

ERA 2016 01 OP “Study on feasibility of satcom for railway communication”

CLARIFICATIONS

(26 February 2016)

Question no 1:

Concerning the requirement for Technical and professional capacity at point C.5.2. a) of the tender specifications (“in-depth experience in the field, with at least 5 projects delivered EU-wide in the last three years, the combination of which must show the necessary experience”), can you please confirm that the “EU-wide” delivery means that the 5 projects should have targeted a cross country purpose or must have been anyway of general interest for the whole EU and not covering specifically a number of member states?

Clarification 1:

5 consultancy tasks or studies or projects in the EU (each of them within at least one EU country) in the last three years, the combination of which must show the necessary experience.

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Question no 2:

The Instructions to tender and Tender Specifications requests the Declaration on independence from telecommunication manufacturers and operators strategies. Please clarify the meaning of telecommunication manufacturers’ terms in order to understand if satellite telecommunication manufacturer such as Thales Alenia Space Italia are excluded from this call.

Clarification 2:

In the context of the instructions to Tender, “telecommunication” includes satellite communication. The requirement of being independent from “telecommunication manufacturers and operator strategies” means that an offer submitted by a single manufacturer, operator or service provider in the field of telecommunication communication will not meet this requirement. An offer submitted by a group or a mix of manufacturers, operators of service providers that can justify their independence of a single entity, or an offer by an independent consultant which has a number of contacts/partners, which include one or more telecom manufacturer, operator or service supplier, will meet the requirement.

(See also Clarification 6).

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Question 3:

- **C..2.1, Page 14.**

“The study will have the character of an indicative, high-level study”

- **C..3.1, , Page 15.**

“A detailed description and deep analysis of functional, technical and commercial items as not awaited”

Could you please provide more information related to the expected grade of detail? Is it necessary to describe detailed solutions?

Clarification 3:

The level of detail is the one that allows the assessment of the feasibility of a technical solution for the railway requirements (voice and ETCS data). There is no need of specific technical details when this does not contribute to the assessment. Some technical details may be needed to find the conditions upon which a solution may be feasible.

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Question 4:

C..2.2, Page 14.

In order to provide an answer to one of the target questions of the study:

“On what geographical part of the European railway network could a satcom solution be used successfully?”

Could you please clarify the grade of detail expected to carry out the definition of those areas of the European Railway Network subject to incorporate satcom technologies?

Clarification 4:

The aim of the question on “geographical part” is to identify the business relevance of satcom. “Geographical part” should be understood in a way that it relates to the type of railway line (e.g. high speed with ETCS L2/3, regional lines without ETCS, low density lines, considering the applicable parameters and criteria) and the environmental aspects of lines and locations (e.g. urban areas, open areas, suburban area, tunnel, considering the relevance for satcom signals).

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Question 5:

C..4.8 Meetings, Page 18.

In relation with the following paragraph:

“All meetings will be held at the ERA meeting rooms in Lille or at the Agency’s offices in Valenciennes (France), unless otherwise agreed with the Contractor.”

We understand that only the kick-off meeting (1) and final meeting (4) will take place at ERA premises in Lille or Valenciennes.

Could you please confirm if our understanding is correct?

Clarification 5:

Indeed in section C.4.8 it is indicated that the kick-off meeting, three progress meetings and the final meeting will take place at the ERA premises, unless otherwise agreed.

Nonetheless, whereas the kick-off meeting, one progress meeting and the final meetings will take place at the ERA premises, the amount of other physical progress meetings could be discussed and the Agency is open for proposals.

Please note that the second sentence in C.4.8, referring to workshops, is only applicable when you consider that a workshop is required as part of this study.

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Question 6:

At page 7 is stated “In order not to be excluded from tender participation tenderers and identified subcontractors shall submit the declaration in Annex 1”, whilst at page 33 (Annex 1) is stated as follows “To be completed and signed by an authorised officer of the Bidder”. In accordance to the fact that we are leading a joint tender, which includes independent consultant and telecom

manufacturer, operator and/or service supplier, please clarify if the Annex 1 has to be filled and signed only by the Bidder as coordinator of the joint tender.

Clarification 6:

In case a bidder includes in his proposal one or more subcontractors, and he does not/they do not sign the declaration, the bidder must declare in Annex 1 that he takes full responsibility and Article I.12 – Failure of compliance with agreed and undertaken requirements shown at page 7/26 of the draft Service Contract which is part of the tender documents is applicable.

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Question 7:

Is there any limitation about the number of pages for the technical proposal document?

Clarification 7:

There is no limitation.

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Question 8:

Regarding the bullet 4 (page 14 C2.2):“What are the conditions to create and implement suitable solutions?” , Can you specify if you are referring to economic, legal, technological or other conditions or all of them?

Clarification 8:

The Tenderer shall indicate which conditions he considers as relevant. These may contain economic, legal, technological or other identified conditions.

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Question 9:

In page 16, you are mentioning: “Identification of non-functional or technical parameters (e.g. sustainability, contractibility/SLA, certification, costs) “is it correct “technical” or it should be “non-technical”?”

Clarification 9:

The text shall be understood as “non-functional and non-technical parameters”.

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