

Request For Proposal for the PROCUREMENT OF VEHICLE TRACKING AND DRIVER BEHAVIOR MANAGEMENT SYSTEM Procurement Ref: RFP No. RFP/UNOPS-ETOH/Service/2015/007

Requirement	Question for UNOPS	UNOPS/Client Response
Refrigerator door open/close status monitoring; Refrigerator operation time monitoring;	Digital and analog sensors are built-in features of our in-vehicle devices. Can we get the technical Spec of the refrigerator unit so we can identify connection points for our sensors so that we can provide the best solution for UNOPS?	Please Refer the Make and Model to get the technical spec of the Refrigerator Service Fuel Tank.
Refrigerator service fuel tank monitoring;	Can we get the technical spec of the Refrigerator service fuel tank so that we may determine the best solution for UNOPS?	Please Refer the Make and Model to get the technical spec of the Refrigerator Service Fuel Tank.
	<p>It is clear that the proposed system should improve the efficiency and availability of vehicles, designed to deliver life-saving medicine to 3,000 health facilities. The vehicle and driver information is supposed to be delivered via the existing cellular infrastructure in the country. However, at the moment there is only one active cellular operator with insufficient coverage in the country and large areas with no cellular coverage at all. Because if that and based on our experience in the country, vehicles can travel for hours, or days, without the possibility to transmit the information to the servers. Moreover, relaying on one operator only, significantly reduces the redundancy and stability of the management system.</p> <p>As the transported cargo is of high value and importance, we feel that a solution based on GSM only will not provide the required level of management and monitoring.</p> <p>Therefore, we would like to suggest UNOPS to consider using a hybrid solution based GSM (GPRS) and Iridium Satellite connectivity, for all vehicles or at least for the vehicles that travel the long distances and carry the most</p>	As this is a request for Proposal Bidders can propose the solutions they have including alternative offers from which the Client will choose.

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	valuable load. The system is highly cost effective, it use the existing GSM network for the day to day operations and switch to Iridium satellites connectivity only if the GSM network is unavailable. As soon as the vehicle re-enter an area with GSM coverage it switches back to GSM. Thus hybrid solution can insure a true 24/7 real-time security and monitoring even in all locations regardless of the GSM network availability.	
Financial Capability. Offerors should have annual sales turnover of minimum 2 times the value as quoted, in any one of the last 5 years	As we understand that this is part of qualification and will be evaluated before the commercial opening. Please help us understand how you will assess this clause in the absence of figures from the commercial quotation.	Bidders are required to submit their Audited Financial Report for a minimum of recent 2 years which will be used to evaluate financial capability.
Special Requirement	Please help us understand how will you evaluate on this parameter	Based on the Parameters listed under the special requirement
The statement mentions 153 heavy and medium duty vehicles & additional 20 refrigerated trucks & 57 new trucks to be added in 2 months	Please help us understand a. all 57 new trucks will be refrigerated or not b. all the trucks would be running on diesel. This will help in better estimation of technology for fuel monitoring.	a. Model is IVECO TRUCK, year of manufacturing is 2015 and the manufacturer is IVECO, not refrigerated b. ALL TRUCKS ARE RUNNING ON DIESEL
The statement mentions 153 heavy and medium duty vehicles & additional 20 refrigerated trucks & 57 new trucks to be added in 2 months	Please help us understand the age of the trucks a. how old are the vehicles. B. do they have any inbuilt electronic sensors which are to be integrated or new sensors have to be deployed. C. can we get pictures of some vehicles for assessment. D. Are all vehicles from same manufacturer	Please refer the below list of vehicles (Make/Model) available. Sample Pictures are also uploaded in the website for reference.
Mobile Apps - It is desirable if the system have mobile apps to follow vehicles from cell phones	1) Please specify the required features (other than real time vehicle location) to be developed in the mobile app. 2) Also, please specify the platform on which the app is to be developed (iOS, android etc.)	1. The required feature is real time vehicle location However, Bidders can specify which mobile Apps will be available from their system.

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		2. ANDROID & iOS
Refrigerator Service Fuel Tank Monitoring	Please help us understand that a. the refrigerated trucks have a separate fuel tank for the refrigerator b. fuel monitoring for refrigerated trucks will involve monitoring of both the fuel tanks c. certain fuel monitoring technologies work on an intrusive electronic sensor which is drilled into the fuel tank. This is not allowed in many countries. Please help us ascertain the scenario in Ethiopia.	a. No b. Since Reply for A is No, there is no need to monitor both Tanks. c. There is no restriction, but we need to get permission from transport Authority which will be done by the client.
	Refrigerator service fuel tank monitoring; Does the refrigerator have its own fuel tank that you wish to monitor? Can it provide an output for us to monitor, e.g. from a fuel level sensor? Please explain what the output is (e.g. a voltage within a given range)	THE REFERGRATOR HAVE ONLY ONE SECTION
	Report to the Fleet manager when the vehicle loading non refrigerated commodities - How do you envisage this being monitored – is it a case of monitoring whether the doors are opened when the refrigerator is off? Or will the driver indicate in some way using a manual input that non-refrigerated items are being loaded?	- When the door is open whether the refrigerator is OFF/ON
	In relation to the Fleet Management RFP for Ethiopia can we please understand the current refrigeration system in operations? Is the same system in operations on all of the refrigerated trucks? What is the current make/model being utilized i.e. Carrier, Thermo King etc	The refrigeration system is installed when the vehicles are bought and they are of different known brands.
	The system should help users for assigning vehicle to operation *** please clarify requirement	ABILITY TO GET REPORT OF IDEAL TRUCKS, EXPECTED SERVICE TIME,
	System should report refuel, fuel theft along with fuel efficiency – to assess the best technical method of achieving this, can you please list specifically which vehicles (make, model, year of manufacture) are (or will be) in the fleet, so that we may assess whether a	Please refer below the list of Vehicles available in the fleet.

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	connection to the vehicle's electronic management system is possible.	
Are the end-users technicians (or mechanics) qualified to intervene on the trucks?		Technician are trained to perform Minor Repair and Maintenance.
Are they equipped with an activated FMS or Can bus in their embedded computer units?		Please refer below the list of Vehicles available in the fleet. You may refer the vehicle technical specification to identify the required information.
Does the vehicle tracking system need to operate around Ethiopia?		YES
Can the trailers and lorries be separated?		YES

Vehicles Information			
Euro Trucker AT20138TH	Spain /IVECO	2011	
IVECO TRUCKER AT380T38H	Spain /IVECO	2010	
TRUCKER 380E37	Spain /IVECO	2000	
FSR 380E3718440T	JAPAN/ISUZU	2012	
NPR ISUZU HD65	JAPAN/ISUZU	2014	
NPR ISUZU HD120	JAPAN/ISUZU	2005	
UN/Nissan diesel/ TK-521-G1663,	Japan/Nissan/,	2004	
NPR Hyundai, HD65	Korea /NPR/,	2014	Refrigerated
NPR Hyundai, HD120	Korea/NPR/,	2014	Refrigerated
Iveco Van 60Y	Spain	2014	





