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# **RPAS Maritime Aerial Surveillance Services Trial**

## **Tender Specifications - Annex 1**

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Version 6

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## 1. Terms and Definitions

The terms in the table below, appearing either in a complete or in an abbreviated form, when used in this document and its annexes, relating to the Technical Proposal, Financial Proposal and Draft Contract, shall be understood to have the following meaning:

Term	Abbreviation	Meaning
Agency	Frontex	The European Agency for the Management of Operational Cooperation at the External Borders established with a view to improving the integrated management of the external borders of the Member States of the European Union.
Area of Interest	Aol	The geographical area where data/ information that will satisfy a Mission requirement can be collected. Areas of Interest are inside the Service Deployment Area.
Beyond Line of Sight	BLOS	Radio communication capabilities that link the transmitting and receiving station that are too distant from each other or fully obscured by terrain for Line of Sight communication.
Broadband Link		A high-capacity transmission technique using a wide range of frequencies, which enables a large amount of data to be transmitted simultaneously using a single telecommunication link.
Coordination Centre	CC	EU national centre responsible for border-control activities coordination between border-control, other law-enforcement, and/or EU bodies
Data Link		A telecommunication link over which data is transmitted.
Deployment		Logistical arrangements made by the Contractor, to have its RPAS(s), with supporting resources, deployed, tested and ready to fly at the Deployment Airport.
Deployment Airport		The airport selected by the Contractor(s), in the Host Country of the operation, where the deployment of the RPAS will take place, taking into account the operational suitability, working hours and the existence of adequate logistic services
EU, EEA, and SAC		European Union, European Economic Area, Schengen Associated Countries.
Event of Interest	Eol	Any unusual behaviour of sea craft potentially involved in irregular migration, smuggling, illegal fishery, sea pollution and maritime distress situations. Additionally, specific Eol may be defined during pre-mission briefings.
Full Motion Video	FMV	Digital video data that is transmitted or stored on video discs for real-time reproduction on a computer (or other multimedia system) at a rate of not less than 25 frames per second, and not less than 320 x 240 pixels.
Ground Station	GS	A deployed working space (container, vehicle, tent, other) that allows the contractors' crew to fly the RPAS and manage its payload.
Host Country	HC	The EU Member State where the Coordination Centre and the Deployment Airport are situated.

Line of Sight	LOS	Type of propagation that can transmit and receive data when the transmitting and receiving stations are in view of each other without any sort of obstacle between them.
Medium Altitude Long Endurance Remotely Piloted System	MALE RPAS	For this document: An aircraft without a pilot on-board capable to perform flights at an altitude window of 10,000 to 30,000 feet for extended durations of time, typically more than 12 hours
Mission		Each flight implemented by the RPAS under this contract in an Area of Interest.
Narrowband Link		Refers to data communication and telecommunications tools, technologies and services that utilize a narrow set or band of frequencies in the communication link.
Object of Interest	Ool	Any object located in the Aol, which is the objective of the mission. A non-exhaustive list of Objects of Interest contains the following elements: sea craft involved in transportation of irregular migrants made of rubber, fiberglass, metal, wood or composite material. Additional, specific Ool may be defined during pre-mission briefings.
Payload		The load carried by the RPAS, consisting of the sensors, necessary for the purpose of the mission: i.e. Electro-Optical, Infrared cameras, Radar, GPS, AIS Receiver.
Radar Tracks		A path or a trail created automatically by a radar using echo signals. A radar track will typically contain the following information: Position (in two or three dimensions), Heading, Speed and a Unique track number.
Readiness Time		The period of time needed by the contractor to test the RPAS communication and data transfer with the designated Coordination Centre before the starting date of the Service. Any necessary test flight should be executed during this time period.
Remote Piloted Aircraft System	RPAS	An aircraft without a pilot on-board. The flight is controlled by a pilot located on the ground or in another vehicle.
Remote Video Terminal	RMV	Portable device enabling users in the field to view video streaming.
Satellite Communications	SATCOM	Signal transferred between the sender and receiver with the help of satellite. In this process, the signal which is basically a beam of modulated microwaves is sent towards the satellite. Then the satellite amplifies the signal and sent it back to the receiver's antenna present on the earth's surface.
Services		The services are composed of a number of flights called missions, each of which is carried out in a specifically designated Areas of Interest, defined within the Service Deployment Area, with a focus on specific Objects/Events of Interest.
Service Deployment Area	SDA	The geographical area where the RPAS may be required to fly. The Service Deployment Area encompasses the Areas of Interest which are to be covered by each specific missions.
Situational Picture		Geo-referenced compilation of all available information on objects and events of interest detected in the Area of Interest.
Tactical User		For this document: Border Guards at the designated Coordination Centre acting on the Surveillance Information provided by the RPAS and any other consumer of the surveillance information collected. i.e. EU Agencies.

## 2. Scope and Objectives

These tender specifications are issued for the procurement of maritime aerial border surveillance services as specified in Chapter 6 of this document.

Article 7 of the Frontex amended Regulation<sup>1</sup>, provides the Agency with the possibility to acquire or lease technical equipment for external border control to be deployed during joint operations, pilot projects, rapid interventions, joint return operations or technical assistance projects, while complying with the financial rules applicable to the Agency.

Frontex seeks to acquire 5 (five) blocks, of 100 hours each block, of maritime border surveillance services, out of which two blocks could be requested simultaneously and two blocks could be requested consecutively. This service is to be carried out with a MALE RPAS in areas of the Mediterranean Sea designated by Frontex within the time frame of Q3 2016.

The objective pursued with this acquisition is to enable Frontex to continue its assessment and evaluation of remote piloted surveillance aircraft capable to deliver high endurance maritime border surveillance. Specific assessment focus will be on the ability of such a platform to deliver surveillance services in a regular, reliable, and cost-efficient way.

Unless otherwise stated, the terms and definitions used throughout these tender specifications are as defined in Chapter 1.

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<sup>1</sup> REGULATION (EU) No 1168/2011 OF THE EUROPEAN PARLIAMENT AND OF THE COUNCIL of 25 October 2011 amending Council Regulation (EC) No 2007/2004 [establishing Frontex]

### 3. Introduction to Frontex

Frontex is a European Union agency coordinating operational cooperation of national border authorities of the EU member states and Schengen associated countries. The agency was set up in 2004 to reinforce and streamline cooperation between national border authorities. In pursuit of this goal, Frontex covers a number of areas, which are defined in the founding Frontex Regulation. The areas of activity relevant to this contract are:

- Operations: Frontex plans, coordinates, implements and evaluates joint operations, pilot projects and rapid intervention operations.
- Capacity Building: Frontex supports Member States in building and achieving a high and uniform level of control and surveillance of their external borders and is a driving force in the further development of the European potential regarding integrated border management.
- Risk Analysis: Frontex collates and analyses intelligence on the on-going situation at the external borders.
- Frontex Situation Centre: Develops and distributes the European Situational Picture and is responsible for creating and sharing the Pre-Frontier Common Intelligence Picture.
- Providing a rapid response capability: Frontex has created a pool of resources which brings together specialist human and technical resources from across the EU.
- Information systems and information sharing environment: Information regarding emerging risks and the current state of affairs at the external borders form the basis of risk analysis and so-called “situational awareness” for border control authorities in the EU. Frontex develops and operates information systems enabling the exchange of such information, including the European border surveillance system (Eurosur.)

More about Frontex origin, organisation, its mandate, fields of activities, strategy and planned activities and especially the recent Frontex Programme of Work<sup>2</sup> can be read on the official information section published on the Frontex web site.

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<sup>2</sup><http://frontex.europa.eu/about-frontex/governance-documents/2016>

## 4. Description of the Tender

### 4.1. The tender process

The purpose of competitive tendering for awarding contracts is two-fold:

- to ensure process transparency;
- to obtain the desired quality of services at the best possible price.

The procurement procedure is governed by the following legal provisions:

- Part 1, Title 5 of Regulation (EU, Euratom) No 966/2012 of 25 October 2012 with all amendments on the financial rules applicable to the general budget of the Union;
- Part 1, Title 5 of Commission Delegated Regulation (EU) No 1268/2012 of 29 October 2012 with all amendments on the rules of application of Regulation (EU, Euratom) No 966/2012 of 25 October 2012 on the financial rules applicable to the general budget of the Union.

### 4.2. Contract Description

The services required by Frontex are described in the terms of reference in chapter 6 of the present tender specifications. In drawing up a tender, tenderers should bear in mind the provisions of the draft contract (a separate Annex to the invitation to tender). In particular, the draft contract indicates the method and the conditions for payments to the Contractor(s).

Tenderers are expected to examine carefully and respect all instructions and standard formats contained in these tender specifications and annexed to the invitation to tender. An offer which does not contain all the required information and documentation may be rejected.

### 4.3. Participation in the tender procedure

This procurement procedure is open to any natural or legal person wishing to bid for the assignment and established in at least one of the EU, EEA and SAC countries.

Tenderers must not be in any situation of exclusion under the exclusion criteria indicated in section 6.6 of these tender specifications and must have the capacity to allow them to participate in this tender procedure (see section 6.7.)

Any attempt by a tenderer to obtain confidential information, enter into unlawful agreements with competitors or influence the evaluation committee or Frontex during the process of examining, clarifying, evaluating and comparing tenders will lead to the rejection of his tender and may result in administrative penalties.

Without prejudice to the application of liquidated damages laid down in the contract, tenderers and contractors who have been guilty of making false declarations concerning situations of their companies or have been found to have seriously failed to meet their contractual obligations in an earlier procurement or grant shall be subject to the administrative and financial penalties set out in Article 145 of Commission Delegated Regulation (EU) No 1268/2012 with all amendments of 29/10/2012 (OJ L 362 of 31/12/2012.)

### 4.4. Participation of consortia

A consortium may submit a tender on condition that it complies with the rules of competition.

A consortium may be a permanent, legally-established grouping or a grouping which has been constituted informally for a specific tender procedure. Such grouping (or consortium) must specify the company or person heading the project (the leader) and must also submit a copy of the document authorising this company or person to submit a tender. All members of a consortium (i.e., the leader and all other members) are jointly and severally liable to Frontex.



In addition, each member of the consortium must provide the required evidence for the exclusion and selection criteria (see section 6.6 and 6.7 of these tender specifications). Concerning the selection criteria 'technical and professional capacity', the evidence provided by each member of the consortium will be checked to ensure that the consortium as a whole fulfils the criteria.

The participation of an ineligible entity will result in the automatic exclusion of that entity. In particular, if that ineligible entity belongs to a consortium, the whole consortium will be excluded.

#### **4.5. Subcontracting**

Subcontracting is allowed, provided that the tenderer clearly indicates in the tender which parts of the work will be subcontracted and to which subcontractor. The bid shall also include a letter of intent by each subcontractor stating its intention to collaborate in case the contract is awarded. Nevertheless, the responsibility for the full execution of the contract rests with the Contractor(s), as Frontex has no direct legal commitment with subcontractors. Subcontractors must satisfy the eligibility and exclusion criteria applicable to the award of the contract.

The Contractor may be supported by associated partners providing local expertise and logistical support. If such local support is perceived by the Contractor as needed for the interest of Frontex in the scope of the service provision, a prior authorisation from Frontex must be received and reflected in the contract. The Contractor remain the sole party which is contractually liable. Where no subcontractor is given, the work will be assumed to be carried out directly by the tenderer.

#### **4.6. Cost of preparing tenders**

The invitation to participate in a tender procedure does not constitute any commitment on behalf of Frontex for award of the contract to a company. Frontex shall not reimburse any costs incurred by Tenderers in preparing and submitting offers.

#### **4.7. Confidentiality and public access to documents**

In the general implementation of its activities and for the processing of tendering procedures in particular, Frontex observes the following EU regulations:

- a. Directive 95/46/EC of the European Parliament and of the Council of 24 October 1995 on the protection of individuals with regard to the processing of personal data and on the free movement of such data;
- b. Regulation (EC) No. 45/2001 of the European Parliament and of the Council of 18 December 2000 on the protection of individuals with regard to the processing of personal data by the Community institutions and bodies and on the free movement of such data;
- c. Regulation (EC) No. 1049/2001 of the European Parliament and of the Council of 30 May 2001 regarding public access to European Parliament, Council and Commission documents.

## 5. Implementation

### 5.1. Assignment

One single LOT is envisaged to be procured under this Contract: delivery of Maritime Aerial Border Surveillance, in five blocks of 100 flying hours each, carried out with a MALE RPAS in designated areas of the Mediterranean Sea.

#### 5.1.1. Service Specification

The service acquired consist of flying maritime border surveillance missions using a MALE RPAS in Areas of Interest within a Service Deployment Area. Each of the flights will be called a 'mission' defined by timeframe, geographical area, Objects and Events of Interest, combination of sensors, communication capacity required in the RPAS, as well as the expected transfer of data/information to the designated Coordination Centre for exploitation and further distribution (i.e. to Frontex and other EU Agencies.)

### 5.2. Acceptance

The official acceptance of the services delivered will take place at pre-defined milestones: at the start, during the implementation, and at the completion of the Contract. It shall be conducted against the acceptance criteria set in the contract.

### 5.3. Points of Contact

The Contractor shall nominate a person who acts as the single contact point vis a vis Frontex for all contract execution matters and must be available at Frontex' request. All the contractual correspondence and related coordination will be addressed to this person.

The Contractor shall also nominate a Contract Executive who will be ultimately representing the Contractor company (and subcontractors) vis a vis Frontex for the supervision of the overall performance of the Contractor, the change management on the contract terms and escalation of issues not solved at working level.

Frontex shall nominate a Contract Responsible, who will be the single contact point for all the matters related to the Contract implementation, including the acceptance of the service.

### 5.4. Methodologies, best practices and standards

The Contractor shall carry out the services in accordance with technical norms, standards and procedures on best professional practices in the aeronautical and telecommunications fields.

### 5.5. Underperformance

In case the Contractor:

- is not respecting its contractual obligations (fails to provide the RPAS, payload, communications, or mission support offered in their bid)
- is not responding to specific mission requests (fails to perform a mission for the third time)

A breach of the Contractors' obligations will be assumed, and Frontex reserves the right to terminate the contract, in line with Contract's provisions.

## 5.6. Escalation

The Contractor shall continuously monitor the progress of work and risks of underperformance. In case of registering underperformance or assessing risk of underperformance the Contractor shall escalate it by means of a Registered Communication to Frontex Contract Responsible.

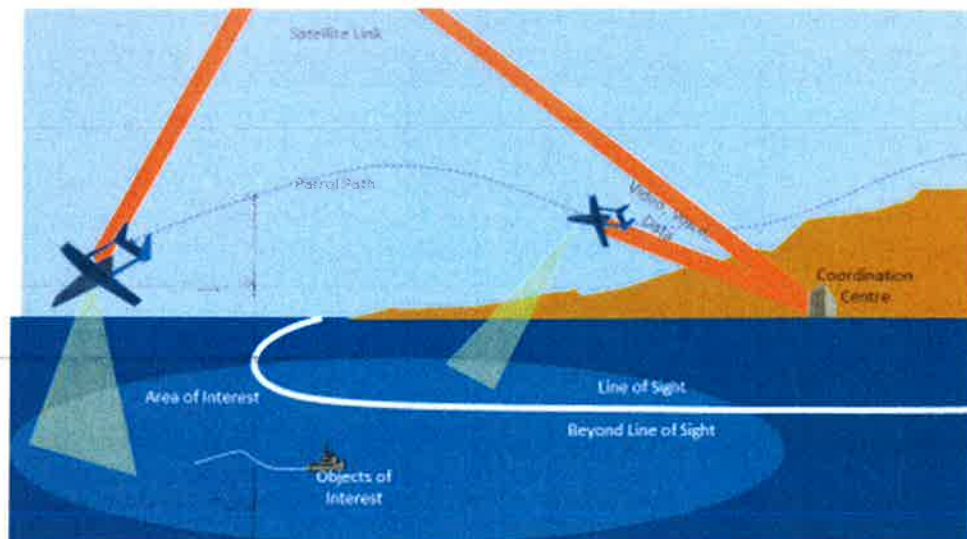
In case of observing serious underperformance or a risk of underperformance of the Contractor(s), Frontex may escalate this observation to the Contract Executive by means of a Registered Communication. The Contract Executive will be available for Frontex to report on the issue and propose countermeasures at short notice.

## 6. Terms of Reference

The terms of reference will become an integral part of the contract that may be awarded as a result of this tender procedure.

### 6.1. Description of the services & scope of the contract

With this contract Frontex seeks to acquire maritime aerial border surveillance services to be performed in specific Maritime Areas of the Mediterranean Sea along Q3 of 2016. The services offered shall include the provision of a RPAS platform, payload, communication equipment, and all the necessary experts managing the system and providing operational support.



*Figure 1 RPAS Aerial Surveillance in a Maritime Scenario*

The scenario depicted in Figure 1 shows a typical Maritime Border Surveillance Operation conducted by Border Control Authorities in a Frontex Operation. The 'artist impression' reflects the development of a mission where the surveillance platform (RPAS) surveys the Area of Interest, included in the Service Deployment Area, searching for 'Objects of Interest', and passing surveillance data/information to the designated Coordination Centre.

For this transfer, the surveillance platform may use a direct link when flying within Line of Sight, changing seamlessly to a Satellite link when flying Beyond Line of Sight. The image does not show the deployment airport where the surveillance platform is based nor the option that the communication link with the Coordination Centre can be made via a Contractors' ground station.

As part of the contract the following deliverables are expected:

- RPAS fitted with ad-hoc payload, relevant communication equipment, and corresponding ground mission control and support;
- Each block contracted will consist of several missions adding up to 100 hours of flight executing the tasking assigned for each mission;
- RPAS data shared -in a to be agreed format- in real time with the designated Coordination Centre;
- Sensors data shared -in a to be agreed format- in real time with the designated Coordination Centre;
- Close to real time FMV shared - in an agreed format- with designated surface assets via Remote Video Terminals (RVT). Contractor shall provide at least 3 of them to be deployed on designated surface assets;

- Formats and protocols used to transfer data should enable further sharing of this data by the Coordination Centre, in near real time, with selected stakeholders (i.e. with EU Agencies)

## 6.2. Indicative Implementation plan for the contract

The list below presents the indicative plan of the implementation of this Contract, which is not binding on Frontex and may be adapted as required

- Contract signature September 2016;
- Service provision 3th Quarter 2016.

## 6.3. Financial Ceiling

Maximum budget available for this contract is 2,500,000 EUR for a total of 500 hours flight. Financial offers above this budget will be rejected.

## 6.4. General Requirements

Adherence to the following requirements shall be explicitly confirmed by the Tenderer in his Offer.

### 6.4.1. Duration

The services under this Contract, composed of a number of missions in five blocks, are to be delivered along 90 calendar days.

### 6.4.2. Venue

The services shall be carried out by the Contractor in the designated Service Deployment Area, identified by Frontex at the time of the contract signature. In principle, this area would be in the Mediterranean Sea, in the vicinity of one of the following EU Member States: Greece and Italy.

### 6.4.3. Service to be delivered by the Contractor

The service provided by the Contractor shall include both planned missions and short notice callouts to conduct aerial surveillance in specific Areas of Interest within the Service Deployment Area. The provision of these services will require the following:

#### a. RPAS

- Aircraft type: Medium Altitude Long Endurance RPAS;
- The platform should be capable to carry at least 100 Kilograms payload;
- The platform may have either piston or turbine engine.

#### b. Support crew:

- Ground Fly crew, certified pilot needed to fly the RPAS executing the surveillance flights day/night;
- Ground Mission crew, responsible for mission management: Sensors, Communications, etc. They are responsible for identifying, recording, and mapping of objects and events of interest;
- Ground Maintenance crew, responsible to ensure the reliability and availability of the platform, payload, and communications.

#### c. Payload on board the RPAS consisting of a combination of sensors, including:

- Electro-Optical/ Infrared,
- Maritime Radar
- AIS Receiver
- GPS

#### d. Communications:

The RPAS shall be able to communicate with the Coordination Centre and with Border Authorities agents deployed in the Area of Interest using the links listed below:

- Link to Coordination Centre via Satellite Broadband Communication (video streaming and data)
- Optionally, link to Coordination Centre via Line of Sight Broadband (video streaming and data)
- VHF marine radio communication relay with maritime assets of Border Authorities in the AoI
- Link with Border Authorities agents in the Area of Interest via RVTs in the ground (when required)

**e. Command and Control:**

The Contractor shall be able to present in a geospatial information system (GIS) correlated and fused data captured by all the sensors in the aircraft payload. This 'compiled picture' should be made available in the designated Coordination Centre and to other external stakeholders in near real time as required (i.e. to EU Agencies.)

**f. Logistics under contractors' exclusive responsibility:**

- Ground support for the RPAS
- Customs issues
- Diplomatic clearance (when required)
- No International Traffic on Arms Regulation (ITAR) constrains
- Insurances for contractors' staff and equipment
- All contract staff managing data collected by the platform shall have EU Confidential clearance or equivalent (evidence to be provided in proposed staff CVs)

**g. Logistics under shared responsibilities:**

- ATC authorizations (joint endeavour undertaken by Frontex, Host Country, and Contractor)
- Frequency Allocation (joint endeavour undertaken by Host Country and Contractor)
- Liaison Officer from the designated Coordination Centre to sit at the Ground Station during missions' execution.

**6.4.4. Working environment and conditions**

The deployment of the RPAS will be to a Deployment Airport where the RPAS (one or more platforms) providing the service will be accommodated taking into account the tactical suitability and adequate logistic services.

The Contractors shall respect national legislation and flight regulations of the member states where the RPAS will operate.

The Contractor shall use the closest possible deployment airport to the Area of Service Deployment taking into account the operational suitability and the existence of adequate logistic services.

The Contractor are responsible for the logistics related to the RPAS deployment including but not limited to: airport accommodation for the RPAS platforms, airport access for the crews, fuel and any other required ground support, security of the RPAS platforms, crews accommodation.

The Contractor are also responsible for addressing custom and potential import/export issues. Frontex, the Host Country, and the Contractor will undertake jointly to get the necessary flight permissions from Air Traffic Control.

Frontex will put the Contractor in contact with the designated Point of Contact (PoC) at the Coordination Centre. This PoC will facilitate the access to all necessary operational briefings and de-briefings for the Contractor's ground mission responsible.

One week before the date of the start of the service provision, the Contractor will have the possibility to deploy the RPAS platforms and all the equipment to the deployment airport and to organise familiarisation flights in cooperation with Frontex and the local Authorities. In the same week the Contractor will take part in the drafting of the intended mission schedule for the full duration of the service, keeping in mind that this initial schedule may be subject to changes dictated by the operational situation.



#### 6.4.5. Other costs

The prices included in this contract are fully inclusive. This includes travel, subsistence, logistics, communication (including SATCOM), secretariat, customs, training, tooling and equipment used by the Contractor's staff. No additional costs are eligible.

### 6.5. Specific Requirements

The following specific requirements shall be obligatory for the Tenderer. The Tenderer is required to declare compliance to these requirements in his offer.

#### 6.5.1. Service consisting of maritime border surveillance flights

The Contractor shall provide Frontex with maritime border surveillance flights within pre-defined Service Deployment Areas, in a specific timeframe, to report Objects of Interest and events of interest to a Coordination Centre designated by Frontex. The Service Deployment Area and the service timeframe will be identified at the Contract signature time. At present it can be indicated that the SDA will be the Eastern and Central Mediterranean (flight mission execution could cover areas of Eastern Mediterranean and Central Mediterranean) and the service timeframe covers the Q3 of 2016.

All the information captured during the flight shall be recorded by the Contractor and kept for the duration of the contract. All the video records and images collected by the contractor in the course of the missions will be deleted from all the data carriers at the end of the deployment after being transferred to the Host Country representative.

The Contractor mission crews in the Ground Station, shall detect, track, identify and report pre-defined Objects of Interest and/or Events of Interest. This information shall be integrated by the Contractor in a Geographical Situational Picture of the SDA shared with the designated Coordination Centre, which should be able to share it (the Situational Picture), near real time with external stakeholders (i.e. EU Agencies.)

#### 6.5.2. Planning the missions

The Contractor shall deploy the RPAS and the necessary ground equipment to the Deployment Airport within the time specified in this contract. The RPAS will be fitted with the suite of sensors and communications specified by the Contractor in its tender. The Contractor will conduct all necessary equipment tests (sensors, communications) and demonstrate Frontex and the Host Country authorities the optimal functioning of payload and data transfer in an agreed test mission before starting the scheduled surveillance flight missions.

#### 6.5.3. Planning the missions (flights) within the blocks.

Frontex' local coordinator and the Contractor(s)' representative will review the initial mission planning weekly, according to the Host Country operational needs. The details of the mission will contain:

- Geographic coordinates of the Aol
- Objects and Events of Interest in the Aol
- Coordination Centre Officer assisting the crew during the mission (this will depend of the designated Objects/Events of interest, i.e. Border control experts, fisheries expert, other as needed.)

In unforeseen situation (e.g. identification of a specific vessel in an area which was not indicated in the mission details) the Coordination Centre Officer will provide the RPAS crew the geographic coordinates of the new Aol and new Objects/Events of Interest to focus on. Any planned missions may need to be adjusted.

#### 6.5.4. During the mission

The Contractor shall fuse the data acquired by all RPAS sensors, the RPAS flight path, and Objects/ Events of Interest and present this information and data, geo-referenced, in a Geographical Information System providing a Situational Picture of the Area of Interest.

#### 6.5.5. Situational Picture building and sharing

The Situational Picture shall be shared with the Coordination Centre, either directly or via the Contractor's Ground Station

**a. Information Available in the Ground Control Station**

- Compiled Tactical Picture, including:
  - Moving Mission Map
  - Aircraft GPS position
  - Areas and flight pattern
  - Radar and AIS Tracks
  - Sensor Footprints
  - Georeferenced Objects and Incidents of Interest
- Live Streaming Video of FMV quality

**b. Additional capacities in the Ground Control Station**

- Communications with the RPAS
- Video Server with video Recording capacity for the duration of the contract
- Encryption devices
- Remote Information Portal to share information with users outside the ICC

**c. Remote Information Portal Capacities**

- The Portal should grant access to a number of authorized IP addresses via HTTPS (designated Coordination Centre, Frontex, other EU Agencies) with the possibility for the host country to administer access to live and recorded video.
- The Portal interface should give access, for the duration of the contract, to:
  - Ongoing mission (if any): Mission Map in real time, live camera feed
  - Schedule of future Missions
  - Information on finished Missions: mission reports, registered videos

**6.5.6. Mission Report**

After each mission the Contractor's crew will produce and deliver to Frontex and to the Coordination Centre, a written report of the mission containing the mission relevant data and information, including flight path, Objects/ Events of Interest detected, identified, tracked. The template as well as the required distribution of the reports will be provided by Frontex to the Contractor(s). The Contractor shall provide a 'non-fly' report in case a scheduled mission cannot be accomplished, the non-fly report should thoroughly explain the reasons for not compliance with the mission request.

**6.5.7. Block Service Report**

Once all the missions under one of the contract blocks have been performed, the Contractor shall compile all of its mission reports in a Service Summary Report containing two parts: statistical summary of activity and a narrative outcome of the deployment. The acceptance by Frontex of this Service Block Summary Report will be a necessary step for the contract payment.

Once all the blocks under the contract have been performed, the contractor shall compile all the blocks reports in a Final Service Report. The acceptance by Frontex of this Service Block Summary Report will be a necessary step for the final contract payment.

**6.5.8. Cost Scenario**

To be used by the bidders as the basis for their financial proposal when bidding for this tender.

The surveillance missions (flights within one block) include 100 hours of flight carrying out surveillance activities within a rectangle of 100 by 50 miles (called Area of Interest). Border of the Area of Interest is located at a distance of 200 nautical miles from the deployment airport.

The total of 100 flying hours shall be provided during a period of 20 days. For the present cost scenario the bidder will assumed that the number of flights will be equally divided during day and night, and that at least 3 flights (either day or night) will consist of more than 12 hour flights.



When planning one mission within the services, the following parameters should be considered:

Size of the AoI	5000 nm <sup>2</sup>
Distance between deployment airport and AoI	200 nm
Minimum duration of one flight	6 hours
Maximum duration of one flight	16 hours
Maximum availability of services	20 days
Minimum hours of flight to be provided in this scenario	100hours

The given value of requested surveillance services provided by the Tenderer in response to the requirements of this cost scenario will be multiplied five times in order to establish a total value of the prospective contract.

## 6.6. Selection criteria

Tenderers must submit evidence of their legal, economic, financial, technical and professional capacity to perform the contract.

### 6.6.1. Legal capacity

#### Requirement

The tenderer's legal capacity will be evaluated using the following criteria:

- The tenderer is asked to prove that they are authorised to perform the contract under the law of hosting country.

#### Evidence required

- The tenderer shall provide as evidence the inclusion in a trade or professional register, or membership of a specific organisation.

### 6.6.2. Economic and financial capacity

#### Requirement

The tenderer's economic and financial capacity will be evaluated using the following criteria:

- The tenderer must be in a stable financial position and have the economic and financial capacity to perform the contract.

#### Evidence required

Proof of economic and financial capacity shall be furnished by the following documents:

- The Tenderer must prove its financial reliability for the past three financial years: 2013, 2014, 2015. Evidence of that must be provided by submission of relevant balance sheets (provided that the publication of balance sheets is stipulated by the legislation on firms in the country where the Tenderer is established), which show the obtained Tenderer's financial balance for each of the last three years. If the Tenderer is not required to publish its balance sheets, an explanation should be provided.
- The Tenderer must be registered in a relevant commercial or trade register. Evidence of that must be provided by submission of a certificate of professional or commercial registration imposed by the country in which the Tenderer is established. If the Tenderer is not required or permitted to enrol in such a register for reasons of his statute or legal status, an explanation should be provided.

If, for some exceptional reason which Frontex considers justified, the tenderer is unable to provide the references requested by the contracting authority, he may prove his economic and financial capacity by any other means which Frontex considers appropriate.

Frontex reserves the right to request any additional documentary evidence it deems necessary or useful in order to verify a tenderer's economic and financial standing.

### 6.6.3. Technical and professional capacity

#### Requirement(s)

The tenderer's technical and professional capacity will be evaluated using the following criteria:

- The Tenderer must have at least three years' experience in providing similar equipment/services.
- The Tenderer must be able to provide a team of experts matching the requirements specified in the Terms of Reference.
- The Tenderer must demonstrate its technical ability to provide all the services and products required in this call for tenders.

#### Evidence required

The following documents or information shall be presented as evidence of compliance with the technical and professional capacity criteria:

- Evidence of experience must be provided submitting a list of contracts performed or deliveries executed in the years 2013, 2014 and 2015, indicating sums, dates and recipients. The proper performance of the contracts listed shall be documented in a form of a reference letter issued and signed by the authorised person of the particular Tenderer's client. At least 2 such reference letters are required to be submitted within the offer.
  - Evidence of team capacity must be provided by submission of the CVs of the proposed personnel. The CVs should include certification of assigned crews (flight, mission, maintenance) for particular RPAS operation as well as flight operating experience, sensor operating experience and maintenance experience on particular RPAS and sensors. For all proposed contract staff dealing with managing data collected by the platform, the EU confidential clearance or equivalent (evidence to be provided in proposed staff CVs) is required.
- 
- Evidence of technical ability must be provided by submission of a detailed description of the technical equipment and material available to the Tenderer for the provision of the services and products required by this call for tenders. This description should include RPASs, payload combinations, communication options, and mission support capabilities.

## 7. Award of the contract

Offers are opened and evaluated by an evaluation committee, possessing the technical and administrative capacities necessary to give an informed opinion on the offers. The evaluation committee members are nominated on a personal basis by Frontex under guarantee of impartiality and confidentiality. Only the tenders meeting the requirements of the exclusion and selection criteria will be evaluated in terms of quality and price.

### 7.1. Technical proposal

The assessment of technical quality to enter into this Framework Agreement with Frontex will be based on the ability of the tenderer to meet the purpose of the contract as described in section 6.5. The technical proposal shall contain the following information to allow evaluation of the tender:

- A description of the approach proposed to coordinate the expert support, organising the activity to meet the objectives of the terms of reference;
- Work organisation and planning (including the division of work areas under the estimated Contract period);
- Description of the involvement of the proposed key experts (roles and responsibilities) to execute the planned activities;
- Description of the Tenderer's Technical Means. This description should include RPAS platforms, payload combinations, communication options, and mission support capabilities.

The technical proposal must be consistent with the terms of reference and must be signed by the tenderer.

### 7.2. Technical evaluation

The quality of technical offers will be evaluated in accordance with the award criteria and the associated weighting detailed in the evaluation table 1 below.

Criteria	Max points
<b>Rationale, strategy and method</b>	
➤ Understanding of the terms of reference and general approach of this Contract	5
<b>Work organisation and planning within the tenderer</b>	
➤ Completeness of the service provision description	5
➤ Clarity and quality of the work organization	5
<b>Involvement of key personnel</b>	
➤ Joint capacity of the teams of experts proposed as Flight Crews	5
➤ Joint capacity of the teams of experts proposed as Mission Ground Crews	5
➤ Joint capacity of the team of expert proposed as Maintenance Ground Crews	5
<b>Suitability and scalability of Technical Means offered by the Tenderer</b>	
➤ Platform endurance	5
➤ Platform take off/landing crosswind velocity limitation	5
➤ RPAS Communication Capabilities (SATCOM, VHF marine relay)	5
➤ Electro optical equipment in the RPAS	10
➤ Maritime radar equipment in the RPAS	10
➤ AIS Receiver in the RPAS	5

➤ Data Exploitation in the Ground Station	10
➤ BLOS data transfer capabilities (Uplink speed in kbps)	10
➤ Close to real time motion picture transfer capability to Coordination Centre (frames per second rate, frame size in pixels)	10
<b>TOTAL</b>	<b>100</b>

Table 1 Technical Evaluation Criteria to enter the Framework

Notes to the Award Criteria table:

- Joint capacity of the teams of experts proposed as crews (flight, mission control, maintenance) Staff team will be evaluated according to average qualifications and experience on a particular RPAS;
- Platform endurance - the highest points will be allocated to maximum mission endurance of the RPAS with mission equipment, including final reserve fuel and contingency fuel. Platform endurance includes the availability of sufficient flight and mission control crews;
- Platform take off/landing crosswind velocity limitation - the highest points will be allocated to the Tenderer offering RPAS platform with higher crosswind resistance;
- Offers scoring less than 60% of the maximum number of points will be deemed to be of insufficient quality and eliminated from further consideration.

### 7.3. Choice of the selected Contractor(s)

The contract will be awarded to the tenderer offering the best value for money, taking into account the awarding criteria listed above. No award criteria and sub-criteria other than those detailed in Table 1 will be used to evaluate the offer. The Tenderer will use the Financial proposal form, Annex 2, to inform of their lump sum for the provision of the Cost Scenario described in section 6.5.

The weighting of quality and price will be applied as follows:

Score for tender X = (cheapest price/price of tender X) x 40 + (Total quality score of tender X/ 100) x 60

where the price factor is the total price given by the bidder to the Scenario described in section 6.5.

### 7.4. Financial proposal

The financial proposal should address the total cost for Frontex of the providing the service described in section 6.5. above. The proposal should be presented in the format found in the relevant Annex to the letter of Invitation.

### 7.5. Notification of outcome

Each tenderer will be informed in writing about the outcome of the call for tender.