



International Organization for Migration (IOM)
The UN Migration Agency

IFB No.: IOMSKP 026/21

- Q. In art. 3.1.3. from the Technical Requirements Document is stated: "Date of manufacturing of the vehicle should be not older than 6 months from delivery date". At the same time in art. 1.2. from Section I. Instruction to Bidders from the BIDDING DOCUMENTS is stated: "The successful Bidder is expected to complete the delivery by the Intended Completion Date which is by 28th of March 2021."

Taking into consideration the deadline for submission of tenders that is 11th of August 2021 and if assume the tender is awarded in September, the awarded bidder will have 6 months for delivery of the goods subject of the contract, but in order to be able to integrate, assemble and test all the needed equipment in the vehicle, the prospective Contractor shall have the vehicle at latest on the third month after the contract signature, this on the other hand will make it impossible to be met the requirement the vehicle not to be older than 6 months from delivery date.

Please consider the possibility this requirement to be changed as follows: "date of manufacturing of the vehicle should not be older than 12 months from delivery date".

- A. Yes, this request is acceptable to extend the date of manufacturing of the vehicle from 6 to 12 months.

- Q. In art. 3.4.4. from the Technical Requirements Document is stated: "Engine swept capacity not less than 2000 cm³."

Please advise whether the Contracting Authority will accept a vehicle with Engine swept capacity of 1996 cm³, provided that most of the vehicles available on the market have Engine swept capacity of 1996 cm³ or 1998 cm³ and not exactly 2000 cm³.

Indeed, the difference between the 1996 cm³ and 2000 cm³ engine swept capacity is 0,2% which is within the permissible tolerance.

- A. This is not accepted.

- Q. In the Invitations for Bids IFB No.: IOMSKP 026/21 is specified "Bids shall be valid for a period of ninety calendar days (90cd) after the deadline for submission of Bids and must be accompanied by **Bid security equivalent to not less than 2% (two percent) of the Bidders Total Bid price** in the form of bank guarantee or letter of credit from a reputable commercial banking institution and shall be delivered to the BEAC at Oslo 6, 1000 Skopje by 11th of August 2021 until 15:00 hours local time."

Please confirm that it is not obligatory the bank guarantee to be exactly equal to 2% (two percent) of the Bidders Total Bid price and that the Contracting Authority **will accept bank guarantees at a value higher than 2% (two percent) of the Bidders total Bid price,** taking into consideration the fact that

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the bid price is prepared at the last stage of tender documentation preparation and in case the potential bidder waits till its price is calculated, the time needed for issuing of bid security might not be enough.

A. We confirm that BEAC (IOM) will accept bank guarantees at a value equal or higher than 2% (two percent) of the Bidders total Bid price.

Q. In art. 7.7.1 from the Technical Requirements Document is stated: "Technical Offer shall include a certificate (report) and the results of successful laboratory verification of the offered type of the thermovision camera in so far as the requirements of points 4.1.3 e) of this Technical Specifications. The certificate shall be issued by a laboratory accredited for tests required by an accrediting authority of any of the countries."

Please confirm that the certificate (report) required as per art. 7.7.1. above shall be issued by an independent, internationally recognized and accredited laboratory.

A. Yes, we confirm this.

Q. In art. 2.1.3.a) from the Technical Requirements Document is stated: "- Two operator's consoles"

Please confirm that the control of all the functions of sensors included in the EO head will be done from the two operator's consoles through using of one PC class computer, provided that the two operators cannot control the EO head simultaneously. The control and management of the sensors included in the EO head can be done independently from the one or the other operator.

A. Yes, we confirm this.

Q. In art. 3.7.3 from the Technical Requirements Document is stated: "The antilock braking system and traction control system shall be switchable from the driving seat."

Please be advised that the antilock braking system cannot be switched off either from the driving seat or through the software. This is a functionality that is considered to be part of the safety systems of the contemporary vehicles and switching off of the latter is forbidden on behalf of the vehicle's manufacturers. Based on the above mentioned we would like to ask you to consider the possibility this requirement to be waived.

A. The technical specification is clear, this will not be waived.

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Q. Based on the marketing research that we have made with regard to the requirements to the Terrain Cartography formulated in art. 5.2. from the Technical Requirements Document, we can definitely state that a terrain cartography that can meet the currently stated requirements will cost at about 250 000 Eur. Taking into consideration the fact that terrain cartography of that type will be needed only in case the MSS is going to be used for surveillance of the external border of the EU, which is not the case for this current tender procedure, we would like to ask you to consider the possibility the requirements to the terrain cartography to be changed as follows:

„5.2. Terrain Cartography

5.2.1 The electronic unit shall enable to calibrate and add new scanned maps

5.2.2 On both monitors (together and separately) the electronic unit shall provide a terrain display by means of maps which shows at least:

a) Own position of the vehicle (from GPS)

b) Position detected target (from LRF)

c) Actual angle of FOV of the active camera (thermovision or daylight) and direction of observation

d) Actual area of observation of the radar and direction of scanning

5.2.3 The electronic unit shall be equipped with the digital terrain model (vector, georeferenced raster or satellite and aerial photo images)

5.2.4 The electronic unit shall have a separate the digital terrain model for R. North Macedonia 1:25000 for the territory of R. North Macedonia including the strip of 15 km wide along the neighbouring countries.

5.2.5 For the proposal of the vector mode, the vectorization shall be carried out by materials with precision not less than 1:25000

5.2.6 For the proposal of raster and other models the pixel size shall be better than 2m

5.2.7 The digital terrain model shall consist of following layers:

a) Hydrography

b) Relief – horizontal

c) Road system

d) Buildings and facilities

e) Plantation

f) Labels – residential areas, territories, rivers, etc.

g) Locations and state border line

5.2.8 All layers shall have details corresponding to a scale of 1:25000 for R. North Macedonia. The digital terrain model of selected country should be chosen and loaded by operator; for the proposal of the vector mode, the vectorization shall be carried out by materials with precision not less than 1:25000 for the territory of R. North Macedonia including the strip of 15 km wide along the neighbouring countries.

5.2.9 The digital terrain model shall be provided by the Contractor with license for update for at least 5 years after the delivery.”

A. The request was considered and the following information is provided. Requirements for 5.2 Terrain cartography have been amended as below:

5.2.1 The electronic unit shall enable to calibrate and add new scanned maps

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5.2.2 On both monitors (together and separately) the electronic unit shall provide a terrain display by means of maps which shows at least:

- a) Own position of the vehicle (from GPS)
- b) Position detected target (from LRF)
- c) Actual angle of FOV of the active camera (thermovision or daylight) and direction of observation
- d) Actual area of observation of the radar and direction of scanning

5.2.3 The electronic unit shall be equipped with the digital terrain model (vector, georeferenced raster or satellite and aerial photo images)

5.2.4 The electronic unit shall have a separate the digital terrain model for R. North Macedonia, R. Serbia, R. Albania, Kosovo¹, Greece, R. Bulgaria, Montenegro and Bosnia and Hercegovina.

The digital terrain model of selected country (or countries) should be chosen and loaded by operator.

5.2.5 is deleted

5.2.6 For the proposal of the vector mode, the vectorization shall be carried out by materials with precision not less than 1:50000 for the territory of each country R. North Macedonia, R. Serbia, R. Albania, Kosovo¹, Greece, Republic of Bulgaria, Montenegro and Bosnia and Hercegovina.

5.2.7 For the proposal of raster and other models the pixel size shall be better than 2m

5.2.8 The digital terrain model shall consist of following layers:

- a) Hydrography
- b) Relief – horizontal
- c) Road system
- d) Buildings and facilities
- e) Plantation
- f) Labels – residential areas, territories, rivers, etc.
- g) Locations and state border line

5.2.9 All layers shall have details corresponding to a scale of 1:50000 for the territory of each country R. North Macedonia, R. Serbia, R. Albania, Kosovo¹, Greece, R. Bulgaria, Montenegro and Bosnia and Hercegovina.

5.2.10 The digital terrain model shall be provided by the Contractor with license for update for at least 5 years after the delivery

Q. Please advise whether the Contracting Authority will accept copies of the required Manufacturer's Authorization Forms as per Form-3 from Section V. "Sample Forms" from the documentation, provided that due to the short period of time for preparation and submission of the tender bids, the potential bidders might not have enough time to receive the MAF's in original.

A. We confirm that BEAC (IOM) will accept copies of the required Manufacturer's Authorization Forms as per Form-3 from Section V. "Sample Forms" from the documentation.

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- Q. Form – 3 MANUFACTURER’S AUTHORIZATION FORM [See Clause 13.3 (a) of the Instruction to Bidders.]
Please confirm that the correct item numbering is: [See Clause 14.3 (a) of the Instruction to Bidders. If confirmed, please advise if the bidder shall correct the referred Clause number, or the Contracting Authority will publish an update of Form 3.
- A. We confirm that the correct item numbering is Clause 14.3 (a) of the Instruction to Bidders. The bidder can correct the referred Clause number in Form – 3.
- Q. Pursuant to ITB Clause 4.1, please provide a list of the mentioned “eligible countries”.
- A. Unless a country is specifically identified in a UN Security Council Resolution, all countries are deemed eligible as a country of origin.
- Q. Pursuant to ITB Clause 18.1 The Bidder shall prepare an Original and one Copy of the id, and pursuant to ITB Clause 18.2 – an original and the two copies of the bid. Please specify how many copies the Bidder shall prepare.
- A. We confirm that the Bidder shall prepare an Original and one Copy of the bid as specified in ITB Clause 18.1.
- Q. Pursuant to technical specification Clause 4.1.2. c) The EO head drive system shall independently perform the removal and insertion of all sensors (thermovision camera, daylight camera, laser rangefinder, radar).
Clause 5.1.7 The electronic unit shall provide an automatic data processing of detected by radar objects (minimum azimuth and elevation) in order to steer any cameras a selected by operator object in a radar image.
Clause 5.2.2 d) Actual area of observation of the radar and direction of scanning.
Please confirm that Mobile Surveillance System with camera does not include radar. If confirmed, we kindly ask you to advise how these points shall be referred to in the technical proposal of the bidder, or provide an updated technical specification.
- A. We confirm that the MSS does not include radar.

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- Q. Pursuant to Technical specification Clause 5.2.10 The digital terrain model shall be provided by the Contractor with license for update for at least 5 years after the delivery, please specify how many times in the specified period the Contractor shall update the digital maps (one time in five years, two times in five years, three times, etc.).
- A. The possibility to update the maps in the period of at least 5 years is essential, the number of times for update of the maps will depend on the needs of the final beneficiary.
- Q. Please clarify and if possible omit the requirement for analog video output. The requirement is that the daylight camera has a video resolution of 1280 x 720 and if this image is transferred via standard analog video transition protocol, the image quality will be reduced to standard definition of its requested resolution.
Clause 4.1.4 e) The daylight camera shall have an analog video output interface for monitors and recording an image,
Clause 4.1.4 i) The resolution of daylight camera shall not be less than 1280 x 720, 5.1.3 The electronic unit shall ensure displaying (at the same time) of stabilized, analogic image from any camera on any monitor.
Clause 5.1.3 The electronic unit shall ensure displaying (at the same time) of stabilized, analogic image from any camera on any monitor.
Clause 5.5.1 b) The stabilization system shall have an analog or digital video input and output
We suggest that requirement for analog video output is replaced by digital in order to preserve the requested camera resolution. Please confirm that only digital output will be accepted.
- A. The request to omit the requirement was considered and the following information is provided. The technical specification is amended as follows:
Clause 4.1.4 e) The daylight camera shall have an analog and/or digital video output interface for monitors and recording an image,
Clause 4.1.4 i) The resolution of daylight camera shall not be less than 1280 x 720, 5.1.3 The electronic unit shall ensure displaying (at the same time) of stabilized, analogic and/or digital image from any camera on any monitor.
Clause 5.1.3 The electronic unit shall ensure displaying (at the same time) of stabilized, analogic and or/digital image from any camera on any monitor.
Clause 5.5.1 b) The stabilization system shall have an analog and/or digital video input and output
- Q. The requested Terrain Cartography as described in item 5.2. is not possible to be achieved for all the countries. This will be an enormous amount of data both too expensive and not possible to be gathered. Please reduce the requirements only to vector digital maps without the format requirements stated in 5.2.6., 5.2.7 and 5.2.9, accordingly please confirm that the referred items should drop out.

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- A. The request to reduce the requirement only to vector digital maps is rejected.
- Q. With regard to the short terms for preparation of offers and the complicated pandemic situation, which interferes the movement of goods and hinders the work of different institutions, including expert laboratories, considering p. 7.7.1. from Technical specification, please confirm that it will be acceptable to provide a Certificate from the Manufacturer of the thermovision camera, confirming the requirements of points 4.1.3 e) of the TS, together with a duly signed declaration by the bidder, that a Certificate (report) and the results of successful laboratory verification of the offered type of the thermovision camera, issued by an accredited laboratory will be provided before the signing of the Contract, if the Bidder is declared successful.
- A. This is acceptable.
- Q. Could the Contracting Authority give an estimation of the budget foreseen for the Project?
- A. The BEAC (IOM) is not in position to provide an estimation of the budget foreseen for this procurement procedure.
- Q. 5.2 Terrain Cartography
- Will the maps with all the required layers as indicated in Section 5.2.8 be provided by the contracting authority (IOM)? If yes, what would be the format of the maps?
- A. No, IOM will not be providing maps.
- Q. 7.3 Warranty
- Could you please indicate the yearly average usage hours of the thermovision camera? This is critical to calculate the number of spares required to be maintained during the warranty period.
- A. Due to the influence of many factors, it is not possible to give an answer for the average number of hours of use of thermovision camera per year.

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Q. 7.7 Verification

As per Section 7.7, the tenderer is supposed to provide a certificate to indicate compliance to requirements of Point 4.1.3 e)

As per our understanding, there are no laboratories which can certify the detection/recognition/identification ranges as per Johnson's Criteria. STANAG-4347 is the standard which is followed worldwide for determining the detection/recognition/identification ranges.

Please clarify if a certificate as per STANAG-4347 would be acceptable?

A. Yes, we confirm that the certificate per STANAG-347 is acceptable.

Q. Can you confirm if it is acceptable if we can prove compliance, using a certified MRTD measurement (done by a laboratory) with an elaborated calculation, based on your requirements?

A. No, MRTD measurement needs to be shown on the original technical specification of the manufacturer's product.

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