from an office of a company registered in one of the above-mentioned countries then it would be eligible. The evidence of the status of the economic operator is addressed in Tender Enclosure I: Technical Specifications: Point 19. This includes the submission of the Legal Entity Form which is available in the Procurement Section (Legal Entity Form) of EMSA's website (www.emsa.europa.eu).
 - 2) If the economic operator is not from an eligible country as listed above then EMSA may in exceptional circumstances accept their participation in the present procurement procedure. For example, as this tender is to establish multiple framework contracts in cascade, a contract could be awarded to a tender from non eligible country, if no suitable offers from eligible countries had been identified following the evaluation process.
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Question 05 (30 January 2017):

*Dear EMSA representatives,
With reference to the captioned tender, would it be possible to extend the deadline for the submission of proposals by two or three weeks?*

Answer to question 05 (published 31 January, 2017):

EMSA can unfortunately not postpone the deadline for submissions as it would suppose unfair competition for tenderers having submitted or prepared their bids in accordance with the initially published deadline in the invitation to tender.

All bidders are their invited to submit their best offer by the 6 of February 2017 at the latest in accordance with the submission conditions of the Invitation to Tender. Bids submitted after this date will not be open by the open committee and will not therefore be considered as admissible for evaluation.

Question 06 (30 January 2017):

Dear Sir or Madam
Related to the open call EMSA/OP/22/2016 with submission date 6th February 17 “*Invitation to Tender for Demonstrating state-of-the-art Remotely Piloted Aircraft Systems (RPAS) service in support of the execution of Coast Guard Functions*” and due to a third party information that we consider key to share with you our best proposal for the Demonstration, we kindly ask for an extension of the deadline to submit the proposal of at least 1 week.

Answer to question 06 (published 31 January, 2017):

EMSA can unfortunately not postpone the deadline for submissions as it would suppose unfair competition for tenderers having submitted or prepared their bids in accordance with the initially published deadline in the invitation to tender.

All bidders are their invited to submit their best offer by the 6 of February 2017 at the latest in accordance with the submission conditions of the Invitation to Tender. Bids submitted after this date will not be open by the open committee and will not therefore be considered as admissible for evaluation.

Question 07 (27 January 2017):

Dear Sir or Madam,

This is to request the clarification of some administrative points regarding the open tender with invitation no. EMSA/OP/22/2016.

1. *Submission:*
 - a. *Invitation to tender states that in total one original and three copies have to be submitted (following EMSA General Guidelines) while the Tender Specs state that one original and one copy has to be submitted (section 17.1.1.4).*
2. *Area of operation:*

a. The Specifications states that the area of operation will be the Iberian coast/southern coastline of Spain, this Spain of Portugal, while the price grid (Tender Enclosure III) asks to indicate Fixed fee to cover minimum 12 flight hours of demonstration in Italy.

Answer to question 07 (published 31 January, 2017):

In response to Point 1: a) of your question:

- Given the inconsistency between the information in the two documents you refer to, EMSA will consider it acceptable to submit one original and one copy (AND electronic versions on CD, DVD, or USB key or similar added to the paper bid). However, two additional hardcopies are welcome to facilitate their evaluation.

In response to Point 2: a) of your question:

*The areas of operation will be the Iberian coast/southern coastline of Spain as per information in points 4.1.1.5 and 6.1.1.2 of the Technical Specifications.
The reference to Italy in the price grid can be considered as typing error and should read "Spain".*

Question 08 (27 January 2017):

Dear Sir/Madam,

I have a question to submit as per the below, for tender OP/22/2016:

"The platform we propose satisfies the OP/12/2016 and OP/6/2016 requirements for a VTOL aircraft and the associated CONOPS, and indeed the endurance of our aircraft was deemed an 'advantage' level of more than 4 hours, but less than 6.

Section 5.4.1.5 of the specifications indicates one flight has to be a minimum of 6 hours – does this mean 6 hours of continuous flying from one launch, or one flight window/mission executed for 6 hours which could allow for 2 launches?

The CONOPS in the present tender, OP/22/2016, are extremely similar to the previous tenders' requirements, and as such we would propose the same aircraft as it is capable of executing those operations successfully, and therefore would be able to execute the same operations successfully in this demonstration, with an endurance of more than 4 but less than 6 hours endurance."

Answer to question 08 (published 31 January, 2017):

Relevant tender specifications to procurement procedure OP/22/2016) read as follows:

- Paragraph 5.4.1.5: "At least one flight (day or night) should be longer than 6 hours".
- Paragraph 5.4.1.6: The bidder has to state its maximum flight capabilities over 24 hours.

Within the framework of this procurement procedure (OP/22/2016), a continuous 6 hour flight is therefore requested on at least one occasion. The target is not mandatory but offers submitted that do not meet the target will be evaluated lower in terms of quality with respect to those offering the requested endurance as well as a similar level of fulfilment of operational requirements.

Question 09 (31 January 2017):

Dear Sir,

We would like clarification on the following points:

Clause 6.1.1.1 The contracting authority would like to build upon RPAS solutions that are already flying with sensors able to meet the missions indicated in section 3.3

CLARIFICATION: Please note there is no clause 3.3, Please clarify.

Clause 6.1.1.2 The areas of operation will be the Iberian coast/southern coastline of Spain. Note that for tender evaluation purposes only (See section 20.3) a specific airport has been nominated.

The actual airport will be confirmed at a later date

CLARIFICATION: Please note there is no section 20.3, Please clarify if an airport has been nominated.

Answer to question 09 (published 01 February, 2017):

With respect to your clarification request regarding Clause 6.1.1.1, please note that there is typing error and the reference should be 3.2. Complementary information is available in Section 27- Annex D: "Concept of Operations for the Demonstration".

With respect to your clarification request regarding Clause 6.1.1.2, please note Section 20.3 "Price award criteria (50%)" can be found on page 33 of the Tender Enclosure – Technical Specifications. Clause 20.3.1.5 and the associated Table 5: Evaluation Scenario includes the text "assuming the location to be Rota Naval Base, Spain." The port of Rota is only indicated at this stage for purpose of evaluation and should not be considered as final choice for the demonstration.

Requests for additional information regarding this tender should be sent by e-mail to the following address **Open222016@emsa.europa.eu**. Requests for additional information received less than six 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 **6th February 2017 20H00**.

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