

## Clarifications

### **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**

**Date:** 11<sup>th</sup> July 2023

#### **Clarification 1: Quantities and Unit Prices**

The proposed contract is a Preferred Supplier Agreement (PSA).

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 contractor's performance and quality of the goods supplied.

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

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, and schedules for orders covered by the PSA will be drawn up by the SPC representative.

Hence when the need arises, a list of items with quantities, delivery locations, Incoterms and deadlines will be sent to the selected contractor, and an implementation contract or purchase order will be issued based on the PSA unit prices and added freight costs.

**As we do not currently have information on estimated quantities, please provide unit prices for the supply of the proposed goods in the Annex 5.1 Unit Price Schedule, and indicate minimum order quantities when applicable.**

Please note that during the first year of the PSA, no price adjustments are foreseen. At the end of the first year, price revisions may be requested if they are justified with the appropriate documentation, and SPC reserves the right to grant this request.

#### **Clarification 2: Taxes and freight costs**

##### **Question:**

Section 2.4 of the RFP indicates that the proposal is to be quoted exclusive of any taxes. However, Section 3 G. indicates prices should be quoted (both) exclusive and inclusive of taxes; further noting that at the conclusion of the RFP the delivery destinations (and hence local taxes) are stated to be presently unknown, and that SPC may have arrangements with specific countries to obtain waivers of local duties/taxes.

Could we clarify on how bidders should present their pricing proposals; in respect to duties, local taxes (e.g. VAT or GST), and freight costs?

**Answer:**

**As we do not currently have information on specific quantities and delivery locations for the goods, in your proposal please:**

- **provide unit prices excluding freight costs;**
- **indicate the ex-works location (you can add a column in the Annex 5.1 Unit Price Schedule); and**
- **advise lead time for availability at the ex-works location.**

During the execution of the PSA contract, SPC will send lists of items to price for specific orders, with the requested quantities, Incoterms and delivery locations. The actual freight costs will then be added to the PSA ex-works prices depending on the place of delivery and the Incoterm.

**In your proposal, the unit prices are to be quoted exclusive of taxes and inclusive of taxes, at the ex-works location.**

The final 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 SPC at destination.

Please note that the financial evaluation will be carried out on prices exclusive of taxes and freight costs.

**Clarification 3: Incoterms**

**Question:**

Both EXW and CIF terms INCOTERMS are referenced.

Noting that CIF is applicable to sea-freight only, would DAP be a suitable option also in the case of air shipment of goods?

**Answer:**

As indicated above, please provide ex-works unit prices in your proposal.

**The Incoterm will be specified on the schedules SPC will send for specific orders during the execution of the PSA contract.**

Should air freight be selected for a particular order, the Incoterm can be agreed at that time.

**Clarification 4: Lot 1 Satellite System**

**Question:**

In respect of Lot #1, "Data related to echosounder and trajectories", could the satellite system supporting the sending of CSV files be the same as offered in Lot 2 (for general use), or must this be a separate satellite system?

**Answer:**

The satellite system supporting the CSV files transmittal for Lot 1 could be the same as for Lot 2.

## **Clarification 5: Lot 3 Vessel Configuration and Voyage Duration**

### **Question:**

In respect of Lot #3:

- Is there a typical vessel configuration (e.g. fishing gear type, number of cameras) to reference within our quotation?
- What is the maximum voyage duration, as this allows us to calculate the correct quantum of video storage that will be required onboard?

### **Answer:**

#### **Typical Vessel Configuration**

- Member countries have prioritised EM implementation on longliners. Past trials have used up to 4 cameras to monitor the setting and hauling activities. However, the final number of cameras for a specific longline vessel depends on the EM data needs (determined during the scoping part of an EM project) for that vessel. This would then allow the development of a Vessel Monitoring Plan which would specify things like the number of cameras.
- At least one member country has begun EM trials on purse seine vessels (plan is for 10 purse seine vessels). It is anticipated that further EM trials will happen on this type of vessel. Noting also that the Pacific Islands Forum Fisheries Agency (FFA) has put out calls for proposals for countries to trial EM as surveillance cameras for monitoring the safety of observers onboard purse seine vessels.

#### **Maximum Voyage Duration**

- For fresh longline vessels, the average trip is 15 to 20 days.
- For freezer type longline vessels, somewhere between 80 and 90 days for the longest trips.
- The longest trip a longline vessel equipped with EM conducted was 142 days. This was a single occurrence however.