

CLARIFICATION No: 1

to the

TENDER DOSSIER

Publication Ref: EuropeAid/138541/IH/SUP/TR

Subject: Supply of Mobile Surveillance Units for Increasing Border Surveillance Capacity of Borders between Turkey and EU

Location - Europe (non EU) / Turkey (TR)

The following clarification is made to the Tender Dossier:

Question 1:

CONTRACT NOTICE

Art. 8 “Eligibility and rules of origin”

Art. 18 “How to obtain the tender dossier”

INSTRUCTIONS TO TENDERERS

Art. 3 “Participation”

Although, we were not directly invited to bid by the Contracting Authority, we downloaded the tender documents from the portal of European Commission about International Cooperation and Development (<https://webgate.ec.europa.eu/europeaid/>). We meet the eligibility requirements listed in the Tender documents. However we would very much appreciate if you could clarify if there are any additional requirements that we need to provide Contracting Authority to participate the Tender? (i.e. Any necessity for direct Invitation for Tender Letter by Contracting Authority).

Answer 1:

This is an open procedure and the Contracting Authority does not directly invite any potential tenderer. As stated in the Art. 18 of the Contract Notice, the tender dossier is available in the internet addresses specified. Regarding the participation, please refer to Article 18 of the Contract Notice.

Question 2:

CONTRACT NOTICE

Art. 10 “Number of tenders”

Art. 17 “Award criteria”

Please clarify if any two different tenderers can be selected for Lot 1 and Lot 2.

Answer 2:

No, the tenderers are required to apply for both lots with identical product/item (apart from the protective covering determined within the TS items 1.1.1.1 and 2.1.1.1) and the award criteria is the

lowest price for lot 1 and lot 2 combined as stated in the Article 10 as well as Article 17 of the Contract Notice.

Question 3:

INSTRUCTIONS TO TENDERERS

Art. 1.2 & 20.2

Full compliancy for all of the requirements in “ANNEX II + III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER” is required.

Any partial compliancy is not allowed.

Please confirm.

Answer 3:

As stated in the Art. 1.2 of the Instructions to Tenderers, the supplies must comply fully with the Technical Specifications. Therefore, any partial compliancy and/or variant solutions will not be taken into considerations.

Question 4:

INSTRUCTIONS TO TENDERERS

Art. 1.3

SPECIAL CONDITIONS

Article 32 “Warranty obligations”

It has understood that, tenderer will be completely responsible for periodical maintenance during warranty period and tenderer will use its own tools and spares (material) for periodical maintenance.

Additionally, there seems to be a conflict between mentioned requirements (In the “SPECIAL CONDITIONS” document, section “Article 32 and A. INSTRUCTIONS TO TENDERERS 1.3) on the left.

Please clarify if any periodical maintenance related equipment, and tools will be delivered with the first delivery? If yes, please indicate the required quantity.

Please clarify the meaning for “materials” in the requirement, is it spare parts that will be used in periodical maintenance or consumables.

Answer 4:

The term spare part materials are not included in the maintenance tools to be provided with the first delivery of vehicles. The required materials are the maintenance toolkits which will be utilised in the service of the vehicles starting from the moment of their delivery.

As stated in the Article 32.6 of the Special Conditions that during the guarantee period, all regular periodical maintenance activities (at least for each of the 6 months periods, in case the product requires more frequent periodical maintenance the contractor should provide related activities) should be given by supplier in the locations where vehicles have been delivered according to contract and all periodical

maintenance related equipment, tools and materials should be given by supplier with the first delivery of the vehicles. Moreover, in the guarantee period, if it is needed to change brake lining and timing belt of any of vehicles because of life cycle of these parts, all these changes should be done by supplier without any additional payment.

Furthermore, as it is stated in the Instructions to Tenderers 11 Content of the Tenders, the tenderer shall provide the following documentation / proposals for informative purpose during the post-warranty period; while these proposals will not be a part of this contract but will be a binding commitment of the Contractor:

- a list of the spare parts and consumables recommended by the manufacturer;
- a proposal for after-sales service (maintenance or periodical service) over 10 years;
- financial proposal for spare parts and consumables for use for 10 years (with itemised price list);
- financial proposal for after-sales services (maintenance or periodical service) for 10 years.

For further details, please refer to Article 4 Maintenance – Repairing and Logistics) of the Technical Specifications.

Question 5:**INSTRUCTIONS TO TENDERERS****4. Origin****GENERAL CONDITIONS****Art. 6 “Subcontracting”**

- *From which countries, the subcontractors can be selected?*
- *Is there any country other than Member State of the European Union and IPA beneficiary countries (Turkey, Republic of Macedonia, Albania, Bosnia-Herzegovina, Montenegro, Serbia, and Kosovo)?*
- *Is it allowed to include a subcontractor from Israel in the proposal?*
- *Can the tenderer be the subcontractor of another tenderer?*

Answer 5:

The terms regarding the eligible nationality of the participants are also applied to subcontractor as stated in the Article 3.3 of ITT.

Concerning the eligible countries please note that as stated in the Article 22 of the Contract Notice, Council Regulation (EC) No 1085/2006 of 17.7.2006 establishing an Instrument for Pre-Accession Assistance (IPA) (OJ L 210, 31.7.2006, p. 82) and Regulation (EU) No 236/2014 of the European Parliament and of the Council of 11.3.2014 laying down common rules and procedures for the implementation of the Union's instruments for financing external action; and Regulation (EU) No 231/2014 of the European Parliament and of the Council of 11.3.2014 establishing an Instrument for Pre-Accession Assistance (IPA II), OJ L 77, 15.3.2014, p. 11.

Regarding the eligibility of the Israeli entities, the requirements set in the “Guidelines on the eligibility of Israeli entities and their activities in the territories occupied by Israel since June 1967 for grants, prizes and financial instruments funded by the EU from 2014 onwards” published in the Official Journal of the European Union on 19.7.2013: http://eeas.europa.eu/archives/delegations/israel/documents/related-links/20130719_guidelines_on_eligibility_of_israeli_entities_en.pdf should be fully complied.

The subcontracting is defined in the Article 6.1 of General Conditions as entrusting the performance of a part of the contract to a third party. Correspondingly, according to the Article 6.3 of General Conditions, the subcontractors shall satisfy the eligibility criteria applicable for the award of the contract and shall not fall under the exclusion criteria described in the tender dossier.

In accordance with the Article 8 of the Tenderer’s Declaration, the tenderers shall confirm that they are not tendering for the same contract in any other form and as per the Article 23.3. of the Instructions to Tenderers, the tenderers shall declare that they have no equivalent relation in that respect with other tenderers. Correspondingly, the tenderers are kindly reminded that Ethic Clauses are clearly stated in the Article 23 of Instructions to Tenderers and particularly the tenderers are forbidden to enter into unlawful agreements with competitors whose aim or effect is to impede, restrain or distort competition.

Question 6:

INSTRUCTIONS TO TENDERERS

11. Content of tenders, Part 3: Documentation

Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER

I. General Requirements, 4) Maintenance – Repairing and Logistics

- *At Article 11 of the document Instructions to Tenderers (c4b_itt_en) the tenderers are requested to provide financial proposals for spare parts and consumables and after sales services for 10 years for informative purposes. It is underlined that this information will not be part of the contract however it will be a binding commitment of the contractor. Could you please clarify which part of this financial information will be for information which part of this financial information will be binding?*
- *List of spare parts and consumables recommended by the manufacturer and financial proposal are assumed to be requested for 10 years.*

Additionally, spare parts list of all of vehicles and electro-optical/radar systems including price information is requested in ANNEX II+III. However, this list is not included in the INSTRUCTIONS TO TENDERERS Article 11 Content of tenders.

Please clarify if this list will be submitted with the tender or not?

If yes, it is requested to declare that the supplier will supply all spare parts of the vehicles and electro-optical/radar systems for 5 years period.

Are the prices in the list requested to be valid for 5 years?

- *At Article 11 of the document Instructions to Tenderers (c4b_itt_en) the tenderers are requested to provide financial proposals for spare parts and consumables and after sales services for 10 years. Could you please inform whether it is expected to have prices with an escalation formula or an escalated firm price for each year or any other preference?*

- *Within the frame of “After Sales Proposal”, instead of fixed price for 10 years for spare parts, may we submit an initial price which shall be subjected to escalation?*

Answer 6:

As clearly stated in the Article 11 of the Instructions to Tenderers, all parts of this proposal is for informative purpose during the post-warranty period and will not be a part of this contract but will be a binding commitment of the Contractor for 10 years. The list of spare parts should be submitted with the proposal file and the list should cover 10 years period.

The supplier should supply all spare parts of the vehicles and all equipment in the whole system requested in the tender for 10 years period and the prices in the list requested should be valid for 10 years.

The method and composition of this proposal is up to the Contractor’s choice and will be provided in free-text format.

Please see the Changes № 2 to the Tender Dossier.

Question 7:

INSTRUCTIONS TO TENDERERS

Art. 12 “Taxes and other charges”

Taxes and other charges

We understand that the Contractor is fully exonerated to pay any tax in the country of destination (such as VAT, Special Consumption Tax (SCT), Motor Vehicle Tax, Special Communication Tax, and/or taxes of equivalent effect).

If the above understanding is correct, our the quotation will be Taxes excluded.

Could you please confirm that our understanding is correct?

Answer 7:

The applicable tax and customs arrangements are as described in the Art. 12 of the Instructions to Tenderers wherein it is indicated that Value Added Tax (VAT), Special Consumption Tax (SCT), Motor Vehicle Tax, Special Communication Tax, and/or taxes of equivalent effect, stamp or registration duties or any other charge having equivalent effect are to be fully exonerated.

Question 8:

INSTRUCTIONS TO TENDERERS

Art. 20.5 “Variant solutions”

ADMINISTRATIVE COMPLIANCE GRID

Item 28

Please clarify the meaning for “variant solution”

The only difference between Lot 1 and Lot 2 is Lot 1 has armoured steel monocoque type body and Lot 2 has steel monocoque type body. Is it allowed to propose completely different for Lot 1 and Lot 2.

Answer 8:

As stated in Article 20.5 of the Instructions to Tenderers, variant solutions will not be taken into consideration. All the specifications required are indicated in Annex II+III: Technical Specifications + Technical Offer for Lot 1 and Lot 2. As it is stated in the Article 10 of the Contract Notice Tenderers are required to apply for both lots with identical product/item (apart from the protective covering determined within the TS items 1.1.1.1 and 2.1.1.1).

Question 9:

INSTRUCTIONS TO TENDERERS

Art. 21 “Signature of the contract and performance guarantee”, Sec. 21.4

GENERAL CONDITIONS

Art. 22 “Amendments”, Sub Art. 22.2

Order of Additional Units

We assume that the “quantity per Lot” refers to the number of MSU’s (30 for Lot 1 and 20 for Lot 2).

Dividing the cost of a Lot in Non-Recurring Costs (for example the design of the prototype) and Recurring Cost (for example the unit cost multiplied for the quantity), we understand that the Recurring Cost is required to be not higher than 25% of the total cost of each Lot.

Can we provide an offer for each Lot in which the unit cost of each MSU is such that the unit cost multiplied for the quantities exceeds the 25% of the cost of the Lot?

Answer 9:

As it is indicated in the Article 21.4 of the Instructions to Tenderers, the Contracting Authority reserves the right to vary quantities specified in the tender by +/- 100% at the time of contracting and during the validity of the contract. The total value of the supplies may not, as a result of the variation rise or fall by more than 25 % of the original financial offer in the tender and in the case of a variation, **the unit prices** quoted in the tender are to be used

Question 10:

SPECIAL CONDITIONS

Art. 19.1

GENERAL CONDITIONS

Article 32 - Warranty obligations, 32.7

- *Please clarify the differences between warranty and commercial warranty?*
- *Please clarify the warranty period after provisional acceptance. Is it 1 year, 2 year or 3 year?*

- *At Article 32.6 of the document Special Conditions (c4d_specialconditions_en_Lot_2) which regulates Warranty Obligations, it is mentioned that the commercial warranty shall remain valid for 3 (three) years after provisional acceptance. However at article 32.7 of the same document says that the validity period of warranty obligations shall be 1 (one) year from provisional acceptance. We will very much appreciate if you will share with us the validity period for warranty obligations? If there is no any discrepancy between these two provisions and if different validity periods may be applied for different warranty conditions, could you please specify the difference between those two warranty conditions?*
- *We understand that the Warranty starts at the Provisional Acceptance achievement.*

In General Conditions document, Art. 32.7, it is specified 365 days for the Warranty, unless otherwise required in the Special Conditions documents.

Also in the Supply of Contract Notice document, it is specified 1 year for the Warranty.

In the Special Conditions documents, Art. 32.6, it is required 3 years for the Warranty.

In the Draft Contract documents, it is defined the order of precedence of the bid documentation (Special Conditions before than General Conditions).

Therefore we understand that 3 years of Warranty are required. Is it correct?

In addition, we understand that, provided that all contractual duties are fulfilled within the Warranty period, the Final Acceptance is achieved after 3 years, at the expiration of the Warranty. Is it correct?

If all above is correct, could you please clarify art. 32.7 of the Special Conditions Documents ?

Answer 10:

There are two types of guarantees requested. The first one is the Contractor's Warranty that the supplies are new, unused, without defects, of the most recent models and incorporate all recent improvements in design and materials. This warranty must remain valid for a 1 year after provisional acceptance. Please refer to Article 19.1 of Special Conditions and Article 32 of the General Conditions.

The other one is Commercial Warranty (the warranty the manufacturer provides for a defined period) that the supply will be free from structural defects due to substandard material or workmanship, under conditions of normal commercial use and service. The Commercial warranty should not be confused with - and might go beyond - the warranty period of the contract. This warranty must remain valid for 3 years period after provisional acceptance. Please refer to Article 32.6 of Special Conditions.

Question 11:

SPECIAL CONDITIONS

ART. 19.1

- *Based on Special Conditions Documents, we understand that the Provisional Acceptance is achieved at the completion of the Implementation, i.e. after 540 calendar days from the project start. Is it correct?*

- *The Implementation includes the delivery of the MSU's of both Lot 1 and Lot 2 at the final destination site, the Inspection & Testing of the MSU's, and the period of 45 days of the Other Requirements. Is it correct?*

Other Requirements Phase

- *Based on Art. 19 of the Special Conditions Documents, we understand that the Other Requirements Phase (45 calendar days) is mainly devoted to the provision of the training. Is it correct?*
- *In case the overall delivery can be divided in Sub-Lots, can we propose to provide the training in the first Sub-Lot ?*

Answer 11:

As clearly stated in Article 13 and 19 of the Special Conditions total duration of the implementation is 540 calendar days for both lots after the signature date of the contract by both parties. 465 days of this period is allocated for the realisations of activities (supply and delivery) and 30 calendar days allocated for the inspection and testing and 45 days for other requirements including the realisation of training events and the notification on the supplies are ready for the provisional acceptance. Provisional acceptance period starts subsequently. Please refer to Article 31 of the General Conditions. The relative training costs shall be allocated per lot.

Question 12:

SPECIAL CONDITIONS

ARTICLE 25 “INSPECTION AND TESTING”

Delivery in Sub-Lots

Assuming to divide the overall Implementation of each Lot in the production of the Prototype MSU and Serial production and delivery of the remaining MSU's, can we propose to divide the Serial Production and delivery of the remaining MSU's in Sub-Lots?

If yes, can we propose that each Sub-Lot is composed by the same phases, i.e., Production, Delivery, Inspection & Testing and achievement of Partial Provisional Acceptance?

If yes, can we propose that the Warranty of each Sub-Lot starts at the related Partial Provisional Acceptance for the required duration (based on Question 10 above, 3 years)? Please, note that in this case, the MSU does will have a Warranty that expires at different time Sub-Lot per Sub-Lot.

In case we can propose Sub-Lots as above, can we propose a payment at the achievement of the Sub-Lot Partial Provisional Acceptance? Can the amount of payment be the 60% of the value of the Sub-Lot?

Please note that the possibility to deliver the MSU's in Sub-Lots gives the advantage to the End User to start the Border Control operations before the actual end of the project.

Answer 12:

As stated in the Article 7.2 of the Instructions to Tenderers, each lot will form a separate contract and **the quantities indicated for different lots will be indivisible**. The tenderer must offer the whole of the quantity or quantities indicated for each lot. Under no circumstances must tenders be considered for part of the quantities required. Since the tender will be awarded in two contracts per lot, the

delivery of vehicles, the relevant warranty conditions and the payments will be issued individually per contract regardless of the implementation of the other. Regarding the provisional acceptance of the supplies, please refer to Article 31 of the General Conditions.

Question 13:

SPECIAL CONDITIONS

ARTICLE 29 DELIVERY

Delivery of vehicles at regions/locations

Based on the Special Conditions Documents and Draft Contract Documents, we understand that the Contractor has to deliver the MSU's at a delivery site in the Western Border of Turkey for the Inspection & Testing and the achievement of the Provisional Acceptance.

In Annex V: Training Proposal Form, at paragraph 1 is written "trainings should be given in three different regions/locations (The addresses will be given by the beneficiary after contract has been signed.) as soon as the vehicles have been delivered to the related region by the contractor."

Please could you clarify the above sentence about the part "the vehicles have been delivered to the related region by the contractor?"

Answer 13:

As stated in the Article 1.1 of the Instructions to Tenderers, the vehicles shall be delivered to the delivery site in the western border of Turkey by the Contractor and as per the Article 25.2 of the Special Conditions, the inspection and testing for the provisional acceptance will take place at the locations where the supplies are delivered. In line with the Article 2 Training in the General Requirements of the Annex II+III: Technical Specifications + Technical Offer, the training events shall be occurred in three different regions/locations wherein the vehicles have been delivered. The addresses will be given by the Beneficiary after contract has been signed.

Question 14:

GENERAL CONDITIONS

Art. 29 "Delivery"

- *We assume that the transfer of property of each MSU will occur at the Provisional Acceptance. At this event, the final user will start the exploitation of the MSU's. The Final Acceptance will occur at the Warranty expiration. Please, could you clarify the sentence "The supplies shall be at the risk of the Contractor until their Final Acceptance".*
- *Is the final destination mentioned in the article the delivery site in the Western border of Turkey?*
- *Please, could you clarify what you intend for "possible absence of heavy handling facilities at all points in transit."*

Answer 14:

Following the provisional acceptance, the property will be at the Beneficiary's dispensing. However, the quoted statement refers to the fact that as is stated in the Article 34 of the General Conditions that Final Acceptance will only be issued upon expiry of the Contractor's Warranty period, or where there

is more than one such period, upon expiry of the latest period, and when all defects or damage have been rectified.

The final destination mentioned in the article refers to the delivery site in the western border regions of Turkey as stated in the Article 1.1 of the Instructions to Tenderers.

As it is indicated in the Article 1.1 of the Instructions to Tenderers, the subject of this contract is supply, delivery, installation, putting into operation, inspection, testing, training and warranty services by the Contractor of the Mobile Surveillance Units in 2 lots to the places at the western border regions of Turkey where supplies are to be delivered **DDP (Delivered Duty Paid)**. Thus, the Contractor will be responsible for transferring and handling of Mobile Surveillance Units taking the possibility of absence of heavy handling facilities at all points in transit as per the Article 29 of General Conditions.

Question 15:**GENERAL CONDITIONS****Art. 34 “Final acceptance”**

Please clarify the meaning for “Upon expiry of the warranty period” and final acceptance date for this Project?

How many years are there between the provisional acceptance and final acceptance? Is it 1 year, 2 year or 3 years?

Answer 15:

For the contract, provisional acceptance will be realised after the implementation period covering all activities stated in the Article 13 of Special Conditions. Warranty period is started with the issuance of the Provisional Acceptance Certificate by the Contracting Authority in line with Article 31 of the Special Conditions and be expired following one year on normal contract conditions. Please refer to Article 32 of General Conditions for details. As stated in the Article 32 of Special Conditions, only after the expiry of the warranty period, the final acceptance will be realised in line with the Article 34 of General Conditions. Please also refer to Answer 10.

Question 16:**Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER****I. General Requirements, 1) General provisions**

Republic of Turkey Ministry of National Defence granted our firm the right to manufacture TTZA’s and the vehicle we are willing to present was also exhibited in an international exhibition for high-tech, strategic and advanced technologies in 2016. It is requested to clarify the compliance of the vehicle mentioned above to the statement of “The same vehicle class should be in the market for at least one year.” placed in “1) General Provisions” item of the “ANNEX II + III: Technical Specifications + Technical Offer”.

Answer 16:

As indicated in the General Provisions in the Annex II+III: Technical Specifications + Technical Offer, the offered vehicle class should be in the market for at least one year. No prior assessment can be provided regarding the compliancy of the product at this point.

Question 17:**Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER****I. General Requirements, 1) General provisions**

- *What is the Peace Time Mission Profile (hours/kilometres) for vehicle, electro-optical sensor suite and radar unit?*

This will affect the warranty in the proposal.

- *How many kilometres and hours are the normal/expected annual usage forecast (in average) for the vehicle?*

Answer 17:

Peace Time Mission Profile is 16 Hours a day and 365 days a year for all equipment including the vehicle.

Please see the Changes № 2 to the Tender Dossier

Question 18:**Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER****I. General Requirements, 2) Training**

- *Regarding the training course, could we assume that the training course will be taught in English language?*
- *Will the premises where the trainings will be performed within the frame of the program, be provided by the User?*
- *Will the accommodation and transportation costs of the trainees be borne by the User?*

Answer 18:

As stated in the Article 2 “Training” in the Annex II+III: Technical Specifications + Technical Offer, all training documents and instruction materials shall be in Turkish. The training courses should be provided in Turkish language or via simultaneous interpretation to Turkish, if necessary.

Since the training premises will be provided by the Beneficiary, the costs concerning the accommodation and transportation of the trainees are to be borne by the Beneficiary. All other costs related to the training including the accommodation and transportation of the trainers and their equipment will be borne by the Contractor.

Please see the Changes № 2 to the Tender Dossier

Question 19:**Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER****I. General Requirements, 4) Maintenance – Repairing and Logistics**

The content in the article 4.2 will affect the scope of the proposal and price. It is not clear that the tenderer will include the items requested in article 4.2 or not.

Please clarify if the items requested in article 4.2 will be included in the proposal or not?

Answer 19:

The items requested in Article 4.2 should be included in the proposal allowing for the cases that the maintenance, repairing and logistics activities are provided in-house.

Question 20:**Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER****I. General Requirements, 4) Maintenance – Repairing and Logistics**

- *Regarding the manuals, could we assume that all the manuals will be provided in English language?*
- *One user manual, one user level repair/maintenance manual and one spare parts catalogue will be submitted per vehicle at the delivery of the vehicle. Would you please confirm that there is no any additional documentation submittal requirement within the frame of the delivery of the vehicles?*

Answer 20:

All manuals should be given in both Turkish and English language.

All documents (in addition to requested manuals) presented in the market with the vehicle should be given by Contractor.

Please see the Changes № 2 to the Tender Dossier

Question 21:**Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER****I. General Requirements, 5 Visibility**

Please, clarify if vehicles have to include the logo, too.

Answer 21:

Yes, the vehicles have to include the logo in line with the visibility rules.

Question 22:**Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER****II. Technical Specifications, TS Items 1 1 and 2.1**

The tires used at these type of vehicles are not allowed to be used at 120 km/hour speed. Hence it is recommended to change 120 to 110 km/hour.

Answer 22:

Since the requirement is not related to the vehicles specifications rather the tyres, the specification remained unchanged. Thus, maximum speed of the vehicle should be minimum: 120 km/hour.

Question 23:**Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER****II. Technical Specifications, TS Item 2.1.1.1**

- *Please provide information about ballistics protection of all glazing, it is understood as minimum EN 1063 BR7, please clarify.*
- *... the technical specification shows the need for a very heavy vehicle, with STANAG 4 armoured equipment, and this requirement suggest to our mind the following question:*
 - *Is this requirement mandatory or flexible?*

As the name of the tender seems to relate to the border between Turkey and EU, for this part of the Turkish border, heavy armoured vehicles seems clearly an overkill solution.

Should this requirement be mandatory, the biggest part of the budget will be devoted to the vehicle, leaving a very short share for the surveillance equipment, in other term, this tender is in our opinion clearly devoted to the vehicle manufacturing companies. We trust our solution could be a competitive one if a lighter vehicle solution, with a STANAG 1 armoured protection is acceptable.

Answer 23:

- Regarding the ballistics protection of all glazing, minimum EN 1063 BR7 for crew and engine compartment is required.
- Since the Lot 2 is the supply of Mobile Surveillance Units with armour protection, the requirement for a higher level of protective covering is mandatory as it is specified in the TS Item 2.1.1.1.

Question 24:**Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER****II. Technical Specifications, TS Items 1.1.1.6 and 2.1.1.6**

Armoured monocoque hull bottom part of our vehicle is designed with a full "V" shape in order to provide a high level mine protection. Because of this design criterion, the minimum height of the

vehicle can be at least 2620 mm. However, the maximum vehicle height limited in the tender document (Item 2.1.1.6, 'c4f_annexiitechspeciitechoffer_en') as 2500 mm does not permit the application of the full "V" shaped base. Within this 2500 mm limitation, semi "V" base can be designed and this will reduce the protection against mine threat. In order to keep the existing mine protection of our vehicle and to take part in the tender, we kindly request you to evaluate changing the maximum height of the vehicle from 2500 mm to 2650 mm.

Answer 24:

Since it is clearly stated in the TS Items, "the height of the electro-optical sensor suite on the retracted mast maximum 2.8 metres from the ground" and "the height of the radar unit on the retracted mast maximum 2.8 meters from the ground", the requirement is excluded from the Technical Specifications.

Please see the Changes № 2 to the Tender Dossier

Question 25:

Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER

II. Technical Specifications, TS Items 1.1.1.12 and 2.1.1.12

For front and rear visions, thermal camera and day camera with fusion capability is required.

Please confirm.

Answer 25:

Yes, as specified in the TS Items 1.6.19 and 2.6.19, for Thermal and Daylight Camera (included in the electro-optical suite), Capability to be combined by applying real-time image registration and image fusion techniques is required.

Question 26:

Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER

II. Technical Specifications, TS Items 2.1.1.13

Airbag is not integrated to mine-protected military vehicles due to the impact. In case of a mine explosion. In general airbag is used in ready commercial chassis vehicles, but the mine protection lend of such vehicles is not applicable for requested level (Stanag 4569 Level 4a/2b). Hence, it is proposed to remove this requirement,

Answer 26:

The requirement is revised.

Please see the Changes № 2 to the Tender Dossier

Question 27:

Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER

II. Technical Specifications, TS Items 1.1.1.16 and 2.1.1.16

It is understood from the first sentence, provision for lace mask type NBC filtration kit integration is required.

Please clarify if only provision of NBC filtration system is required.

Answer 27:

Vehicle shall be suitable for NBC filtration kit integration.

As specified in the TS Items 1.1.1.16 and 2.1.1.16, only the provision of NBC filtration system is required.

Question 28:

Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER

II. Technical Specifications, TS Items 1.1.1.19 and 2.1.1.19

Please provide further information about “automatic fire extinguishing system for outside of the vehicle.” It is understood as vehicle body (including roof) and wheels, please clarify.

Automatic Fire Extinguishing System works with optical sensor system, which is affected from the environmental conditions easily.

Hence, it is proposed to remove “automatic” term for fire extinguishing system for outside of the vehicle.

Answer 28:

Automatic fire extinguishing system for outside of the vehicle means vehicle body (including roof) and wheels.

As it is specified in the TS Items 1.1.1.19 and 2.1.1.19 the Fire Extinguishing System for in and outside of the vehicle shall be automatic and also capable of manual operation.

Question 29:

Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER

II. Technical Specifications, TS Items 1.1.1.25.3 and 2.1.1.25.3

In general, EBD and ESC systems are used in ready commercial chassis, high-speed passenger cars, buses and trailers, which have stability problem. These systems are not used in military vehicle class duets the high speeds are not reached and the stability is not problematic because of vehicle widths. In addition, EBD and ESC systems have to be deactivated using of differential and transfer locks on military vehicles. On the other hand, these systems are manufactured for commercial use and IP protection levels are not suitable for military vehicles. Therefore, it is proposed to change the requirement, as “Vehicle should have ABS (anti-lock braking system).

Answer 29:

The requirement is revised.

Please see the Changes № 2 to the Tender Dossier

Question 30:**Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER****II. Technical Specifications, TS Items 1.1.1.26.3 and 2.1.1.26.3**

Air condition system capacity for a military vehicle is much more than a commercial passenger car. Hence, engine has to run while air condition is in use. It is understood that air condition is not requested to run while the engine is of please clarify.

Answer 30:

Air condition is not requested to run while the engine is off.

Question 31:**Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER****II. Technical Specifications, TS Items 1.1.1.29 and 2.1.1.29**

- *Please provide further information about “360° external lighting (powerful than headlight).” It is understood as projector, please clarify.*
- *Please provide further information about “Light Flashers for being seen in night conditions from aerial units”. Is it required to be seen in night conditions only?*

Answer 31:

- Projectors or similar equipment can be proposed as 360° external lighting.
- As stated in the TS Items 1.1.1.29 and 2.1.1.29, the light flashers are just required to be seen by the aerial units in night conditions.

Question 32:**Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER****II. Technical Specifications, TS Items 1.1.2.1.1 and 2.1.2.1.1**

It is understood “Both software and hardware video switching systems (between computers and monitors) shall be added so that operator can select different monitors for different purposes”.

Please clarify.

Answer 32:

Software video switching system is required.

Front passenger can select operators’ monitor screens to view them on his own monitor. For tactical use the E/O operator will control the electro-optical sensor unit, view the video and the map on his own monitor and the radar operator will control the radar unit from his own monitor.

Please see the Changes № 2 to the Tender Dossier.

Question 33:**Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER****II. Technical Specifications, TS Items 1.1.2.4.6 and 2.1.2.4.6**

Please, provide more details (i.e. resolution, compression, etc...).

Answer 33:

As stated in the TS Items 1.1.2.4.6 and 2.1.2.4.6, a recording capability of 12 hours of video, 1000 picture in highest resolution is required. The resolution shall be at least 2400p x 3200p (pixels) for image and 1920p x 1080p (pixels) (Full HD) for video. The Contractor is free to choose and propose compression techniques. All compression related application licences should be given by contractor.

Please see the Changes № 2 to the Tender Dossier.

Question 34:**Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER****II. Technical Specifications, TS Items 1.1.2.2.3 and 2.1.2.2.3**

23'' display size for the front passenger is so large that will obstruct the driver's angle of view of the road. It is proposed to change the display size of the front passenger between 9''- 16''.

Answer 34:

Display size of the front passenger should be 15'' (fifteen inches).

Please see the Changes № 2 to the Tender Dossier

Question 35:**Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER****II. Technical Specifications, TS Item 2.1.2.3**

It is understood that totally 132 Radio Systems (radio, antennas, mounting equipment, cabling etc) will be provided by the contractor. Please confirm.

Answer 35:

Yes, along with the provisions for 30 vehicles under Lot 1 and 20 vehicles under Lot 2, 82 additional radio systems (totally 132) are to be provided by the Contractor.

Question 36:**Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER****II. Technical Specifications, TS Items 1.1.2.3.13 and 2.1.2.3.13**

- Please, clarify if the 50W Radio Power amplifiers have to be included in the offer.

- Please clarify if the 50W Radio Power amplifiers have to be included in the offer also for additional 82 radios.

Answer 36:

- Yes, the 50W Radio Power amplifiers for all radios have to be included in the offer.

Please see the Changes № 2 to the Tender Dossier

Question 37:

Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER

II. Technical Specifications, TS Items 1.2.1.2 & 1.4.1.1.2 and 2.2.1.2 & 1.4.1.1.2

Please clarify lifting mechanism unit onto vehicle.

Answer 37:

The requirement is revised.

Please see the Changes № 2 to the Tender Dossier

Question 38:

Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER

II. Technical Specifications, TS Items 1.2.6.3 and 2.2.6.3

It is not understood what in meant “by system application”. Please clarify.”

Answer 38:

The requirement is revised.

Please see the Changes № 2 to the Tender Dossier

Question 39:

Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER

II. Technical Specifications, TS Items 1.4.1 and 1.4.2

- *required times of mast elevation and retraction for the E/O system installation: with the E/O system and without;*
- *required times of mast elevation and retraction for the radar sensor installation: with the radar sensor and without.*
- *Please, clarify if twist and deflection requirements for both E/O and radar mast systems can be compensated with a cable-stayed stabilizer on the vehicle.*
- *Could you please specify what is the maximum wind load for the E/O mast system?*

- *Could you please specify what is the maximum wind load for the radar mast system?*
- *For both telescopic masts (i.e. for radar and E/O), please, clarify if a spiral cable or chain cable is required for both signals and power supply cables.*
- *Please, specify if the twist and deflection requirements, for both surveillance sensors (i.e. radar and E/O sensors) refer only to the maximum masts height.*
- *For masts erection, please, specify if it is required a remote control (from the engine and / or cab).*

Could we assume that the E/O and radar sensors are in operational mode only when the relative masts reach to the maximum height?

Answer 39:

- With and without E/O system, required times of mast elevation and retraction are maximum 120 second
- With and without radar sensor, required times of mast elevation and retraction are maximum 120 second
- Twist and deflection requirements for both E/O and radar mast systems cannot be compensated with a cable-stayed stabilizer.
- Wind loads depend on the E/O System and Radar which can be proposed by contractor. Contractor should calculate needed mast specifications depending on their products which will be offered.
- For both telescopic masts (i.e. for radar and E/O), contractor is free to propose their solution including spiral cable or chain cable etc. for both signals and power supply cables.
- For both surveillance sensors (Radar and E/O) twist and deflection requirements refer only to the maximum masts height.
- Remote control is not required for mast erection but operator computers should be able to control the mast.
- E/O and Radar sensors should be in operational in every interval between minimum and maximum height of the mast unit.

Please see the Changes № 2 to the Tender Dossier

Question 40:

Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER

II. Technical Specifications, TS Items 1.4.1, 1.4.2, 2.4.1 and 2.4.2

- Please, specify the vehicle inclination when the vehicle is moving and the mast has to be retracted.
- Please, specify the vehicle inclination when the vehicle is stationary.
- Please, specify the relative vibration MIL standard.
- Please specify the technical information/specification of “vibration proof”?

Answer 40:

- Vehicle inclinations are the vehicle limits (TS Item 1.1) while the vehicle moving.
- Vehicle inclinations are the vehicle limits (TS Item 1.1) while the vehicle is stationary.
- The thermal suite and radar unit shall be resistant to vibration and must conform to MIL STD 810F Method 514.6, Procedure I, Category 4 or equivalent.
- While operating, the maximum allowed vibration should not affect requested maximum performance of the thermal suite and radar negatively

Please see the Changes № 2 to the Tender Dossier

Question 41:

Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER

II. Technical Specifications, TS Items 1.4.1.1.4 and 2.4.1.1.4

It is understood that the distance from the highest point of the electro-optical sensor suite or radar (on the retracted mast) to the ground is required to be 2.8 meter.

Please clarify.

Answer 41:

As it is clearly stated in the TS Items, “*the height of the electro-optical sensor suite on the retracted mast maximum 2.8 metres from the ground*” and “*The height of the radar unit on the retracted mast maximum 2.8 meters from the ground*”.

Question 42:

Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER

II. Technical Specifications, TS Items 1.4.1.1.7 and 2.4.1.1.7

Please, specify the required “wind condition” for the Electro-Optical (E/O) mast twist requirement.

Answer 42:

Twist: under 80 Km/hour wind condition, maximum +/- 0,30° while extended, documented with CoC (Certificate of Conformity) by supplier.

Please see the Changes № 2 to the Tender Dossier

Question 43:

Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER

II. Technical Specifications, TS Items 1.4.1.1.8 and 1.4.2.1.7 & 2.4.1.1.8 and 2.4.2.1.7

- *Is it possible to use mast does not have a circular section which can fit a section between 180mm - 280mm circle?*

- *For the mast system there is “Tube base section diameter should be between 180 mm - 250 mm.” specification. In case of a usage of a mast with a square profile, could you please confirm that the diagonal length of the square shall be within the range of 180 mm - 250 mm?*

Answer 43:

Yes, it is possible to use a mast which does not have a circular section as long as all the other conditions under 1.4.1.1, 1.4.2.1, 2.4.1.1 and 2.4.2.1 also have been satisfied.

In case of a usage of a mast with a square profile, the diagonal length of the square shall be within the range of 200 - 300 mm

Please see Changes № 2 to the Tender Dossier.

Question 44:

Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER

II. Technical Specifications, TS Items 1.4.1.3.1 and 2.4.1.3.1

Please provide further information about stand-alone use of Electro Optical Sensor system and radar. Are these systems will be used stand-alone at the same time? If yes, by the same operator or different operators?

Answer 44:

Stand-alone use means out of the vehicle use.

In case of the needs for stand-alone use out of the vehicle, Electro Optical Sensor suite and pan-tilt unit and Radar unit should be dismountable. All related equipment and system components should be capable to be dismounted on the vehicle and mounted again for out of vehicle usage.

These systems should be used stand-alone both at the same time and separately by the same or different operators depending on the operational conditions.

For stand-alone using, related external data and power cables length should be minimum 50 meters for both Electro-optical system and Radar unit.

Please see Changes № 2 to the Tender Dossier.

Question 45:

Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER

II. Technical Specifications, TS Items 1.4.2.2.1 and 2.4.2.2.1

Could we assume that the mentioned “rooms” are the same of the “n°50 centres”?

Answer 45:

Yes, they are the same as the 50 border post command control centres.

Question 46:**Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER****II. Technical Specifications, TS Items 1.4.2.1.6 and 2.4.2.1.6**

Please, specify the required “wind condition” for the radar mast twist requirement.

Answer 46:

Twist: under 80 Km/hour wind condition, maximum +/- 0,30° while extended, documented with CoC (Certificate of Conformity) by supplier.

Please see the Changes № 2 to the Tender Dossier

Question 47:**Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER****II. Technical Specifications, TS Items 1.6.5 and 2.6.5**

We understand that target tracking capability to manage pan/tilt functions is also required. Please confirm.

Answer 47:

Yes, target tracking capability to manage pan/tilt functions is also required.

Please see the Changes № 2 to the Tender Dossier.

Question 48:**Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER****II. Technical Specifications, TS Items 1.6.6 and 2.6.6**

Automatic detection system should be able to reduce false alarms? Shall this feature be presented as a user interface?

Answer 48:

Automatic detection system should be able to be optimized for false alarms by user in user applications.

Please see the Changes № 2 to the Tender Dossier.

Question 49:**Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER****II. Technical Specifications, TS Items 1.6.18 and 2.6.18**

In TS Items 1.6.18 and 2.6.18 requests the electro-optical sensor system to automatically turn to the target tracked by radar. As a radar can detect and track multi objects and can give many details about the objects end users may prefer camera system automatically turn to the object that has:

- *biggest RCS(Radar Cross Section*
- *biggest size*
- *highest speed*
- *nearest distance*
- *turn each object for ten seconds to next switch to the next object (example scenario)*
- *highest speed with distance more than a threshold, nearest distance with a distance lower than given threshold*

Is there any predefined rule for automatically turning or a FIFO (first in first out) rule should be applied? Or should turning criteria/parameters could be selectable from the configuration in command control software?

Answer 49:

Turning criteria/parameters should be selectable from the configuration in command control software as declared in the related items. Predefined rules also should be configurable by operator in command control software.

Please see the Changes № 2 to the Tender Dossier:

Question 50:

Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER

II. Technical Specifications, TS Items 1.6.19 and 2.6.19

Do we need to include both real-time plus off-line techniques or answers will be valid if they include the capacity of only real-time or only off-line techniques?

Answer 50:

Both real-time plus off-line techniques should be included.

Question 51:

Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER

II. Technical Specifications, TS Items 1.6.20 and 2.6.20

It is understood that the vehicle training system is requested and GPS data will be transmitted to the command centre by vehicle's radio.

- *Please confirm that contractor will not take any responsibility at command-control centre for both software and hardware.*
- *Please, clarify if n°50 centres (i.e. HW COTS and communication devices) have to be included in the scope of supply.*

Answer 51:

GPS data should be followed by both vehicle itself and command control centre.

As it is clearly declared in the item that: *All vehicle locations should be seen in command and control centres, related software and hardware should be installed in each of vehicles and in each of command-control centres (in about 50 centres); the Contractor is responsible to install related*

hardware and software for GPS tracking systems in minimum 50 command control centres and vehicles.

Question 52:

Annex II+III: TECHNICAL SPECIFICATIONS + TECHNICAL OFFER

II. Technical Specifications, TS Items 1.6.21 and 2.6.21

- *This vehicle does not have any weapon system; it is thought that USB bind security hardware is not a need for this type of vehicle.
Hence, it is proposed to remove this requirement.*
- *Could you please confirm that “Data Security and Authorization System” is valid only for “Electro Optic Suit” and “Ground Surveillance Radar” and there is not any Data Security Authorization specification for other systems including “Gun Fire Detection System”*

Answer 52:

The specifications are requested for data security and user authentication. The specifications remained unchanged.

As it is clearly stated in the technical specifications that “**All communications among users (operators), electro-optical systems, cameras, radar units** should be at minimum 3 layer security level: like application layer tunnelling, perfect forward secrecy and server security control.” Other systems which not produce data to be secured and which does not oblige specific operator authorization/authentication does not naturally not require “Data Security and Authorization System”.

Question 53:

ADMINISTRATIVE COMPLIANCE GRID

Please clarify what is meant by “Other administrative requirements of the tender dossier?”

Answer 53:

Other administrative requirements of the tender dossier refers to any requirements identified in the Instructions to Tenderers document other than the ones specifically listed in the grid.