

RFP GP 600187 - Clarifications to Bidders II

A. Technical Questions:

1. Nowcasting – Is this to be bid per km² area or per country?

ANSWER: The lightning detection network (LDN), which forms the basis of the Severe Weather Nowcasting Network, shall be bid as indicated in Section 8, the Financial Proposal Form. Prices, including any volume discounts, should be given for the hardware identified in Section A.b., and for the software and/or services identified in Section B for the SWNN. For comparing proposal pricing, an LDN for a single country with sufficient sensors using the proposer's technology to cover 250,000 km sq with the performance criteria specified in the TORs Section 3.C.b. shall be used.

2. Lightning detection: Section 1.1.5 on page 34: Why is the request to have “no fewer than 9 lightning sensors per 250,000 km sq separated by not more than 300 km; but then (section 1.1.6 on page 34) show efficiency of the system (% detection) “no more than 9 LDS covering 250,000 sq km.” Why can't we provide one sensor each 30 km, instead of 166 km $= (250000/9)^{.5}$? Why are the maximum and minimum spacing specified, regardless of technology?

ANSWER: The minimum number of sensors requested for the 250,000 km sq area is 9. Proposers must offer a sufficient number of sensors, ie more than 9 if necessary, to satisfy all of the SWNN performance criteria as specified in the TORs Section 3.C.b.

3. For the optional weather sensors in TOR a.1.3, can a Proposer make an alternative offer with a full AWS (i.e. a complete station), as opposed to each individual sensor?

ANSWER: Yes.

4. If proposing both processing Options 1 and 2 for the AWS / Lightning networks, which Option will count towards lowest cost consideration and overall scoring of the financial proposal? If proposing only one of the processing Options 1 and 2 for the AWS / Lightning networks, will that negatively impact the Proposer's technical evaluation score?

ANSWER: If proposing both processing options for the CCN and/or the SWNN, the lowest cost option will count toward the lowest cost consideration and the overall scoring of the financial proposal. Proposer's offering both options for the CCN and/or the SWNN will receive higher technical evaluation scores.



5. How should the severe weather warnings that are part of the SWNN be validated and/or evidenced to be a truly advanced alerting solution?

ANSWER: Proposers shall provide evidence in their proposal demonstrating that their SWNN solution meets all of the criteria for Severe Weather Warnings from the TOR section C.b.2.3. Evidence may come from screen shots of the technical solution, research papers, or other comparative studies with national government issued warnings or other nowcasting solutions.

6. For the display, what kind of license e.g. enterprise or single site should be proposed, and how many users of the display would be anticipated?

ANSWER: Pricing should reflect a single-site licence per agency. It is anticipated that no of users pr site will be btw 1 and 50, but could be larger depending on agency/country size.

7. What is the number of forecast points to be used in pricing for the hypothetical Zambia scenario? What is the proportion of those with weather stations and without?

ANSWER: 500. See TOR Section c.1.

8. What is your definition of a hindcast that is required in TOR item C.8.?

ANSWER: In the context of TOR item C.8, a “hindcast” (also called a “backtest”) is a verification test of the numerical/mathematical modeling or forecasting techniques incorporated into the WFS. A hindcast uses a set of known or well estimated starting conditions and compares the model output/forecast to the conditions that actually occurred at the forecasted time. Such hindcasting shows how well the modeling/techniques perform under near-ideal conditions.

9. Specifically, what kind of climate data would need to be displayed in a typical case scenario?

ANSWER: The type of climate data displayed from each subsystem is defined in a fairly extensive manner in the TORs.

10. Is the Proposer required to offer hardware PCs needed to run the display or any other solution requested?

ANSWER: The proposer is required to offer the hardware or cloud based service required to run the data processing and backup portions of the CCN, SWNN, WFS, and the WCCDS. However, the proposer is NOT required to offer the hardware PCs required for data display.

11. Is it anticipated that the station hardware purchased in year one will certainly be followed by the necessary service purchases in year two and three?

ANSWER: Yes, this is anticipated but subject to end-user requirements and contract terms.

12. For TOR requirements e.1.1.1.4; e.1.2.2. and SLAs 1.; 2. – since these commitments rely on availability of 3rd party electrical/data services which experience wide-area outages in



African LDCs (i.e. remedy beyond Proposer's control), is the Proposer expected to become accountable only for the uptime/connection of the stations and the data display system?

ANSWER: The proposer shall be expected to meet the TOR requirements of sections e.1.1.1.4, e.1.2.2., and SLAs 1 and 2, in all areas where the implementing agency (NMHS) has given the supplier full control. The final details and terms of the SLA will be negotiated and agreed upon at the time of secondary bidding contracting.

B. Administrative/ Procurement Questions:

13. Recently we submitted a proposal for meteorological equipment and instruments in Zambia (ITB/001/2015). This proposal seems to be similar. Could you please clarify the relationship between the request for proposal GP600187 and the Invitation to Bid. Is the ITB/001/2015 still under evaluation?

ANSWER: ITB/001/2015 is a separate procurement process and not conducted by our office. Please contact the focal point for the tender to request an update on the status of the process.

14. The GP600187 mentions the CIRDA program which is involved in 11 countries. Is this request for proposal uniquely for these 11 countries or more. Which would be the list of countries? The tender notice on the UNGM website mentions a very extensive list of countries across multiple continents.

We see Zambia mentioned specifically – can you clarify if this proposal is to one country, or per country, or 11 countries in one go?

ANSWER: The envisaged LTAs will be Global LTAs that may be used for countries in any region, they are therefore not exclusive to Africa. However, initial requests will primarily be received from countries in the Africa region.

15. What level of budget is available if we were to propose a 250-station full-country solution (incl lightning, forecasts)? \$2M? Is the budget supposed to be independent of the number of countries served, but rather based on a cost per stations sold, as is suggested by some of the tables?

ANSWER: Your firm's proposal should be based on the case scenario volumes indicated in the tender document.

UNDP's budget should not be used to benchmark and is considered internal information that should not be disclosed to potential bidders during a tender process.

16. In what format and by what means shall alternative proposals be submitted, so that they could comply with RFP rules?



ANSWER: Alternative proposals refer to alternative options in the bidder's proposal, that may vary/ deviate slightly from the TORs, but should be submitted in the same format as requested in the tender document.

17. Is the pricing requested to be provided in the financial proposal all "ceiling" type or does that definition only apply to the optional services in the last table of the financial proposal?

ANSWER: All financial pricing provided by the proposer will be considered 'ceiling' pricing.

18. Is Level 3 registration with UNGM required to be completed online in addition from the RFP submission?

ANSWER: No, this is not a requirement.

19. Upon award, can changes be proposed to the template contract and/or the Terms and Conditions, given the elaborate nature of TORs and a variety of unanticipated in-country conditions?

ANSWER: Changes to the GTCs are only negotiated with the awardees (i.e. they are post award) and clearance will be sought by our Legal Support Office at UNDP HQ.

20. Is it correct to assume that general commitments of potential partners described in item 2.8 of technical proposal but not explicitly included as services in the financial proposal are in effect not considered part of the overall Proposer's bid, in view of rules stated in Section 16?

ANSWER: Pont 16 states clearly that all outputs and activities in the technical proposal must be priced separately on a one-to-one correspondence. The financial proposal form is suggested for use as a guide, and Section D includes optional additional services that may or may not be included and priced, but must correspond to the technical proposal.

21. When submitting Proposal via email, how would it be best to package the technical proposal, if there are multiple attachments?

ANSWER: Please send as a zip file incl. all attachments in pdf format.

22. Can a supplier only bid for one unique lot (one major subsystem)?

ANSWER: Please refer to section DS 5 P 19: Partial bids are not accepted!