



European Maritime Safety Agency

Ref. Ares 2018

3933509.

[REDACTED]
Senior Board Adviser

CEIIA-Centro de Engenharia e Desenvolvimento
(Associação)
A. Dom Afonso Henriques, 1825
4450-017 Matosinhos
Portugal

Email with confirmation of receipt

[REDACTED]
Lisbon, 24 JUL 2018

Subject: Call for tender EMSA/OP/1/2018
Contract Number: 2018/EMSA/OP/1/2018

Dear Mr [REDACTED]

We are pleased to inform you that your bid has successfully passed the evaluation of the above Framework Service Contract .

This letter informing you of the award of the contract does not constitute a commitment on the part of EMSA. As the contracting authority, we may, until such time as the contract is signed, cancel the procurement procedure without this entitling you to any compensation.

Letters have also been sent today to the unsuccessful tenderers , informing them that they may obtain additional information from us, including the characteristics and relative advantages of your tender, as well as your name.

The framework contract will be signed by EMSA only after the maturity of the configuration the tenderer offered has been demonstrated through an initial configuration test (section 14.5.3 of the Tender Specifications) and the ownership or contractual control of the RPAS for the duration of the contract has been proven (section 14.5.4 of the Tender Specifications). If this configuration is not ready for operation and/or if this ownership or contractual control of the RPAS is not proven after 45 days following the date on which the successful tenderer receives notification of the award of the Framework Contract (this letter), the award decision will be amended and the tenderer ranked next in the evaluation will be awarded the FWC.

In order to prepare the initial configuration test we like to schedule a preparatory meeting or teleconference within the next two weeks.

If requests or comments made by the unsuccessful tenderers or any other relevant information justifies it, EMSA reserves the right to suspend signing the contract to allow further examination. In this case, you will be informed within three working days.

Please find enclosed two copies of the contract where you shall check that your personal details (in particular bank account details) have been properly included. Please then initial every page of each copy, sign the contract and return both copies, signed, at the following address within 10 days from the day following the date on which this letter is sent:

European Maritime Safety Agency [REDACTED] Praça Europa 4 1249-206 Lisboa Portugal
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All contacts regarding this award should be done by using the email address:
OPEN012018@emsa.europa.eu.

Please provide also by email (scanned copy) and by post (original) the relevant documentary evidence demonstrating that the exclusion criteria referred to in the specifications are met and confirming the declaration on honour provided with your offer.

May I also draw your attention to the following:

- a) if the valid documentary evidence confirming the declaration on honour is not sent to the above address by the above-mentioned deadline
or
- b) if the contract is not returned to the above address, duly dated and signed by the authorised person indicated on page 1 of the contract before this same deadline
or
- c) if you make any change to the wording of the contract or its annexes,

EMSA may refuse to sign the contract and, if appropriate, award it to another tenderer or cancel the procedure.

Please bear in mind that, in the template of *Specific Contract for Transportation, On-site Set-up, On site Activities and Flight Operations/missions* (Annex III to the FWC), amendments were introduced vis-a-vis the template published with the tender documentation. In particular:

Article III.4.1 General Considerations for all payments

1. For each hour requested by the user in the flight plan schedule and not flown due to reasons falling under the responsibility of the contractor, the following ~~percentage ratio~~ ratio will be reduced from the daily on-site costs: 1/(to be completed with the initially planned average number of flown number of flight hours per day as per user request).

2. In case the contractor is not able to meet the total minimum amount of flight hours per quarter specified in the flight plan(s) during the deployment, the on-site costs will be reduced proportionally. For that purpose, the number of hours not flown per quarter will be compared to the average initially planned

number of flight hours per quarter initially estimated for this operation i.e. [to be completed] (i.e. e.g. 100 not flown hours out of 500 planned hours for the quarter, means 20% reduction in on-site costs for this quarter).

Article III.6 - EXPLOITATION OF THE RESULTS

If the results are not fully created for the purpose of the contract this should be clearly pointed out by the contractor ~~tenderer in the tender~~. Information should be provided about the scope of pre-existing materials, their source and when and how the rights to these materials have been or will be acquired.

In ~~the contract, the tender~~ all quotations or information originating from other sources and to which third parties may claim rights have be clearly marked (source publication including date and place, creator, number, full title etc.) in a way allowing easy identification.

A copy of the contract will be sent back to you once it has been signed and dated by EMSA.

Implementation of the contract may not start before the contract is signed by both parties.

The Agency would like to thank your organisation for your efforts so far and it is looking forward to co-operating with you on this interesting project during the coming period.

Yours sincerely,

VP

Executive Director

Enclosure: 2 copies of the contract



European Maritime Safety Agency

[REDACTED]
Senior Board Adviser
CEIIA-Centro de Engenharia e Desenvolvimento
(Associação)
A. Dom Afonso Henriques, 1825
4450-017 Matosinhos
Portugal

Email with confirmation of receipt

[REDACTED]
27 SET. 2018
Lisbon,
emsa.c.3.0.dir(2018)5386600

Subject: Acceptance test

Contract Number: 2018/EMSA/OP/1/2018

Dear Mr [REDACTED]

I refer to the Initial Configuration Test Report of Hermes 900 dated 9 September 2018 detailing all tests performed in Israel on 3 and 4 September 2018.

In this respect, I inform you that the tests and deliverables were accepted and that your system was considered to fulfil the selection criteria in terms of maturity as per section 14.5.3 of the Tender Specifications. Additionally we acknowledge receipt of the evidence proving the contractual control of the RPAS for the duration of the contract and the requested evidences of the exclusion criteria.

EMSA is pleased to provide you with the signed original of the above Framework Service Contract.

Please be informed that pursuant to its Art. I.3.1 the Contract shall enter into force on the date on which it is signed by the last party.

EMSA would like to thank your organisation for your efforts so far and we are looking forward to co-operating with you on this interesting project during the coming period.

Yours sincerely,

[REDACTED]
Executive Director

Enclosure: one original of the Framework Service Contract



September 5, 2018


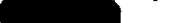
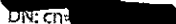


To: European Maritime Safety Agency ("EMSA")

RPAS System and Service Availability
Ref: Invitation to Tender no. EMSA/OP/1/2018 ("RFP")


This is to declare that an Elbit Systems' Hermes 900 unmanned aerial system in the RPAS configuration as described in the RFP, for the purpose of the Framework Contract under the RFP, shall be available subject to the execution and for duration of the Framework Contract and subject to signature of any Specific Contract by EMSA and CEIIA. This is regardless of Elbit's decision of whether to manufacture a dedicated system for the purpose of the Framework Contract under the RFP.

Furthermore, it is hereby clarified that until CEIIA's team shall be certified to operate the RFP services through the Hermes 900 system, Elbit's team shall be available to provide such services as required.

Sincerely yours,


Digitally signed by

DN: cn=
o, ou=CEIIA,
email=

Date: 2018.09.10
17:02:41 +03'00'

CEIIA
Senior Board Advisor



Business Unit Manager
Elbit Systems Ltd.

Tender Specifications Appendix 2 Initial Configuration test

Test report °

Long endurance and long range

Initial Configuration Test

Company: CEiiA(subcontractor Elbit)

Procurement: EMSA/OP/1/2018

Aircraft type: Hermes 900

Tail number: 4X-UNN 916

Test dates: from 26/08/2018 to 04/09/2018

Reference or Version of document: 1.0

Date of document: [12/09/2018]

1. Introduction

Before signature of the Framework contract under procurement process OP/1/2018 an initial configuration test (ICT) was required in order to provide evidence for the selection criteria 14.5.3 "Maturity of the Configuration Offered" as stated in the tender specifications. This shall ensure that only mature systems already equipped with standard minimum payload will be selected for the framework contract.

This configuration test can take place at a location chosen by the contractor and shall fulfil the essential requirements given in this document.

The initial configuration test shall demonstrate that the standard configuration as described in the bid, responding to the minimum requirements as laid down in the tender specifications is already integrated in the RPA and the RPA is capable to fly in this configuration.

The report is organised following the structure of the Initial configuration test plan published as annex to the Tender Specifications. Results of the test are drafted in blue.

2. System configuration

The following tables are referring to the following RPAS system:

Reference document	Version	Serial number	Date
<i>Reference document and platform should be indicated in the bid.</i>	Hermes 900	916	04-08-2018

3. Result categories:

Fully available (PASS): The configuration is fully provided by the RPAS system in compliance with the tender specifications and bid.

Not available (FAIL): The configuration is not available at all or only partially available, although it is requested in the tender specifications or mentioned in the bid. It could also be the case that the capability cannot be tested and thus it is regarded as not achieved.

4. General Configuration, capabilities and operational needs

Configuration of RPAS			
	Contractual value	What shall be demonstrated	PASS or FAIL
Configuration	The payload configuration as offered in the bid	<ul style="list-style-type: none"> Completeness of the RPAS configuration against the configuration management documentation and the offer The proper operation by going through the operational check procedures during flight. 	PASS

- The aerial platform, the communication, the specific payloads for this contract and the ground control system were available according to the configuration as offered in the bid.
- The complete integration was demonstrated. The RPAS configuration was completely operational. Only the antenna of the maritime radar has shown a last moment malfunction¹. However this did not prevent CEiiA from demonstrating all the operational procedures through flights and ground tests.

Maximum Endurance of Mission and speed of aircraft			
	Contractual value	What shall be demonstrated	PASS or FAIL
Endurance	[REDACTED] or as offered	<p>The RPAS shall be capable to carry all offered payload for a flight with the minimum endurance.</p> <p>This can be shown by flying or through a logbook inspection.</p>	PASS
Range	[REDACTED]	<p>[REDACTED]</p> <p>This can be shown by flying or through a logbook inspection.</p>	PASS
Maximum speed	[REDACTED] or as offered	<p>Minimum true air speed (TAS - relative to the wind) [REDACTED] can be reached.</p> <p>To be shown flying.</p>	PASS

- Endurance: [REDACTED] flight was performed during the ICT. In addition, a flight duration analysis (performance analysis) was provided to confirm the endurance capability of the RPA of more than [REDACTED].
- Range: A user of a Hermes 900 RPAS, with the same configuration as in the offer, provided a declaration confirming that this RPAS configuration has been operated exceeding ranges of [REDACTED]. In spite of the limitations of the airspace available for the test flight, the length of the path flown during the ICT exceeded [REDACTED] and with the demonstrated BRLOS capabilities are sufficient to confirm the compliance with the requirement of a maximum range of more than [REDACTED].
- Maximum speed: the maximum indicated air speed reached during the ICT was [REDACTED].

¹ A purchase order to replace the damaged antenna of the maritime radar was initiated. The antenna supplier has confirmed that they have this antenna on stock and ready for shipment within two weeks.

Flight operations/capabilities			
	Contractual value	What shall be demonstrated	PASS or FAIL
Flight Modes	<ul style="list-style-type: none"> • Travelling /taxi mode • Monitoring Mode: surveillance patterns, tracking of moving Objects of Interest • Loitering Mode • Adaptation of flight path and sensors according to immediate user request 	That the RPA can fly according to any of the modes.	PASS
Payload performance and DRI capabilities	Payload performance and DRI capabilities as offered in the bid and requested in the tender specifications	<p>The DRI capabilities of the following payloads have to be demonstrated by flying:</p> <ul style="list-style-type: none"> • [redacted] and thermal [redacted] camera • [redacted] (maritime surveillance) <p>These DRI capabilities shall be demonstrated in real scenarios using 3 different targets: small and large metallic ships and non-metallic small craft (e.g. rubber craft).</p> <p>The minimum parameters that shall be obtained are:</p> <ul style="list-style-type: none"> • Vessel recognition incl. length, beam, etc. • Provision of vessel position, estimated speed & course and distance to shoreline • Vessel identification: name, IMO number, flag • Vessel behaviour can be seen including people on board and any particular behaviour <p>These capabilities shall be demonstrated in day time and night time conditions and under RLOS and BRLOS conditions.</p> <p><i>Note: In case no NOTAM is available to fly over water, equivalent tests could be run on land with cars, trucks, any other moving vehicles of different sizes/characteristics.</i></p>	PASS
Performance of additional payloads/modes	Performance of additional payloads/modes as offered in the bid and requested in the tender specifications	The performance of additional payloads and payload modes [redacted] shall be demonstrated by flying or based on documentation.	PASS

- Flight modes: all the flight modes were successfully demonstrated during ICT under real flight conditions.
- DRI:

The DRI capabilities of [redacted] were successfully demonstrated in real flight conditions using targets of different sizes from big metallic cargo vessels to small rubber boats. Previous flight tests demonstrated that the DRI of the [redacted] offered were achieved.

The detection capabilities were similar to those offered in the bid. In addition, it was demonstrated the capability to recognise vessels (including information of the [redacted] and [redacted]) and to identify them by reading their [redacted] and [redacted] as well as their [redacted].

The capability to obtain the [redacted] and [redacted] of vessels was demonstrated with real sailing targets as well. All the imagery proved to be properly georeferenced and time-stamped.

The capability to distinguish human behaviour on board (number of people and activity on deck) using sailing targets was also successfully demonstrated. This was complemented with the detection of human behaviour on ground.

- Additional payloads/modes:

[redacted] were demonstrated by documentation through ground tests along with flight reports and imagery (pictures and videos) from previous flights.

Operation in specific environmental conditions			
	Contractual value	What shall be demonstrated	PASS or FAIL
Wind, Rain, Ice, etc.	Environmental limits as offered in the bid and in the tender specifications	If the conditions are not suitable for the test then logbook entries and documentary evidence to be provided.	PASS

The environmental conditions were not available during the ICT to test the limits by flying. Documentary evidence is in the official flight manuals associated to the RPA.

Communication via SATCOM is available			
	Contractual value	What shall be demonstrated	PASS or FAIL
SATCOM is available and working	N/A	The satellite communication shall be demonstrated by flying, including: <ul style="list-style-type: none"> • C2 data link and • Payload data link. The generated data of all sensors are transmitted via SATCOM to ground for immediate analysis and interpretation. 	PASS

SATCOM, for C2 and payload data, was successfully operated during the whole flight with [redacted].

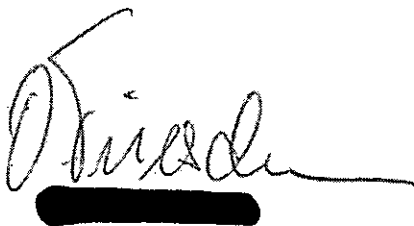
Data availability to the users			
	Contractual value	What shall be demonstrated	PASS or FAIL
Data available to users	N/A	All relevant data (flight and payload data) are available to the user via the contractor interface: <ul style="list-style-type: none"> • in [REDACTED] • with suitable layout and enough quality to be used in operations • The flight can be replayed by the user • The user is able to extract data and to perform post analysis • A real time communication channel between the flight operator and the user is available 	PASS

- The screen of the operator with a suitable layout was successfully forwarded to remote computers at EMSA by using standard screen sharing and communication solutions with low latency.
- Flight replay and data extraction by the operator can be requested at all times.

Operational team			
	Contractual value	What shall be demonstrated	PASS or FAIL
The team is available and has the necessary qualification to run the service	N/A	The core members of the team shall be present and show they are capable to operate the system during the flight.	PASS

The core members including flight crew showed the capability to operate the flight to the full extend.

All technical documentation used for the initial configuration test and further evidences provided by the tenderer is saved for reference in the contract file in Unit C.3 – Maritime Surveillance-.



Senior Project officer



Project officer

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