

REQUEST FOR PROPOSAL (RFP)

FOR GOODS

Project Title:	Selection of Preferred Suppliers to provide electronic buoys and other electronic equipment to be deployed on fishing vessels, FADs or other fishing gear
Nature of the goods:	Electronic buoys and other electronic equipment to deploy on fishing vessels, FADs and other fishing gear
Location:	South Pacific
Date of issue:	1/06/2023
Closing Date:	13/07/2023
SPC Reference:	RFP23-5308

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Part 1: INTRODUCTION

1.1 About the Pacific Community (SPC)

The Pacific Community (SPC) is the principal scientific and technical organisation of the Pacific region, established by treaty in 1947 with the signing of the Agreement Establishing the South Pacific Commission (the Canberra Agreement).

SPC has its headquarters in Noumea, New Caledonia and has regional offices in Fiji, the Federated States of Micronesia and Vanuatu, as well as an office in France. SPC works across the Pacific and has staff in nearly all of its Pacific Island Country and Territory members.

SPC works for the well-being of Pacific people through the effective and innovative application of science and knowledge and is guided by a deep understanding of Pacific Island contexts and cultures. Our unique organisation covers more than 20 sectors and is renowned for knowledge and innovation in such areas as fisheries science, public health surveillance, geoscience and conservation of plant genetic resources for food security.

For more information about SPC and the work that we do, please visit our website: <https://www.spc.int/>.

1.2 SPC's procurement activities

SPC's procurement activities are guided by the principles of high ethical standards, value for money, open competition and social and environmental responsibility and are carried out under our Procurement Policy.

SPC's *Procurement Policy* provides the framework for ensuring that SPC obtains the best value for its purchases, in terms of both cost and quality; demonstrates financial probity and accountability to its members and development partners; manages and prevents the potential for conflicts of interest; reduces its environmental impact and manages any other risks.

At SPC, all procurement follows the same main steps: planning; statement of needs; requisition; solicitation; evaluation; award; receipt; and payment. Different procedures apply depending on the value of the goods, services and works to be procured.

For further information or enquiries about SPC's procurement activities, please visit the procurement pages on our website: <https://www.spc.int/procurement> or email: procurement@spc.int.

1.3 SPC's Request for Proposal (RFP) Process

At SPC, procurement valued at more than EUR 45,000 must be advertised through a Request for Proposal (RFP) with any bids received evaluated by SPC's Procurement Committee to determine the offer that provides the best value for money.

This RFP sets out SPC's requirements and it asks you, as a bidder, to respond in writing in a prescribed format with pricing and other required information. The RFP contains detailed instructions and templates to enable you to submit a compliant bid. It sets out the overall timetable; it confirms the evaluation criteria that SPC will use to evaluate quotations; it explains the administrative arrangements for the receipt of the bids; and it sets out how bidders can request further information.

Your participation confirms your acceptance of SPC's conditions of participation in the RFP process.

Part 2: INSTRUCTIONS TO BIDDERS

2.1 Background

SPC invites you to submit a bid to deliver the goods as specified in [Part 3](#).

SPC has advertised this RFP on its website and may send it directly to potential contractors. The same specifications, submission and other solicitation requirements will be provided to all contractors.

SPC has compiled these instructions to guide prospective bidders and to ensure that all bidders are given equal and fair consideration.

Please read the instructions carefully before submitting your bid. For your bid to be considered, you must provide all the prescribed information by the closing date and in the format specified.

2.2 Submission instructions

Your submission must be clear, concise and complete and should only include information that is necessary to respond effectively to this RFP. Please note that you may be marked down or excluded from the procurement exercise if your submission contains any ambiguities or lacks clarity.

Your proposal must include the following documents (annexes of [Part 5](#) of the RFP):

- a) Bidder's letter of application (**Annex 1**).
- b) Conflict of interest declaration (**Annex 2**).
- c) Information about the bidder and Due Diligence (**Annex 3**).
- d) **Technical Proposal Submission Form (Annex 4)**, together with:
 - A **technical memo** of maximum 10 pages (excluding annexes) detailing:
 - i. Your organisation, resources and technical competencies particularly in R&D.
 - ii. The lots on which you wish to position yourself for all or part of the equipment and systems to be supplied.
 - iii. Your experience with the supply of similar goods and services.
 - iv. Your supply channels and your ability to deliver to the different locations mentioned in [Part 3 - §E](#).
 - v. For the proposed equipment and software / systems:
 - The product references (brand, model, origin, etc) and their compatibility with other equipment / software;
 - Their capacity for evolution / upgrades and R&D;
 - The alternative solutions / different options available that meet the same technical requirements;
 - The range of products you can supply with their technical characteristics and constraints;
 - Your feedback (examples of use in other contexts, tests carried out and results obtained...);
 - The languages in which the technical documentation can be provided;
 - The warranty coverage;
 - Your stock on hand, and delivery time when no stock is available;
 - The installation and maintenance support included, and repair times;
 - Where applicable, the cost of satellite communications and invoicing terms, and volume and type of data transmitted.
 - vi. At least 3 references for the supply of similar goods and services (name and contact of your customer, description of the goods and services, and amount of the contract).

- vii. The measures taken within your company in terms of environmental protection and sustainable development (choice of materials, recycling, etc.).
 - The **example of the PSA** (Preferred Supplier Agreement) amended if required.
- e) **Financial Proposal Submission Form (Annex 5)** completed—with the Unit Price Schedule in Excel format (Annex 5.1).

Your proposal must be submitted in **two separate emails**.

You must submit your **Technical Proposal** (Annexes 1 to 4, and all their supporting documents) in English as an attachment to one email. No financial information may appear in the technical proposal.

You must submit your **Financial Proposal** (Annexes 5 & 5.1) in a separate email. All prices in the proposal must be presented in USD. Your Financial proposal is to be password protected. SPC will request the password in the event that it is required.

Both emails are to be sent to procurement@spc.int with the subject line of your email as: **Submission RFP23-5308 – Selection of Preferred Suppliers to provide electronic buoys and other electronic equipment to be deployed on fishing vessels, FADs or other fishing gear.**

Your proposal must be received no later than **13/07/2023 by 4 pm, Nouméa Time**. Only one bid per bidder is permitted.

SPC will send a formal acknowledgement to each proposal received before the deadline.

SPC reserves the right to exclude from consideration any proposal not received by the deadline, with incomplete information or in incorrect form.

2.3 Clarifications

You may submit questions or seek clarifications on any issue relating to this RFP. The questions are to be submitted in writing to procurement@spc.int with the subject line: **Clarification RFP23-5308 – Selection of Preferred Suppliers to provide electronic buoys and other electronic equipment to be deployed on fishing vessels, FADs or other fishing gear.**

The deadline for submission of clarifications is **6/07/2023 by 4 pm, Nouméa Time**.

Details will be kept of any communications between SPC and bidders. This assists SPC to ensure transparency of the procurement process. While SPC prefers written communication in the RFP process, at any point where there is phone call or other conversation, SPC will keep a record or a file note of the exchange with prospective bidders.

2.4 Evaluation

Validity

Each proposal will be assessed for compliance with the submission requirements by the Bids Opening Committee. At this stage, basic due diligence will also be undertaken.

To assist in the examination, evaluation and comparison of proposals, SPC may ask the bidder for clarification of its proposal or additional information. The request for clarification will be in writing.

Technical

All valid proposals will be assessed against the technical evaluation criteria set out in [Part 4](#). The criteria are provided with weighted scores according to the relative importance of each. SPC will not change the evaluation criteria set out in the RFP at any stage of the procurement process. Any changes in the evaluation criteria will result in the RFP process being re-issued.

Bidders are expected to familiarise themselves with local conditions and take these into account in preparing their proposal. Where minimum qualifications are set as specific evaluation criteria, these could include educational qualification, professional accreditation or certification, licensing, experience and expertise.

Financial

Any bids that pass the minimum technical evaluation requirements will pass onto financial evaluation.

During the financial evaluation, if there is a discrepancy between the unit price and the total price, the lower price shall prevail. If there is a discrepancy between words and figures, the amount in words will prevail.

The total cost of the proposal, unless specified otherwise, is to be exclusive of any taxes in accordance with the applicable legislation and is not subject to revision during the first year of the contract.

2.5 Contract award

The purpose of this RFP is to implement Preferred Supplier Agreements (PSAs). An example of a PSA is attached to this RFP for information purposes.

SPC may award the contract once the Procurement Committee has determined that a bidder has met the prescribed requirements and the bidder's proposal has been determined to be the most responsive to the RFP documents, provide the best value for money and best serve the interests of SPC.

PSA are established for an initial period of one (1) year and may be renewed for a period not exceeding three (3) years, depending on the results and quality of the service provided.

SPC's [General Terms and Conditions of Contract](#) will apply to any contracts awarded under this RFP, unless otherwise agreed. **Any requests for amendments to the General Terms and Conditions of Contract and/or the contractual clauses of the PSA must be made when submitting the bid and attached to the Technical Proposal.**

In the absence of requests for changes, the General Conditions of Contract and the terms of the PSA contract shall be deemed to be known, understood and accepted by the bidder.

The award of the contract will be made by contract signed and dated by both parties.

2.6 Key dates

Please see the proposed procurement timetable in the table below. This timetable is intended as a guide only and while SPC does not intend to depart from the timetable, it reserves the right to do so at any stage.

STAGE	DATE
RFP advertised	1/06/2023
Deadline for seeking clarifications	6/07/2023
RFP Closing Date	13/07/2023 at 4 pm

2.7 Legal and compliance

Child and vulnerable adult protection: SPC is committed to the well-being of children and vulnerable adults. All SPC contractors are required to commit to the principles of SPC's Child and Vulnerable Adult Protection Policy ([XI.G Manual of Staff Policies](#)). Breach of this requirement can result in SPC terminating any contract with a successful bidder. Any allegations of potential misconduct in relation to this RFP involving children or vulnerable adults should be sent to complaints@spc.int.

Confidentiality: Unless otherwise agreed by SPC in advance or where the contents of the RFP are already in the public domain when **shared** with the bidder, bidders shall at all times treat the contents of the RFP and any related documents as confidential. SPC will also treat the information it receives from the bidders as confidential.

Conflict of interest: Bidders must take all necessary measures to prevent any situation of conflict of interest. You must notify SPC in writing as soon as possible of any situation that could constitute a conflict of interest during the RFP process. If you have any familial connection with SPC staff, this must be declared, and approval will then be sought for you to engage in the RFP process. Breach of this requirement can result in the exclusion of the bidder from the RFP process or in SPC terminating any contract with a successful bidder.

Cost of preparation of quotations: Under no circumstances will SPC be liable for any proposal submission costs, expenditure, work or effort that you may incur in relation to your provision of a proposal (including if the procurement process is terminated or amended by SPC).

Currency, validity, duties, taxes: Unless specifically otherwise requested, all proposals should be in USD and must be net of any direct or indirect taxes and duties and shall remain valid for 120 days from the closing date. The successful bidder is bound by their proposal for a further 60 days following notification they are the preferred bidder so that the contract may be awarded. No price variation due to escalation, inflation, fluctuation in exchange rates, or any other market factors shall be accepted at any time during this period.

Eligibility: Bidders are required to disclose to SPC whether they are subject to any sanction or temporary suspension imposed by any international organisation, or whether they are subject to bankruptcy proceedings. You may not be bankrupt or suspended, debarred, or otherwise identified as ineligible by any international organisation. Failure to disclose such information may result in debarment and termination of any contract issued to the bidder by SPC.

Fraud and corruption: SPC has zero tolerance for fraud and corruption. All contractors have an obligation to report potential fraud and corruption. Breach of this requirement can result in the exclusion of the bidder from the RFP process or in SPC terminating any contract with a successful bidder. Allegations of potential misconduct by an SPC staff member or contractor involving fraud or corruption can be sent to complaints@spc.int.

Good faith: The information in this RFP is provided by SPC in good faith. No representation, warranty, assurance or undertaking (express or implied) is or will be made, and no responsibility or liability will be accepted by SPC in relation to the adequacy, accuracy, completeness or reasonableness of this RFP or any information provided by SPC in relation to this RFP.

Modifications: Any clarifications, corrections or modifications will be published on the SPC website prior to deadline. In the event a bidder has submitted a bid before the clarification, correction or modification, the bidder will be informed and may modify the bid. The modified bid will still need to be received before the deadline.

No offer of contract or invitation to contract: This RFP is not an offer to contract or an invitation by SPC to enter into a contract with you.

Privacy: The bidder is to comply with the requirements of applicable legislation and regulatory requirements in force for the use of personal data that is disclosed for the purposes of this RFP. SPC will handle any personal information it receives under the RFP in line with its [Privacy Policy](#), and the [Guidelines for handling personal information of bidders and grantees](#).

Right to amend, seek clarity, withdraw, not award: SPC reserves the right to: (1) amend, add to or withdraw all or any part of this RFP at any time, or to re-invite bids on the same or any alternative basis; (2) seek clarification or documents in respect of any bidder's submission; (3) choose not to award a contract as a result of this RFP; (4) make whatever changes it sees fit to the timetable, structure or content of the procurement process, depending on approvals processes or for any other reason. Please note that while SPC will not change the evaluation criteria set out in the RFP without the RFP process being re-issued, SPC does reserve the right at the time of award of contract to vary the quantity of services and goods specified in the RFP and to accept or reject any proposal at any time prior to award of the contract without incurring any liability to the affected bidder or any obligation to inform the affected bidder/s of the grounds for SPC's action.

Right to disqualify: SPC reserves the right to disqualify: (1) any bidder that does not submit a proposal in accordance with the instructions in this RFP; (2) any bidder that misrepresents information to SPC; (3) any bidder that directly or indirectly canvasses any SPC employee concerning the award of a contract.

Use of material: Bidders shall not use the contents of the RFP or any related material for any purpose other than for the purpose of considering submitting, or submitting, a bid to SPC.

Warranty, representation, assurance, undertaking: The bidder acknowledges and agrees that no person has any authority to give any warranty, representation, assurance or undertaking on behalf of SPC in connection with any contract which may (or may not) follow on from this RFP process.

2.8 Complaints process

Bidders that consider they were not treated fairly during any SPC procurement process may lodge a protest. The protest should be addressed to complaints@spc.int. The bidder must provide the following information: (1) full contact details; (2) details of the relevant procurement; (3) reasons for the protest, including how the alleged behaviour negatively impacted the bidder; (4) copies of any documents supporting grounds for protest; (5) the relief that is sought.

Part 3: Specification of Goods

A. Background / Context

SPC is the Pacific Island region's principal technical and scientific organisation. It delivers technical, scientific, research, policy and training support to Pacific Island countries and territories in public health, geoscience, agriculture, forestry, water resources, disaster management, fisheries, education (community, TVET, quality and standards for all school levels), statistics, transport, energy, ICT, media, human rights, gender, youth and culture. For more information, visit www.spc.int.

Within SPC is the Oceanic Fisheries Programme (OFP) of the Fisheries, Aquaculture & Marine Ecosystems (FAME) Division, which has the goal of ensuring fisheries resources of the Pacific region are sustainably managed for economic growth, food security and environmental conservation. This specification fits within the OFP, and addresses the overall objective and the following key result areas:

- Objective 3 - Enhance data collection and provide data management services for fisheries, aquaculture, and marine ecosystems.
- Objective 4 - Provide scientific research, analysis, and advice for evidence-based fisheries management.

The OFP is the primary scientific services provider for the Western and Central Pacific Fisheries Commission (WCPFC). As part of this role, OFP is responsible for several regional scientific projects, including:

- WCPFC project 110: Non-entangling and biodegradable FAD trials in the Western and Central Pacific Ocean (WCPO).

The aim of this project is to test non-entangling and biodegradable drifting Fish Aggregating Devices (dFADs) in the WCPO purse seine tuna fishery to identify designs that achieve good fishing performance while reducing ecological impacts.

- WCPFC project 42: Pacific Tuna Tagging Program (PTTP).

SPC undertakes annual tuna tagging cruises within the Western and Central Pacific Ocean. This long-term data set has provided crucial data for the assessment of regional tuna stocks since 2006.

- Analyses of echosounder and trajectory data from satellite and echosounder buoys attached to drifting FADs.

The aim of this project is to better characterise dFAD use by purse seine companies, as well as understand tuna aggregation processes around dFADs.

Other projects implemented by SPC OFP also include:

- The HI FAD project.

The aim of this project is to compare different ocean monitoring technologies for improving food security in small scale fisheries, reductions in marine pollution due to detachment of fish aggregating devices, and greater understanding of coastal tuna movements.

- Re-use of satellite echosounder buoys found stranded.

As part of the regional stranded FAD data collection programme, a scheme to re-use satellite echosounder buoys is being developed. Satellite and echosounder buoys, the software to access data in real time and the compilation of data derived from it, are essential components of all the projects listed above.

- Developing standards for assessing the accuracy of fish length measurements produced using imagery based electronic monitoring (EM) systems onboard fishing vessels.

It is broadly agreed by the SPC members that EM systems onboard fishing vessels is a new fishery monitoring tool in complement to existing monitoring solutions. These include the continued monitoring of fishing vessels by onboard observers. Both EM and observers can be used to produce fish length measurements. Integrating length measurements from both methods for stock assessment and scientific purposes requires an in-depth understanding of what characterises an EM length measurement (i.e. the accuracy). This will in turn allow to calibrate EM length measurements with observer length measurements.

- Developing a regional digital library of images annotated for use with Artificial Intelligence (AI), Machine Learning (ML) and Deep Learning (DL) software.

The most time consuming (and costly) process in producing EM data is the analysis of EM records by EM analysts to produce EM data. Several EM service providers have developed AI, ML and DL software which can be used to assist EM analysts in making their work more efficient. For these model based tools to work well, there needs to be a reference database of images that are annotated. There is an opportunity for SPC to collaborate with its members to develop this digital library ([See IP 2 - presented during HoF 14 in 2022](#)).

Within SPC, the Geoscience, Energy and Maritime Division (GEM) uses scientific and technical innovations to develop solutions that help overcome development challenges in the Pacific. Our strength comes from an innate understanding of the region built upon the scientific and technical expertise of almost 50 years working alongside Pacific people, governments and partners.

The Division supports Pacific Countries and Territories by developing critical data, applied science and technical solutions to overcome challenges faced by our members. GEM division help create relevant development solutions across areas such as disaster & climate resilience, water security, ocean science, built environment, energy security, applied geoscience, risk & hazard assessment, geoinformatics, early warning system and earth observation.

B. Functional Specifications

The selected companies will provide the following goods and services to SPC FAME (OFP and CFAP) and GEM:

- **Satellite buoys (Lot 1)**

These buoys can be attached to drifting or anchored FADs and other fishing gear, for fishing and scientific purposes. These are fundamental equipment used by scientists and/or their partner fishing companies to assess the position of FADs and other fishing gear.

- **Satellite and echosounder buoys (Lot 1)**

These buoys can be attached to drifting or anchored FADs and other fishing gear, for fishing and scientific purposes. These are fundamental equipment used by scientists and/or their partner fishing companies to assess tuna aggregation and its process, and provide key guidance to fishers to increase catch rates of tuna and other species.

- **Related software to access the echosounder and position data (Lot 1)**, in real time or with a delay.

Software to access and follow a FAD's position and amount of fish biomass aggregated, through detection from the attached buoy.

- **Extraction and support for data related to echo sounder and trajectories (Lot 1)**

Data to be extracted and provided to SPC can be derived from satellite echosounder buoys purchased by SPC or its partners with the projects specified above and with the authorisation from the owner, if different from SPC.

- **Maritime satellite communication systems (Lot 2)**

To stay connected in the high seas, platforms used to implement at sea field work need mobile maritime technologies and connectivity services linked to a reliable satellite network with full coverage of the Pacific area. Connectivity needs to be secured with spending controls, remote updates and bug fixes. Onboard wifi network should also be integrated.

- **Imagery based electronic monitoring systems (Lot 3)**

These systems are installed onboard fishing vessels and generally consist of a central processing unit (computer and storage devices), several connected cameras, geo-positioning, sensors, and satellite-transmission devices.

This equipment allows the production of Electronic Monitoring RECORDS.

- **EM records analysis systems installed in Data Review Centres (DRC) (Lot 3)**

This equipment allows EM analysts to produce EM DATA. This process can be undertaken in DRC established in member countries (where national EM analysts do this work), in DRC established by EM service providers (the work is contracted out), and there are options for establishing a DRC in SPC offices.

- **Hardware, software and services for annotating digital images for AI, ML and DL model tools (Lot 3)**

There are many image annotation companies providing annotation services for AI, ML and DL. In the first phase of developing a regional database, SPC will be seeking existing products and/or services. A second phase might see SPC procuring specific hardware and software to annotate and store these types of images.

- **Wave buoys (Lot 4)**

This equipment will be procured to support ocean monitoring services.

The wave buoys will enable National Meteorological Services (NMSs) to access real-time wave information to ascertain ocean prediction and warning services as well as provide their ocean stakeholders with real-time wave products to support a wide range of ocean and coastal activity planning. Coupled with a FAD system, the wave buoy will provide ocean users and Fisheries departments with relevant information on the FAD pattern and the sea state condition at the FAD site, improving safety at sea.

They can come as a stand-alone system or coupled with additional sensors such as Pressure, Barometric or Sea Surface Temperature sensors combined in different ways.

- **Acoustic Doppler wave and current profiler (Lot 4)**

The instruments will be deployed at a water depth of around 20 meters for a minimum of six months at a time without battery replacement, data download, or cleaning of the sensors (i.e. to clean sensors from bio-fouling).

The following requirements are to be taken into consideration:

- The installation must be capable of withstanding the worst environmental conditions (i.e. storms, tides, etc) likely to be encountered.
- The recorder must be capable of sampling wave conditions at a minimum frequency of 1 measurement per three hours.
- The power supply must be sufficient to sample at this rate for a minimum of 6 months without replacing battery packs.
- If this requirement can only be met by using external battery packs, their cost should be included in the quote.
- The recorder must be able to store all the recorded data for the entire period of the deployment.

- **Pressure loggers (Lot 4)**

The instruments will be deployed at a water depth of around 20 meters for a minimum of six months at a time without battery replacement, data download, or cleaning of the loggers (i.e. to clean loggers from bio-fouling).

The following requirements are to be taken into consideration:

- The installation must be capable of withstanding the worst environmental conditions (i.e. storms, tides, etc) likely to be encountered.
- The recorder must be capable of sampling water depth at a minimum frequency of 1 measurement per second (1 Hz).
- The power supply must be sufficient to sample at this rate (1 Hz) for a minimum of 6 months without replacing battery packs.
- If this requirement can only be met by using external battery packs, their cost should be included in the quote.
- The recorder must be able to store all the recorded data for the entire period of the deployment.

C. Design Specifications

The selected companies will provide the following goods and services to SPC FAME (OFP and CFAP) and GEM:

- **Satellite buoys (Lot 1)**

Buoys equipped with solar panels and satellite transmission (GPS) to allow remote localisation.

- **Satellite and echosounder buoys (Lot 1)**

Buoys equipped with solar panels, satellite transmission (GPS) to allow remote localisation, and echosounder to estimate the amount of fish aggregated under the buoy.

- **Related software to access the echosounder and position data (Lot 1)**

Software to access and follow a FAD's position and amount of fish biomass aggregated, through detection from the attached buoy.

- **Extraction and support for data related to echo sounder and trajectories (Lot 1)**

Buoy brands and software need to reflect and be compatible with the ones used by purse seiners in the Pacific Ocean.

- **Maritime satellite communication systems (Lot 2)**

Global coverage. Standard IP data and streaming. Stable and secure mail service, IOP data transfer and management, firewall high-speed secured wifi network, self-service portal, spending control. IMO approved GMDSS safety system (distress and safety communications).

- **Imagery based electronic monitoring systems (Lot 3)**

Imagery based **electronic** monitoring systems installed onboard fishing vessels generally consist of a central processing unit (computer and storage devices), several connected cameras, geo-positioning, sensors, and satellite-transmission devices.

- **EM records analysis systems installed in Data Review Centres (DRC) (Lot 3)**

This includes hardware (computer, screen, keyboard and mouse) and software. Software can either be locally based on a computer or cloud based.

- **Hardware, software and services for annotating digital images for AI, ML and DL model tools (Lot 3)**

This includes hardware (servers, storage devices, computer, screen, keyboard and mouse) and software. Software can either be locally based on a computer or cloud based.

- **Wave buoys (Lot 4)**

The wave buoy system must be light-weight to ensure reduced mobilisation and deployment cost and designed to sustain medium to long-term deployment at sea.

The system must satisfy requirements for maritime buoyage system under the International Association of Marine Aids and Lighthouse Authorities (IALA).

With NMS' limited capacity to operate and maintain ocean observation systems, the wave buoys should be an off-the-shelf system requiring minimal calibration and maintenance effort to contribute towards the sustainability of the system and the continuity of NMS' Ocean wave monitoring services.

The wave buoy system should include a GPS device enabling geo-tracking and geofencing capability.

Finally, the system's power source should enable a minimum of 6 months' deployment at an integration time of 60 minutes.

- **Acoustic Doppler wave and current profiler (Lot 4)**

The profiler must be able to operate at a maximum water depth of at least 20 meters.

The wave recorder must measure and record the wave conditions (i.e. directional wave spectrum and parametric wave conditions such as significant wave heights, wave direction, wave period) at a minimum sampling rate of 1 measurement per three hours and measure the current profile every 20 minutes.

The recorder must have sufficient data storage available to record a minimum of 6 months of measured data.

The recorder must have sufficient power supply to record data for a minimum of 6 months at the desired sampling frequency.

- **Pressure loggers (Lot 4)**

The recorder must be able to operate at a maximum water depth of at least 20 meters.

The pressure logger must measure and record the water depth at a minimum sampling rate of 1 Hz.

The recorder must have sufficient data storage available to record a minimum of 6 months of measured data.

The recorder must have sufficient power supply to record data for a minimum of 6 months at the desired sampling frequency.

The recorder should measure and record non-directional parametric wave data at a minimum sampling rate of 1 wave measurement (significant wave height, wave period) per 3 hours.

D. Technical Specifications

- **Satellite buoys (Lot 1)**

Transmission of position data should be of at least 1 time per hour.

Buoys can include batteries or present solar panels only.

- **Satellite and echosounder buoys (Lot 1)**

Echosounder can be single or double frequency.

Transmission of position data should be of at least 1 time per hour.

Transmission of echosounder data should be of at least 3 times per day.

Satellite transmission should be of at least 1 position per hour.

Buoys can include batteries or present solar panels only.

Buoys should also include additional sounder to record temperature, tilt or shock on the buoy.

- **Related software to access the echosounder and position data (Lot 1)**

Trajectory and echosounder data can be accessed by scientists in real time for buoys currently at-sea or for buoys previously deployed and showing historical patterns.

- **Extraction and support for data related to echo sounder and trajectories (Lot 1)**

Data should be extracted and transmitted in a CSV format.

Simultaneous access to satellite voice and standard IP data. Minimum speed 250 kbps.

Firewall with data/call management from vessel and onshore offices. Wifi hotspots capabilities.

- **Maritime satellite communication systems (Lot 2)**

Simultaneous access to satellite voice and standard IP data. Minimum speed 250 kbps.

Firewall with data/call management from vessel and onshore offices. Wifi hotspots capabilities.

- **Imagery based electronic monitoring systems (Lot 3)**

Installed onboard fishing vessels, they generally consist of a central processing unit (computer and storage devices), several connected cameras, geo-positioning, sensors, and satellite-transmission devices.

- **EM records analysis systems installed in Data Review Centres (DRC) (Lot 3)**

This includes hardware (computer, screen, keyboard and mouse) and software. Software can either be locally based on a computer or cloud based.

- **Hardware, software and services for annotating digital images for AI, ML and DL model tools (Lot 3)**

This includes hardware (servers, storage devices, computer, screen, keyboard and mouse) and software. Software can either be locally based on a computer or cloud based.

- **Wave buoys (Lot 4)**

Requirements are as shown below, with an option for additional sensors (such as Pressure, Barometric or Sea Surface Temperature sensors combined in different ways).

Functional Area	Parameter	Requirement
Range	Wave period	<ul style="list-style-type: none"> • 1s to 30s • 0.1s resolution
	Wave direction	<ul style="list-style-type: none"> • 0-360 degrees • 1 degree resolution
	Wave amplitude	<ul style="list-style-type: none"> • Wave heights (Hs) up to 20m during tropical cyclone conditions • 0.1m resolution
Sensor	Position	GNSS
	Motion	Inertial measurement unit
	Output rate	Minimum frequency of 2Hz
	Processing	<ul style="list-style-type: none"> • Onboard processing • Integration time from 5 – 60 minutes
	Calibration	Sensor(s) do not need calibration
Sensor (Optional)	Temperature	<ul style="list-style-type: none"> • Onboard sensor • 0.1 degree accuracy
	Pressure	<ul style="list-style-type: none"> • Onboard sensor • 1 mbar accuracy
Data Recording	Data types	Wave height, period, direction, and position

Functional Area	Parameter	Requirement
	Logging	removable flash memory card
	Statistics	<ul style="list-style-type: none"> • System capable to have on-board analysis with a frequency resolution of 0.01HZ, and capability to calculate, store and transmit: <ul style="list-style-type: none"> ○ Significant wave height ○ Mean wave direction ○ Peak wave direction ○ mean directional spread ○ peak direction spread ○ mean wave period ○ peak wave period ○ directional wave spectra
	Storage	logging unit must have sufficient memory to support minimum of 12 months deployment at an integration time of 60 minutes
	Output File	<p>Internal output file is to be text based and contain, as a minimum, the following metadata:</p> <ul style="list-style-type: none"> • User details • Software version (both sensor and interface software) • Log file details, including: <ul style="list-style-type: none"> • Site Name • Log file time zone • Log file start/stop details • Logging mode details • Log notes (e.g. date/time of download, battery/memory remaining) • Sensor details • Model & Serial Number
Communication		<ul style="list-style-type: none"> • Data can be sent through IRIDIUM package or through cellular connection. Communication technology should be specified, and related cost mentioned.
Power Source	Battery	<ul style="list-style-type: none"> • On-board battery must be rechargeable
	Solar	<ul style="list-style-type: none"> • Battery recharged by integrated solar panels • sufficient to support 12 months deployment at 60 minutes integration, logging and transmission configuration
Environmental	Materials	Marine grade plastics
	Mooring	Must have provisions to be moored
	Depth rating	30m
	Flashing light	<ul style="list-style-type: none"> • Must satisfy IALA requirements
Notifications	Tracking	<ul style="list-style-type: none"> • Send alert via email if buoy starts moving out of pre-determined area (geofencing capability) • Send real time updates on current geographic location via email or dashboard
Validation	Field validation	<ul style="list-style-type: none"> • System must have undergone comparison test with other commercial system during co-located field test

Functional Area	Parameter	Requirement
		<ul style="list-style-type: none"> • Test data, results and report must be available
	Lab validation	<ul style="list-style-type: none"> • Must have undergone motion testing in controlled conditions • Test data, results and report must be available • Factory certificate must be supplied
Interface	Software	<ul style="list-style-type: none"> • User software is to have following capabilities: <ul style="list-style-type: none"> ○ MS Windows 10 compliant ○ Intuitive GUI (dashboard)
	Cable	<ul style="list-style-type: none"> • Interface/download cable • Robust connectors, compatible with computer USB interface (or complete with adaptors if non-standard)
	Communication	<ul style="list-style-type: none"> • Two-way communication via Iridium satellite • Capable to transmit real-time wave statistics and positional tracking data • Ability to accept changes to user settings remotely over satellite link • On/off switching without use of direct cable connection (e.g. swiping by magnet)
Warranty	Warranty Period	Minimum 3-year warranty

Functional Area	Parameter	Requirement
Smart mooring with temperature sensors only (2 units for lot2 and 1 unit for lot3 as per Section B.)		<ul style="list-style-type: none"> • Suitable for deployment at 30m depth • 3 temperature loggers located along the smart mooring cable (top, middle, bottom) • 0.1-degree accuracy
Smart mooring with temperature sensors and pressure sensor. (1 unit for lot3 as per Section B)		<ul style="list-style-type: none"> • Suitable for deployment at 30m depth • 3 temperature loggers located along the smart mooring cable (top, middle, bottom) • Temperature sensor with 0.1-degree accuracy • 1 pressure sensor located at the bottom of the mooring • Pressure sensor with a 1 mbar accuracy

- **Acoustic Doppler wave and current profiler (Lot 4)**

Specific requirements of the acoustic Doppler wave and current profiler	
Power requirements (deployment duration)	Full directional wave spectra every 3 hours and current profile every 20 minutes for >180 days (include costs of external battery packs if required)
Storage	3 hourly directional wave spectra and current profile every 20 minutes for > 180 days
Clock drift/accuracy	< ± 90 seconds/year
Depth rating	Operational at 15-25 m
Temperature rating	Operational at 15-30 degrees Celcius
Bottom frame for deployment required?	Yes, include in quote
Tilt	
Accuracy/Resolution	≤ 0.5 degrees
Compass	
Accuracy	2 degrees
Pressure	
Range	Operational at 15 m or deeper (max. depth 30 m)
Accuracy/Precision	0.1 %
Wave measurements	
Range	Operational at 15 m or deeper (max. depth 30 m)
Min. accuracy/Resolution (Significant wave height)	≤ 2 cm
Min. accuracy/Resolution (Wave direction)	≤ 2 degrees
Min. period range	2-30 seconds
Full directional wave spectrum	yes
Current profile	
Customizable depth cell size	yes
Min. number of cells	20 at deployment depth of 20 m (i.e. 1 m bin sizes)
Min. velocity resolution	0.5 cm/s
Min. accuracy	< ± 0.5 % of measured value

- **Pressure loggers (Lot 4)**

Specific requirements of the underwater pressure logger	
Power requirements	Operational for > 180 days at 1 Hz continuous sampling
Storage	Minimum of 15,552,000 readings/measurements
Clock drift/accuracy	< ± 90 seconds/year
Depth rating	Operational at 20 m
Temperature rating	Operational at 15-30 degrees Celcius
Depth resolution	< 0.001%
Depth accuracy	< 0.1%
Continuous sampling possible	yes
Burst sampling possible	yes
Wave burst and tidal averaging possible	yes
Minimum tide sampling rate	1 Hz continuous sampling
Minimum tide averaging period	5 minutes
Minimum wave sampling rate	1 Hz continuous sampling
Minimum wave burst sampling	1800 samples (at a minimum rate of 1 Hz)

E. Terms and conditions of the contract

Delivery Requirements

Delivery or pick-up should be possible for any major port in the Pacific, including but not limited to:

- Noumea (New Caledonia)
- Honolulu (Hawaii, US)
- Pohnpei (Federated States of Micronesia)
- Majuro (Republic of the Marshall Islands)
- Pago Pago (American Samoa)
- Tarawa and Kiritimati (Kiribati)
- Port Moresby (Papua New Guinea)
- Noro and Honiara (Solomon Islands)
- Papeete (French Polynesia)
- Apia (Samoa)
- Avatiu (Cook Islands)
- Nadi and Suva (Fiji Islands)
- Funafuti (Tuvalu)
- Alofi (Niue)
- Port Vila (Vanuatu)

Delivery is understood to be at least in accordance with the CIF incoterm.

SPC reserves the right to specify for each order:

- A different incoterm depending on the legislation applicable in the country of destination and the privileges and immunities it enjoys in that country (this incoterm could include customs clearance).
- Coverage of the last kilometre.

Ordering Process

The proposed contract is a Preferred Supplier Agreement (PSA). This contract does not represent a commitment to order the defined goods (in terms of quantity and frequency). Orders placed under this PSA will be triggered at the discretion of SPC.

The PSA specifies the contractual conditions that will govern the relationship between the selected contractor(s) and SPC for the supply of the goods mentioned.

Reporting Arrangements

The follow-up of the PSA is managed by either Dr. Lauriane Escalle (Senior Fisheries Scientist), Bruno Leroy (Team Leader - Fisheries Monitoring Science), Malo Hosken (Regional E-Reporting Coordinator), Herve Damlamian (Team Leader Ocean Prediction and Monitoring) or Adrien Lauranceau-Moineau (Team Leader - Technical Assessment).

A review of the PSA will be carried out at least annually in order to (non-exhaustive list):

- Make a qualitative and quantitative assessment of the work done;
- Discuss the positive points and areas for improvement of the goods supply;
- Identify the difficulties encountered (both operational and contractual);
- Discuss the orders for the coming year if the PSA is renewed.

For each order, the SPC representative is defined and the selected contractor(s) will work under its responsibility.

The SPC representative is the only one entitled to validate, coordinate and supervise the necessary interventions, reports and schedules.

F. Schedule

The PSA implemented with the successful contractor(s) shall be established for an initial period of one (1) year. It may be renewed for a period not exceeding three (3) years depending on the results and quality of the goods supplied.

During this period, the schedules for orders covered by the PSA shall be drawn up by the SPC representative.

G. Scope of Bid Price

The Contractor defines the prices for the supply of the goods that may be ordered under the Contract by means of the Unit Price Schedule provided in Annex 5.1.

Prices are quoted exclusive of taxes & inclusive of taxes. The price to be applied will be defined at the time of the order according to the place of delivery and the privileges and immunities available to the SPC at destination.

The freight cost will be provided separately depending on the place of delivery.

Payment Schedule

For each order, payments will be done according to the following terms:

Milestone/deliverables	% payment
Before production (upon receipt of Purchase Order)	40 %
After production/time of shipment (upon confirmation of bill of lading)	30 %
After delivery (upon confirmation of receipt of products)	30 %

The Contractor shall indicate in its proposal the payment terms it wishes to apply, if they differ from the above or for particular goods.

SPC reserves the right to specify for each order:

- An appropriate payment schedule;
- A complementary financial guarantee.

Final payment for goods delivered under the contract will only be made upon confirmation of receipt of the goods, formalised through a delivery note without reservations signed by the local SPC representative.

Upon receipt of the invoice(s), SPC will process payments in accordance with SPC's 30-day payment terms for suppliers.

Price Revision

During the first year of the PSA, no price adjustments are foreseen.

At the end of the first year, an update of the prices may be requested and justified with the appropriate documents (reference index, inflation...). SPC reserves the right to grant this request.

Part 4: PROPOSAL EVALUATION MATRIX

4.1 Evaluation Criteria & Score Weight

A two-stage procedure will be utilised to evaluate the proposals, with evaluation of the Technical Proposal being completed prior to any Financial Proposal being opened and compared.

The competencies which will be evaluated are detailed in [Part 3](#).

The evaluation matrix below also reflects the obtainable score specified for each evaluation criterion (technical requirement) which indicates the relative significance or weight of the items in the overall evaluation process.

The technical component, which has a total possible value of **600 points**, will be evaluated using the following criteria.

Evaluation criteria	Score Weight (%)	Points obtainable
Organisational requirements:		
<ul style="list-style-type: none"> All the documents required for the technical and financial offer (Cf. Part 2 - §2.2) 	Mandatory requirements Bidders will be disqualified if any of these requirements are not met	
Technical requirements: Common criteria		
Supply capacity:		
<ul style="list-style-type: none"> Stock availability and delivery time 10% Delivery to the different locations mentioned in Part 3 - §E 10% References 10% 	30 %	180
Local implementation & ESR:		
<ul style="list-style-type: none"> Supply chains and local presence (offices) 5% Environmental protection and sustainable development measures 5% 	10 %	60
Technical requirements: Specific criteria		
Equipment / Software / Systems:		
<ul style="list-style-type: none"> Product references (brand, model, origin, etc) and compatibility with other equipment / software 10% Capacity for evolution / upgrades and R&D 10% Alternative solutions / different options / range of products available 10% Feedback (examples of use in other contexts, tests carried out and results obtained...) 10% 	40 %	240
Associated services:		
<ul style="list-style-type: none"> Technical documentation languages 5% Warranty coverage 5% Installation and maintenance support included, and repair times 5% Cost of satellite communications and invoicing terms, and volume and type of data transmitted, where applicable 5% 	20 %	120
Total Score (common criteria + average of specific criteria)	100 %	600
Qualification Score	70 %	420

4.2 Financial Evaluation

The financial component of the proposal will be scored on the basis of overall costs for the delivery of the goods and financial incentives and benefits provided to SPC. The lowest financial proposal will be awarded maximum **400 points** and other financial offers and incentives will be awarded points as per the formula below:

$$\text{Financial Proposal score} = (\text{Lowest Price} / \text{Price under consideration}) \times 400$$

The Financial Proposal must be protected by a password and include:

- The Financial Proposal Submission Form (Annex 5) in a stamped and signed .pdf version;
- The completed Unit Price Schedule (Annex 5.1):
 - In Excel format.
 - In .pdf version stamped and signed.

Prices are quoted exclusive & inclusive of taxes. The price to be applied will be defined at the time of the order according to the place of delivery and the privileges and immunities available to the SPC at destination.

As we do not currently have information on estimated quantities or specific delivery locations, please provide unit prices excluding freight costs for the supply of the proposed goods in the Annex 5.1 Unit Price Schedule, advise when minimum order quantities are applicable, and indicate the origin or ex-works location of the goods.

The Bidder shall indicate the payment terms it wishes to apply in its Financial Proposal.

The financial evaluation will be carried out on unit prices exclusive of taxes and freight costs.

Part 5: PROPOSAL SUBMISSION FORMS

Annex 1: BIDDER'S LETTER OF APPLICATION

Dear Sir /Madam:

Having examined the Solicitation Documents, the receipt of which is hereby duly acknowledged, we the undersigned, offer to supply the required goods for the sum as may be ascertained in accordance with the Financial Proposal attached herewith and made part of this proposal.

We acknowledge that:

- SPC may exercise any of its rights set out in the Request for Proposal documents, at any time;
- The statements, opinions, projections, forecasts or other information contained in the Request for Proposal documents may change;
- The Request for Proposal documents are a summary only of SPC's requirements and is not intended to be a comprehensive description of them;
- Neither the lodgement of the Request for Proposal documents nor the acceptance of any tender nor any agreement made subsequent to the Request for Proposal documents will imply any representation from or on behalf of SPC that there has been no material change since the date of the Request for Proposal documents, or since the date as at which any information contained in the Request for Proposal documents is stated to be applicable;
- Excepted as required by law and only to the extent so required, neither SPC, nor its respective officers, employees, advisers or agents will in any way be liable to any person or body for any loss, damage, cost or expense of any nature arising in any way out of or in connection with any representations, opinions, projections, forecasts or other statements, actual or implied, contained in or omitted from the Request for Proposal documents.

We undertake, if our proposal is accepted, to commence and complete delivery of all items in the contract within the time frame stipulated.

We understand that you are not bound to accept any proposal you may receive and that a binding contract would result only after final negotiations are concluded on the basis of the Technical and Financial Components proposed.

For the Bidder: *[insert name of the company]*

Signature:

Name of the Bidder's representative: *[insert name of the representative]*

Title: *[insert Title of the representative]*

Date: *[Click or tap to enter a date]*

Annex 2: CONFLICT OF INTEREST DECLARATION

INSTRUCTIONS TO BIDDERS

What is a conflict of interest?

A conflict of interest may arise from economic or commercial interests, political, trade union or national affinities, family, cultural or sentimental ties, or **any other type of relationship or common interest between the bidder and any person connected with the contracting authority** (SPC staff member, consultant or any other expert or collaborator mandated by SPC).

Always declare a conflict

The existence of a potential or apparent conflict of interest does not necessarily prevent the bidder concerned from taking part in a tender process. **However, the declaration of the existence of such a conflict by the persons concerned is essential and allows SPC to take appropriate measures to mitigate it and prevent the associated risks.**

Bidders are therefore invited to declare any situation, fact or link which, to their knowledge, could generate a real, potential or apparent conflict of interest.

Declaration at any time

Conflicts of interest may arise at any time during the procurement process or the implementation of a contract (e.g. new partner in the project) or as a result of a change in personal life (e.g. marriage, inheritance, financial transaction, creation of a company). If such a relationship is found and could be perceived by a reasonable person as likely to influence a decision, a declaration of the situation is necessary. In case of doubt, a conflict situation must be declared.

Declaration for any person involved

A declaration must be completed for each person involved in the tender (principal representative of the bidder, possible subcontractors, consultant, etc.)

Failure

Failing to declare a potential conflict of interest may result in the bidder being refused a contract or placed on SPC's list of non-responsible suppliers.

DECLARATION

I, the undersigned, *[name of the representative of the Bidder]*, acting in the name and on behalf of the company *[name of the company]*, declare that:

<input type="checkbox"/>	To my knowledge, I am not in a conflict-of-interest situation
<input type="checkbox"/>	There is a potential conflict of interest with regard to my <i>[Choose an item]</i> . relationship with <i>[name of the person concerned]</i> in his or her capacity as <i>position/role/personal or family link with the person concerned</i> , although, to the best of my knowledge, this person is not directly or indirectly involved in any stage of the procurement process
<input type="checkbox"/>	I may be in a conflict of interest with regard to my <i>[Choose an item]</i> relationship with <i>[name of the person concerned]</i> in his or her capacity as <i>position/role/personal or family link with the person concerned</i> , as this person is, to the best of my knowledge, directly or indirectly linked to the procurement process
<input type="checkbox"/>	To my knowledge, there is another situation that could potentially constitute a conflict of interest: <i>[Describe the situation that may constitute a conflict of interest]</i>

In addition, I undertake to:

- declare, without delay, to SPC any situation that constitutes a potential conflict of interest or is likely to lead to a conflict-of-interest;
- not to grant, seek, obtain or accept any advantage, whether financial or in kind, to or from any person where such advantage constitutes an unfair practice or an attempt at fraud or corruption, directly or indirectly, or constitutes a gratuity or reward related to the award of the contract;
- to provide accurate, truthful and complete information to SPC in connection with this procurement process.

I acknowledge that I and/or my company and/or my business partners who are jointly and severally bidding on the **RFP 23-5308** may be subject to sanctions such as being placed on SPC's list of non-responsible vendors, if it is established that false statements have been made or false information has been provided.

For the Bidder: *[insert name of the company]*

Signature:

Name of the representative: *[insert name of the representative]*

Title: *[insert Title of the representative]*

Date: *[Click or tap to enter a date]*

Annex 3: INFORMATION ABOUT THE BIDDER AND DUE DILIGENCE

Please complete the following questionnaire and provide supporting documents where applicable.

VENDOR INFORMATION			
Are you already registered as an SPC vendor?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
If 'No', please complete the form. If 'Yes', do you have any information to update?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
If 'Yes', please complete the form. If 'No', sign directly the form without completing it			
1. Please provide information related to your entity.			
Company name	[Enter company name]	Address	[Enter address]
Director/CEO	[Enter name of the executive person]	Position	[Enter position of the executive person]
Business Registration/License number	[Enter company registration/license number (or tax number)]		
Date of business registration	[Enter date of business registration]		
Country of business registration	[Enter country of business registration]		
Status of the entity:			
<input type="checkbox"/> For-profit entity (company), <input type="checkbox"/> NGO, <input type="checkbox"/> International organisation, <input type="checkbox"/> Government body, <input type="checkbox"/> University, <input type="checkbox"/> Association, <input type="checkbox"/> Research Institute, <input type="checkbox"/> Other: [insert details]			
2. Please provide the following documents (or any other relevant documents according to your national legislation) to verify the legal existence of the entity, the authority of its officer and proof of its address:			
<input type="checkbox"/> Evidence of the power of attorney or board resolution granted to the officer to transact business on its behalf or any other document delegating authority <input type="checkbox"/> Certificate of business registration/license <input type="checkbox"/> Memorandum, Articles or Statutes of Association <input type="checkbox"/> Telephone or electricity bill in the name of the entity <input type="checkbox"/> Bank statement bearing the name of the entity			
3. How many employees does your company and its subsidiaries have?		[provide answer]	
4. Do you have professional insurance against all risks in respect of your employees, sub-contractors, property and equipment?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
5. If 'no', what type of business insurance do you have?		[provide answer]	
6. Are you up to date with your tax and social security payment obligations?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
7. Is your entity regulated by a national authority?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
If you answered 'yes', please specify the name:		[Insert name of the national regulation authority]	
8. Is your entity a publicly held company?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
9. Does your entity have a publicly available annual report?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
Please send SPC your audited financial statement from the last 3 financial years if available			

DUE DILIGENCE			
10. Does your entity have foreign branches and/or subsidiaries?		<input type="checkbox"/> Yes	<input type="checkbox"/> No
If you answered 'yes' to the previous question, please confirm the branches.			
• Head Office & domestic branches		<input type="checkbox"/> Yes	<input type="checkbox"/> No
• Domestic subsidiaries		<input type="checkbox"/> Yes	<input type="checkbox"/> No
• Overseas branches		<input type="checkbox"/> Yes	<input type="checkbox"/> No
• Overseas subsidiaries		<input type="checkbox"/> Yes	<input type="checkbox"/> No

11. Does your entity provide financial services to customers determined to be high risk including but not limited to:					
Foreign Financial Institutions	<input type="checkbox"/> Yes	<input type="checkbox"/> No	Casinos	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Cash Intensive Businesses	<input type="checkbox"/> Yes	<input type="checkbox"/> No	Foreign Government Entities	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Non-Resident Individuals	<input type="checkbox"/> Yes	<input type="checkbox"/> No	Money Service Businesses	<input type="checkbox"/> Yes	<input type="checkbox"/> No
<input type="checkbox"/> Other, please provide details:			[Provide details]		
12. If you answered 'yes' to any of the boxes in question 11, does your entity's policies and procedures specifically outline how to mitigate the potential risks associated with these higher risk customer types?				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If you answered 'yes', please explain how:				[Provide explanation]	
13. Does your entity have a written policy, controls and procedures reasonably designed to prevent and detect fraud, corruption, money laundering or terrorist financing activities?				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If 'yes', please send SPC your policy in English.					
14. Does your entity have an officer responsible for anti-corruption, or anti-money laundering and counter-terrorism financing policy?				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If yes, please state that officer's contact details:			[Insert name and contact details of your officer in charge]		
If 'no', what process does your entity have in place to prevent and detect money laundering or terrorist financing activities?				[provide answer]	
15. Has your entity or any affiliated entity ever filed for bankruptcy?				<input type="checkbox"/> Yes	<input type="checkbox"/> No
16. Have any of the entity's current or former directors or CEO filed for bankruptcy?				<input type="checkbox"/> Yes	<input type="checkbox"/> No
17. Has your entity ever been the subject of any investigations or had any regulatory or criminal enforcement actions resulting from violations of any laws or regulations, including those relating to money laundering or terrorism financing?				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If you answered 'yes', please provide details:			[Provide details]		
18. Has the director or CEO of your entity ever been the subject of any investigations or had any regulatory or criminal enforcement actions resulting from violations of any laws or regulations, including those relating to money laundering or terrorism financing?				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If you answered 'yes', please provide details:			[Provide details]		

SOCIAL AND ENVIRONMENTAL RESPONSIBILITY (SER)

19. Does your entity have a written policy, controls and procedures to implement its Social and Environmental Responsibility (SER) commitments?				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If yes, please send SPC your policy in English.					
Does your Policy cover the followings?					
<input type="checkbox"/> Child protection <input type="checkbox"/> Human rights <input type="checkbox"/> Gender equality <input type="checkbox"/> Social inclusion <input type="checkbox"/> Sexual harassment, abuse or exploitation <input type="checkbox"/> Environmental responsibility					
Please, outline the major actions you have undertaken in these areas:			[provide answer]		
20. Does your entity have an officer responsible for Social and Environmental Responsibility (SER)?				<input type="checkbox"/> Yes	<input type="checkbox"/> No
If yes, please state that officer's contact details:			[Insert name and contact details of your officer in charge]		
If 'no', what process does your entity have in place to ensure your social and environmental responsibility?				[provide answer]	

I declare that the particulars given herein above are true, correct and complete to the best of my knowledge, and the documents submitted in support of this form are genuine and obtained legally from the respective issuing authority.

I declare that none of the funds received or to be received by my company will be used for criminal activities, including financing terrorism or money laundering.

By sending this declaration to SPC, I agree that my business and personal information may be used by SPC for due diligence purposes. I also understand and accept that SPC will treat any personal information it receives in connection with my proposal in accordance with its [Privacy Policy](#), and the [Guidelines for handling personal information of bidders and grantees](#).

For the Bidder: *[insert name of the company]*

Signature:

Name of the representative: *[insert name of the representative]*

Title: *[insert Title of the representative]*

Date: *[Click or tap to enter a date]*

Annex 4: TECHNICAL PROPOSAL SUBMISSION FORM

Your proposal must include the following documents (annexes of [Part 5](#) of the RFP):

- a) Bidder's letter of application (**Annex 1**).
- b) Conflict of interest declaration (**Annex 2**).
- c) Information about the bidder and Due Diligence (**Annex 3**).
- d) **Technical Proposal Submission Form (Annex 4)**, together with:
 - A **technical memo** of maximum 10 pages (excluding annexes) detailing:
 - i. Your organisation, resources and technical competencies particularly in R&D.
 - ii. The lots on which you wish to position yourself for all or part of the equipment and systems to be supplied.
 - iii. Your experience with the supply of similar goods and services.
 - iv. Your supply channels and your ability to deliver to the different locations mentioned in [Part 3 - §E](#).
 - v. For the proposed equipment and software / systems:
 - The product references (brand, model, origin, etc) and their compatibility with other equipment / software;
 - Their capacity for evolution / upgrades and R&D;
 - The alternative solutions / different options available that meet the same technical requirements;
 - The range of products you can supply with their technical characteristics and constraints;
 - Your feedback (examples of use in other contexts, tests carried out and results obtained...);
 - The languages in which the technical documentation can be provided;
 - The warranty coverage;
 - Your stock on hand, and delivery time when no stock is available;
 - The installation and maintenance support included, and repair times;
 - Where applicable, the cost of satellite communications and invoicing terms, and volume and type of data transmitted.
 - vi. At least 3 references for the supply of similar goods and services (name and contact of your customer, description of the goods and services, and amount of the contract).
 - vii. The measures taken within your company in terms of environmental protection and sustainable development (choice of materials, recycling, etc.).
 - The **example of the PSA** (Preferred Supplier Agreement) amended if required.

Requests for amendments to the General Terms and Conditions of Contract and/or the contractual clauses of the PSA must be made by amending the sample PSA contract and submitted with the Technical Proposal.

For the Bidder: *[insert name of the company]*

Signature:

Name of the representative: *[insert name of the representative]*

Title: *[insert Title of the representative]*

Date: *[Click or tap to enter a date]*

Annex 5: FINANCIAL PROPOSAL SUBMISSION FORM

The Financial Proposal must be protected by a password and include:

- The Financial Proposal Submission Form (Annex 5) in a stamped and signed .pdf version;
- The completed Unit Price Schedule (Annex 5.1):
 - In Excel format.
 - In .pdf version stamped and signed.

Prices are quoted exclusive & inclusive of taxes. The price to be applied will be defined at the time of the order according to the place of delivery and the privileges and immunities available to the SPC at destination.

As we do not currently have information on estimated quantities or specific delivery locations, please provide unit prices excluding freight costs for the supply of the proposed goods in the Annex 5.1 Unit Price Schedule, advise when minimum order quantities are applicable, and indicate the origin or ex-works location of the goods.

The Bidder shall indicate the payment terms it wishes to apply in its Financial Proposal.

For the Bidder: *[insert name of the company]*

Signature:

Name of the representative: *[insert name of the representative]*

Title: *[insert Title of the representative]*

Date: *[Click or tap to enter a date]*