

**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?	
Monitor several refrigerators section (multi temperature sensor support);	How many refrigerator sections are there per each truck?	There are One Refrigerator Section Per Truck
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?	
Report to the Fleet manager when the vehicle loading non refrigerated commodities	Please elaborate on this requirement. What is the scenario? What kind of solution do you envision? How would you like to see this solution implemented?	When the refrigerator is turned off. This helps to control the medicine whether medicine is transported keeping the required temperature or not. In addition report is required for how long the door is left open. Note - the need is that are the drivers taking necessary action for the medicine that need refrigerator.
The system should help users for assigning vehicle to operation.	Please elaborate on this requirement. What is the scenario? What kind of solution do you envision? How would you like to see this solution implemented?	<ul style="list-style-type: none"> <li>- Identify ideal vehicles</li> <li>- Get information ideal vehicles with expected service time</li> </ul>
Automatic driver identification	Please elaborate what is the intention of "Automatic" driver identification.	Identify who is driving, whenever the vehicle is on, and the transport supervisor monitors,
	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	

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	<p>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 valuable load.</p> <p>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.</p>	
Monitoring vehicles fuel consumption, pump usage, vehicle fuel expense etc.	<p>Please describe what the intention by “pump usage.” is</p> <p>Do MOH trucks refuel at internal fuel stations only?</p>	No, we don't have internal fuel station. We would rather like to control fuel usage
Refrigerated Trucks	<p>What are the truck details?</p> <ul style="list-style-type: none"> <li>• Manufacturer</li> <li>• Year</li> <li>• Model</li> </ul>	
Other Vehicles	<p>What are the vehicle details?</p> <ul style="list-style-type: none"> <li>• Manufacturer</li> <li>• Year</li> <li>• Model</li> </ul>	
Public Bid opening of Technical Proposals will not be held	Does this mean that only bidders can attend the opening or is it that bid opening is only for internal officials of	Bid Opening will be done by Internal Staff of UNOPS and/or Client (MOH). Bid Opening report will be

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	the UNOPS/PFSA	shared with the Bidders once signed
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.	
Special Requirement	Please help us understand how will you evaluate on this parameter	
The system should be a web based system-be installed at PFSA server or supplier server- Specify each separately with cost and technical requirement if installed at PFSA server	Please help in understanding the current status of PFSA server for better estimates. Does PFSA have any existing Datacenter and only additional servers/bandwidth are required of will the bidder have to build a datacenter.	THERE IS STANDARD DATA CENTER, THERE IS NO NEED TO BUILD ONE. BUT WE NEED SERVER SPECIFICATION TO CHECK AGAINST AVAILABLE SERVERS CAPACITY and minimum bandwidth internet connection required
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. 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	
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. Bidders to specify which mobile Apps will be available from their system. 2. ANDROID & iOS
Options to interface with ERP software that the Agency will implement in the future	Please mention the technical details of software for integration, if possible.	THERE IS A NEED TO PROCURE ERP SOFTWARE, BUT DETAIL TECHNICAL DESIGN IS NOT YET FINALIZED, BUT IT IS IMPORTANT TO KNOW IF IT IS POSSIBLE TO INTERFACE WITH STANDARD ERP TOOLS LIKE ORACLE OR SAP. BIDDERS TO DECLARE WITH WHICH ERP SYSTEM THEY SYSTEM WILL BE ABLE TO WORK.

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Automatic Driver Identification	Please help in understanding the type of system required. a. Would you need identification at branches & HO only or do you need it at other locations and on the vehicles. b. Is it driver ID reader or a biometric reader to be fitted on the dashboard or the one to be held manually?	A. WE NEED DRIVER IDENTIFICATION BY BRANCH AND HEAD OFFICE, BUT THE ACCESS TO MONITOR SHOULD BE CONFIGURABLE B. DRIVER READER CAN BE ID READER
System should have a way to inform important events/event will be configured by users/ using email or SMS	Please specify the frequency of SMS alerts.	IF THERE IS ACCIDENT, THEFT, OVER SPEEDING, - REPORT IMMEDIATELY
Accident Management	As we understand this is based on manual record of accident along with the GPS record of the vehicle. Please confirm	Yes
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.	C. There is no restriction, but we need to get permission from transport
	Time period for work completion. I.e., installation of all devices and go live	We would like to receive proposal of the project time line in the bidders project plan considering all the risks
	The system should help users for assigning vehicle to operation - can you explain what is meant by this – is it the ability to assign a vehicle to a project for cost allocation purposes?	THE INFORMATION IS NEEDED TO ASSIGN THE VEHICLE FOR THE NEXT TRIP
	Refrigerator operation time monitoring - will the refrigerator be able to provide an output for us to monitor indicating if it is in operation or not?	
	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)	
	In relation to the Fleet Management	

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	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 system should help users for assigning vehicle to operation *** please clarify requirement	ABILITY TO GET REPORT OF IDEAL TRUCKS, EXPECTED SERVICE TIME,
	Refrigerator service fuel tank monitoring; *** please clarify requirement	
	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 connection to the vehicle's electronic management system is possible.	