



November 08, 2023

EOI-ERA-23-001

REQUEST FOR EXPRESSIONS OF INTEREST (EOI)

INTELLIGENT TRAFFIC MANAGEMENT SYSTEM FOR BORDER CROSSING POINTS AND PORTS

DAI Global is issuing a request for information and expression of interest (RFEOI) for the supply, delivery, and installation of an intelligent traffic management system for border crossing points and ports under the USAID/Ukraine Economic Resilience Activity Project (ERA).

BACKGROUND

The Ukraine Economic Resilience Activity (ERA or the “Activity”) has been working in Ukraine to strengthen the economy and improve the resilience of businesses and communities since 2018 and will run through August 2026. USAID ERA has a new mandate to facilitate the export of grains from Ukraine to the global market and improve the capacity of Ukraine’s cargo trade through western border routes. Between 2023-2026, USAID is dedicating \$115 million to support the Ukrainian government agencies to carry out improvements to the

BCPs to increase cargo traffic.

USAID ERA is seeking to identify suitable integrated solutions providers that will implement intelligent traffic management systems and integrated traffic queuing solutions for freight cargo and passenger traffic in 2024. Following the release of this RFEOI, ERA will release a formal solicitation for procuring the solutions, the scope and specification of which will be informed by the EOI process.

EXPRESSION OF INTEREST

This Request for Expression of Interest is intended to solicit interest and invite potential suppliers that can supply Intelligent traffic management systems and/or integrated traffic queuing solutions to present solutions to USAID ERA and its stakeholders in Ukraine.

USAID ERA will be exploring the procurement of two separate solutions: 1) road transport management and 2) sea port vessel dispatch. Potential vendors are asked in Q1 of the questionnaire below whether they can offer solutions for one or both types of transportation.

The goals of the solutions are to:

- Deploy solutions which can complement and potentially better integrate cargo and export flows from Ukraine into standard EU systems and customs standards and directives.
- Improve the traffic flow of:
 - Road cargo trucks by identifying solutions which could reduce cargo processing time at border control points and port intake areas by at least 25%
 - Vessel cargo by improving digital dispatch of fleet management, for example, cargo ships, pilot boats, tug ships, etc.
- Create expected outcomes with transformational solutions:
- Digitalization of road traffic management (for example, automatic vehicle recognition, digitalization of related cargo paperwork) in order to simplify, improve efficiency and

- speed up physical processing of cargo.
- Queuing navigation of vessels in order to improve berth management efficiencies and uptime.

RESPONSE SUBMISSION DEADLINE AND COMMUNICATION

The deadline for responding to this EOI is **November 20, 2023**, at 5:00 p.m. US EST Time. Responses received after the deadline will not be reviewed and will be discarded by DAI, subject to the discretion of the project's management. Responses may be emailed to ERAhoprourement@dai.com.

Please address the subject of the email "Expression of Interest – Intelligent traffic management systems/integrated traffic queuing solutions."

ERA will review responses and organize a conference call among interested vendors, the Customs Service of Ukraine, Ukrainian Railways, Ministry of Finance, government stakeholders, and ERA, **at which time each interested and qualified company will be invited to give a 5–10-minute presentation on its company, products, and services and recommendations for the specifications and solutions offered.**

Subject to respondents' availability, the meeting will be held the week of November 27th 2023. Interested vendors should confirm participation via a letter to DAI. DAI will only respond to written questions regarding this EOI through the email address: ERAhoprourement@dai.com and any questions must be submitted by Wednesday November 15, 2023, at 5:00 pm US EST Time.

All information provided in response to this EOI will be treated confidentially. DAI will not use the information in any other context or setting and will not reveal details to other parties. Upon receipt and review of EOIs, DAI will notify those successful vendors who are invited to

present at the workshop.

OBLIGATIONS

DAI will not reimburse respondents for the costs incurred with preparing a response, nor does the issuance of this RFEIO obligate DAI to award a subcontract or purchase order. If a respondent is found to have made false or misleading claims or statements, obtained confidential information, or received improper assistance, DAI reserves the right to reject its EOI or one submitted on its behalf.

PROHIBITED TECHNOLOGY

Providers **MUST NOT** provide any goods and/or services that utilize telecommunications and video surveillance products from the following companies: Huawei Technologies Company, ZTE Corporation, Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company, or any subsidiary or affiliate thereof, in compliance with FAR 52.204-25.

FACTORS FOR CONSIDERATION

Respondents are expected to submit an introductory letter or email, filled in table with answers to questions and provide catalogs or other industry materials that demonstrate its ability to supply the Intelligent traffic management systems/integrated traffic queuing solutions. In screening EOIs, we will review the materials submitted, websites, and information on past performance.

EXPRESSION OF INTEREST (EOI) FORMAT

EOIs must include the following:

1. Introductory letter with vendor/Company Information

Each EOI must include an introductory letter that has:

- Contact Information: Company name, address, and contact person information,
- Background of the Company: Form of incorporation (corporation, partnership, etc.), number of years in business, name of managing director, experience of similar supplies.
- Specify if the company has local representation, re-sellers, or system integration partners in Ukraine. If so, please provide the names of these local firms and please provide a brief description of the company.

2. Filled in table in Annex 1 (Excel form) with answers to the questions regarding the offered Intelligent traffic/queuing management solution

1. Do you provide?:

- A. Digital solutions for road traffic management (Y/N)
- B. Digital solutions for sea port dispatch and/or berth management (Y/N)

2. Briefly describe your solution capabilities for intelligent road traffic management systems and/or sea port cargo dispatch. You may include additional information and

attachments on solutions in your submission.

3. Please provide product specifications and product numbers for the offered solution.
4. What is the typical delivery timeframe for the solution you provide (in calendar months)?
5. Does your solution provide capabilities for real-time traffic monitoring and analysis? If yes, please provide details.
6. How will the solution contribute to improved traffic flow and congestion management? Please give details, and past examples of before / after improvements?
7. Does the solution incorporate smart analytics that can analyze, prioritize or enhance risk management on freight cargo trucks/vessels and navigate trucks/vessels to different queues depending on the pre-identified level of risk?
8. What technology does your solution use to identify and track vehicles?
9. In your traffic management solutions are you providing software, hardware or a fully integrated Intelligent Traffic Management solution? Please elaborate on details.
10. Please list at least three similar solutions provided in the past stating the client name, total value and scope of supplies and contact details.

11. Have you implemented projects in Ukraine in the past or do you have system integration partners in Ukraine? If yes, please give details.