

INDUSTRY DAY

Vehicle for migration management support (VMM)

Frontex Staff	ORD: [REDACTED] CBD: [REDACTED] CGO: [REDACTED]
Companies	3 companies
Date	8 February 2018
Location	Frontex HQ, 1403 Room

I. Hartmann Spezialkarosserien GmbH

Experience in customised vehicles for law enforcement authorities

[REDACTED]

Main outcomes

1. Previous experience in customised mobile offices vehicle with/without equipment:
 - affirmative
2. How is the service/equipment maintenance managed:
 - subcontracting for special equipment, the rest is done by Hartmann specialized staff.
 - uniform warranty with fixed suppliers from Germany and USA; European network service; standard maintenance taking place in 12-24 hours, however 8 hours is also possible based on contract requirements.
 - usually the warranty is for 2 years included in the price of acquisition, although there is flexibility for extending the standard period of 2 years.
3. Internet
 - Wi-Fi inside van using SIM card routers.
 - signal data transfer from Satcom devices.
 - experience in installing Satcom infrastructure inside the van.
4. Delivery time
 - from the moment of signing the contract 19-20 weeks (5 months) till delivery with certificate/ one vehicle (without special equipment)
5. Price range

[REDACTED]

II. Dom Samochodowy GERMAZ Sp Z.o.o

Experience in customised vehicles for law enforcement authorities

[REDACTED]

Main outcomes

1. Previous experience in customised mobile offices vehicle with/without equipment:
 - both ways considered feasible.
2. Service/Equipment warranty & maintenance
 - for the car done by the European chain of the vehicle producer.
 - for equipment on board, individual contracts with the producers.

3. Internet
 - experience in installing infrastructure for WiFi connection.
4. Price range



5. Delivery time
 - from order till delivery, for a basic vehicle, without special equipment - up to 4 months.
 - for customization no more than 3 additional weeks required.
6. Certification of customised vehicle
 - the responsibility for certification and registering in Poland is the company's responsibility.

III. Daimler AG, Mercedes-Benz Defence Project Vans

Experience in customised vehicles for law enforcement authorities

Lot of Tenders for Border Control or Monitoring (Mobile Security Scanner) however due to NDA (non-disclosure agreement) it is not possible to give detailed information regarding customers, countries or units.

The company played the role of an integrator of equipment and technologies.

Main outcomes

1. Equipment (with or without)
 - integrator - customizing company, experience in delivering turn-key solutions.
 2. Service/Equipment maintenance
 - partner provider is responsible with MB coordination.
 - Technical maintenance - in line with the provisions of the contract.
 3. Price
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4. Delivery time
 - 6-8 months from signing the contract until delivery.
 - November 2018 - new model for Mercedes Sprinters is expected on the market.

Action points:

- Given the different requirements for vehicles requested by different business units, participants agreed that an internal meeting should take place to further discuss technical requirements and the terms of reference.