

CALL FOR PROPOSALS No.2018/EMSA/CP/01/2018

Donation of shore-based Automatic Identification Systems (AIS) equipment to ENP Countries

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1. Background

The European Maritime Safety Agency (EMSA) is one of the EU's decentralised agencies established under Regulation (EC) 1406/2002 as amended by Regulation (EU) 100/2013 of the European Parliament and of the Council for the purpose of ensuring a high, uniform and effective level of maritime safety, maritime security, prevention of, and response to, pollution caused by ships as well as response to marine pollution caused by oil and gas installations. Further to the recent revision of the Agency Founding regulation, EMSA activities may also include the provision of technical assistance to the EU Neighbouring partner countries.

Since June 2013, EMSA is involved in the provision of technical assistance in the area of maritime safety, maritime security, marine pollution prevention, preparedness and response to ENP partner countries through Grant Contracts financed by the European Neighbourhood Instrument (ENI). EMSA is currently assisting the following ENP partner countries: Algeria, Egypt, Israel, Jordan, Lebanon, Libya, Morocco, Palestine and Tunisia in the Mediterranean region and Azerbaijan, Georgia, Islamic Republic of Iran, Kazakhstan, Moldova, Turkey, Turkmenistan and Ukraine in the Black and Caspian Sea regions.

In this context the beneficiary countries were provided with the possibility to strengthen their cooperation on AIS matters by taking part in pilot project on AIS information sharing thorough the Mediterranean AIS Regional Server (MAREΣ), operated and maintained by the Italian Coast Guard (ICG). Lack of or inadequate shore-based AIS infrastructure in some of the beneficiaries has been identified as a limitation for the full utilization of the possibilities provided in accordance with the SLAs.

For that purpose EMSA contracted the provision of shore-based Automatic Identification Systems (AIS) equipment to ENP partner countries for the purposes of the present Donation procedure in order to eliminate the shortfalls and to ensure the effective implementation of the SLAs.

1.1. Selected equipment for donation

The selected equipment for donation consists of one or more Central nodes (until maximum 4) and/or a set of one or more AIS physical shore stations (until maximum 10) each one including a logical embedded station - all equipment is in compliance with the international regulations provided by ITU-R M. 1371-4 (2010) and IEC 62320-1 (2009).

The equipment will be able to handle the AIS data and to share them with the Mediterranean AIS Regional Exchange Server - MAREΣ using the Comments Block data (CsB) described in the IEC 61162-1 standard to exchange data together with additional information (such as timestamp, provider data, configuration details as well). Unless otherwise specified all equipment items shall be referred to as 'equipment' hereunder.

Donation of the equipment requires that its technical condition is good and that the sets (if sets are donated) are independent and fully autonomous so no substantial investment by the beneficiary can interfere with the nature of the donation.

Detailed description of the equipment and its operational features is provided in the Annex I. Should there be availability by the signature of the Donation Agreement/s of a newer or a more advanced model of the equipment which meets the technical requirements of Annex I, EMSA may opt to purchase and donate that model as well.

1.2. Legal basis for the equipment donation

According to the article 5 of the EMSA Founding regulation (EC) N°1406/2002 as amended, EMSA is granted the capability to "acquire or **dispose of movable or immovable property**".

Article 253 of the Rules for Application of the Financial Regulation (Procedure for disposing of fixed assets) adopted by EMSA Administrative Board on 12th March 2009 establishes that “a statement or record shall be drawn up by the authorising officer whenever any property in the inventory is sold, **given away free of charge**, scrapped, hired out or missing on account of loss, theft or any other reason”.

The donation of selected equipment under this call for proposals is also governed by the text of Article 106 of EMSA Financial regulation regarding “Property inventory”.

2. Objective of the action

The overall objective of this action stems from the objective of the EU maritime related projects in the Mediterranean, Black and Caspian Seas funded in the framework of the European Neighbourhood Policy is to enhance maritime safety, maritime security and marine pollution prevention/response in the beneficiary countries. This includes enhancing the traffic monitoring capabilities of the beneficiary countries, promoting AIS information sharing at regional level and implementation of Vessel Traffic Monitoring and Information Systems (VTMIS) as tools to improve the safety of navigation and consequently environmental protection of the Mediterranean, Black and Caspian Seas.

3. Description of the action

3.1. The donation includes the following tasks to be conducted by EMSA:

Upon the conclusion of open procurement procedure No. EMSA/OP/10/2017, EMSA awarded a Framework Contract for Supplies for the purchase of the equipment as described in paragraph 1.1 above and related ancillary services to a single contractor. **The equipment will be donated to the ENP partner countries which have expressed their interest under the present Call for proposals.** Interested applicants may apply to receive one or more base stations and/or one or more central nodes.

Actual order to the contractor will be placed on EMSA's initiative after the Framework Contract for Supplies has entered into force through Specific contracts. The individual Specific contract will notably specify the number of shore based AIS stations and central nodes to be purchased, the delivery date, the location and the contact details of the receiving authority/person. The supplies relating to any specific contract should be delivered no later than 31 January 2021 for the beneficiaries from the Black and Caspian Sea and no later than 31 March 2021 for the beneficiaries from the Mediterranean region.

Based on the interest expressed by the ENP countries EMSA may decide to either purchase one, or more (up to ten) shore-based AIS station(s) and one or several (up to four) central node(s).

EMSA through its contractor will deliver the equipment to the quay of the port indicated by the ENP country/ies who will be identified as a beneficiary/ies of the Donation after the completion of the present call for proposals.

EMSA contractor shall take out full risk insurance for the equipment covering any damage, loss, theft or liability caused to or by the equipment during loading/unloading, transportation, eventual storage and handling or any other relevant action in which damage to the equipment may occur during the contracting. This insurance shall cover the period from taking over the equipment from the initial location by the contractor until the delivery of the equipment to the beneficiary country(ies).

EMSA shall hand over the equipment after it has been delivered at the quay of the port indicated by the ENP country/ies who will be identified as a beneficiary/ies of the Donation after the completion of the present call for

proposals. The equipment will be accompanied with standard operational manuals necessary to maintain and operate the equipment, both electronic and paper versions.

EMSA contractor shall warrant the equipment and shall describe the maintenance/repair arrangements in case of equipment failures/non-functioning during the warranty period.

3.2. The donation includes the following tasks to be conducted by the Beneficiary:

Before the handover of the equipment the Beneficiary shall make sure that all import duties and taxes are covered thus not exposing EMSA to any additional costs and tasks besides the cost and tasks already foreseen under paragraph 3.1 above.

Following the handover of the equipment the Beneficiary shall take care about the installation, all the servicing of the equipment, overhauling, insurance etc. as applicable, as well as contacts with the supplier and/or manufacturer.

Storage, maintenance and training: beneficiary countries shall commit to maintain and store the donated equipment in order to remain operational for seven (7) years as a minimum.

If requested by the beneficiary, EMSA may consider providing technical support and guidance to the beneficiaries for the planning of the tasks mentioned above. Independently of that option the beneficiaries shall endeavour to meet the technical requirements below in order to ensure the smooth operation of the donated equipment.

3.2.1 Technical requirements

a) Data stream

In the proposal submitted, the applicants shall declare its commitment to provide the data stream between the base station and the office receiving the AIS data via:

- Wired cable or
- Radio link

b) Location of site

In the proposal submitted, the applicant shall attach a detailed map of the sites where the base stations or central nodes will be installed.

The base station shall be located on a site from which VHF radio coverage of at least 20 NM is ensured from the site of installation.

c) Electricity

In the proposal submitted, the applicant shall declare its commitment to ensure that, at each site where the base stations or central nodes will be installed, 220 V power electricity supply be available with frequency range 50Hz. Furthermore, in the proposal submitted, the applicant shall declare its commitment to ensure that, at each site where the base stations or central nodes will be located, an emergency generator ready to start in case of blackout and UPS power supply depletion will be installed.

d) Conditions of use and maintenance

In the proposal submitted, the applicant shall declare its commitment to use the base station/s or central node/s received at least for 7 (seven) years, and provide any maintenance needed.

e) Updating

In the proposal submitted, the applicant shall declare its commitment to carry out any necessary firmware and software updated that will delivered by the Company supplier.

f) Data stream to MarΣs server

In the proposal submitted, the applicant shall declare its commitment to ensure that the AIS data will be sent to the MareΣ server continuously, starting from the third month after reception of the central node or base station. The data stream shall be sent through an internet connection towards MareΣ

4. Indicative timetable

Stages	Date and time or indicative period
Publication of the call for proposals	May 2018
Deadline for submitting proposals	30 July 2018
Evaluation period	August 2018
Information to applicants	September 2018
Signature of donation agreement	October 2018
Starting date of the action i.e delivery of the equipment	October 2018

5. Admissibility requirements

- Proposals must be sent no later than the deadline for submitting proposals referred to in the Section 4 above.
- Proposals must be submitted by e-mail. The original hard copy of the submission of the awarded applicant/s should be sent afterwards by post to EMSA in accordance with the provisions of paragraph 11 below.
- In order to facilitate the evaluation process the applicants are invited to use the Proposals' template annexed to this Call for Proposals (Annex III Proposal template).
- Applicants are advised to submit their proposals in English or French in order to facilitate handling of the proposals and commence the evaluation process as soon as possible.

Failure to comply with those requirements may lead to the rejection of the proposal.

6. Eligibility criteria

6.1. Eligible applicants

The applicant must be a public authority/private entity properly constituted and registered as legal person and established in the ENP countries. In addition to the above, the applicant must be part of the Pilot project to share AIS base stations as foreseen by the ENP projects managed by EMSA and have signed the relevant SLA and commit itself to connect the donated equipment to MAREΣ.

In order to assess the applicants' eligibility, the following supporting documents are requested:

- Public entity: Copy of the resolution or decision establishing the public company, or other official document establishing the public-law entity;
- Private entity: Copy of their registration in the trade and/or other registry in the country of registration.
- Documents providing evidence of the person/s acting as legal representatives.
- Documents providing evidence that their representative(s) have the capacity to undertake legal obligations on their behalf.

6.2. Technical and professional capacity of the applicants

Requirements:

The applicants must have experience in the development and/or implementation of activities in the field of Vessel Traffic Monitoring and Information System.

Evidence:

The applicant shall provide evidence that he is the national competent authority for the VTMISS related matters of the relevant ENP country (for example, organisations' activity reports, national contingency plans or any other document providing description of the activities in the field of Vessel Traffic Monitoring and Information System, operational resources in place, schemas, graphics, other relevant extracts from the official documents), etc).

6.3. Financial capacity of the applicants

Applicants must have sufficient sources of funding to keep the equipment operational and to fulfil the obligations as per Section 3 above.

The applicants' financial capacity will be assessed on the basis of the following supporting documents to be submitted with the proposal, such as:

For Public Law entities:

- Copy of the statute of the applicant stating their public law nature.
- Documents stating the source of financing of the organisation.

For private law entities and private companies:

- Statement of overall turnover and turnover relating to the relevant services for the last three financial years.
- Copies of the balance sheets and statements of accounts for the last 3 years for which the accounts have been closed.

7. Award criteria

Only proposals meeting the requirements of the admissibility and eligibility criteria will be evaluated in terms of quality of the proposal.

The Donation Agreement will be awarded to the applicant who submits the proposal evaluated with the highest total score for quality based on the following quality criteria and their associated weightings:

- 1) Quality criterion 1: Plan of the equipment installation, storage and maintenance of the equipment including starting date of the exchange data stream through MAREΣ Server. (In developing the proposal for this quality criterion the applicant shall take into consideration the requirements of par. 3.2.1 *Technical requirements* above) (W_2= 80%)
- 2) Quality criterion 2: Plan for future upgrade of the national VTMS capacity (W_3= 20 %).

The average quality for quality criterion i is

$$Q_i = \frac{1}{\text{number of evaluators}} * \sum_{\text{evaluator}} \text{mark of the evaluator for quality criterion } i$$

The total score for quality is $Q = \sum_i Q_i * W_i * 10$

Only bids that have reached a minimum of 60% for the total score for quality Q will be taken into consideration for awarding the contract.

8. Financing the action

The total cost of the action as described in the paragraph 3.1 of the Section 3 shall be supported by EMSA. The expenses related to the actions described in the paragraph 3.2 shall be covered by the Beneficiary.

9. Equipment donation agreement

The successful applicant(s) will be requested to sign the Equipment donation agreement as attached to this call of proposals (Annex II).

10. Management of the procedure

The European Maritime Safety Agency – Unit B.3 ‘Training & Cooperation Environment and Capacity Building: Praça Europa 4 / 1249-206 Lisbon / Portugal – will be responsible for managing the procedure for donation of AIS equipment.

11. Submission of proposals

Applicants who wish to submit a proposal are invited to send their proposal, to the Agency before the **30 July 2018 20h00 (Lisbon time)**. The proposal must be duly signed by the authorised representative, scanned and submitted by e-mail to the following address: CP012018@emsa.europa.eu. Please note that an original hard copy of the proposal including all accompanying documentation will be requested from the entity to which the donation agreement is awarded.

Applicants will be informed by the Agency whether or not their proposals have been accepted.

Any additional information deemed necessary for preparing an adequate proposal can be asked for by e-mail at the latest four calendar days before the deadline for submission of the proposals, to the following e-mail address: CP012018@emsa.europa.eu. The Agency will respond to such requests for additional information in strict

compliance with the equal treatment principle. Any and all additional information supplied to a specific applicant will also be published on EMSA website: (www.emsa.europa.eu).