

Clarifications

Question 1:

we would like to ask a question regarding the format of the proposed RFI response.

Is there any particular format in which we must respond or send our technical evaluation of the FAO SOW as enclosed?

Answer 1:

Please note that no specific format is required for the RFI response.

A concise response will be highly appreciated.

Question 2:

We are pleased to advise that our company are very much interested in subj RFI.

In order to better focus our proposal, we would like to ask FAO for few more info's, namely:

May we have a ROM of the area to be inspected for step 1? Same (less critical) for step 2?

In step 1, your request foresees "on board processing" for the data to be loaded into the eLocust-3 Android acquisition system. "On board" means on board of the 4WD support vehicle where the Android tablet will be located? On board of the drones seems too expensive and of little use since the data transfer to the Android Tablet will be anyway performed in the 4WD vehicle.

We assume you will need low resolution for Step 1 extensive assessment and high resolution for step 2 intensive search. Is it correct?

May we have a rough idea of the weight of the pesticides to be carried on board of the drones for step 3 Control?

Will the next rfq. be assigned to a single contractor or to 3 contractors , one for each step?

we couldn't find any "intent to bid button" inside the web site, may you consider our company committed to the bid and therefore entitled to receive the RFI revisions when issued by FAO?

Answer 2:

Please see our replies below:

- On board means on board the drones;
- A sufficient resolution is required to detect areas of green annual vegetation surrounded by vast empty desert in step 1, locust concentrations in step 2 ;
- The liquid weight is of 5 or more litres of chemical pesticide.

It is unclear what ROM stands for.

Kindly note that this exercise is an RFI and, as such, its goal is to collect preliminary information from potential vendors in the marketplace as well as to obtain their alternative suggestions on how FAO's

objectives could be met. Accordingly, no further detail is available at this early stage on future and/or planned procurement.

In light of the above, you are kindly required to provide a response as indicated under the paragraph "information requested" of the RFI and to follow the procedure for submission mentioned therein (no "intent to bid button" exists: any response should be sent by email as stated in the RFI).

Question 3:

I'm writing you on the **RFI related to Drones application for Desert Locust Monitoring** to which we are keen to attend and where we would like to get further explanations on what to supply in this phase expiring the 15th December next.

We understand that FAO is looking for preliminary information on the availability of potential vendors to provide solutions useful for Desert Locust early warning and preventive control systems, to monitor activities through the use of fixed and rotary wing unmanned aerial vehicles but are trying to set up the right paper to be considered suitable.

- Are the rotary wing and fixed wing competing on different scenarios related to different range to be covered and operations to be carried out. Is it right?
- Could you clarify better which kind of info do you need on the Company? Technical info, relevant experience in the field or even financial info as to say balance sheets of the last years for example?
- When the RFI talks about proposing alternative solution to solar powered ones, we wish to stress that obviously reliability and effectiveness of the platform are key factors than we could not promote prototypical solutions or even ready solutions not proven but eventually we could promote a more environmental friendly version. On this we should understand time frame for a potential tender.
- We are not in the position to criticize technical requirements at this stage very superficial and general and we could not even identify the right quantity of systems as is difficult to define areas of operation but we are ready to give all the information on our solutions in all different versions with all different sensors potentially integrated, with indications on all missions potentially carried out. We are not familiar on all FAO projects then if we have better evidence of them we could eventually understand where our solution is suitable and where not.
- Which kind of partners do we are pushed to find and why?
- We do not understand which potential issues on legal framework, operational legal requirements, standard and regulations we should identify. Could you advise on this point?
- Finally has been defined a budget on such a potential future acquisitions?

Thanks in advance for your availability, from our side we are ready to comply with requirements and eventually to give further explanations.

Answer 3:

Please find below our reply to your queries:

- Yes, it is right: the rotary wing and fixed wing competing on different scenarios are related to different range to be covered and operations to be carried out.

- We would need general relevant info on the Company: i.e. Technical info, relevant experience in the field and possibly some financial info, although balance sheets are not required at this stage.
- We cannot provide you with all the specific information requested on FAO projects but more information on desert locust control activities may be found on FAO's website; the mention of partners was only meant to ascertain whether solutions are generally available from single companies or partnerships; the time frame for a potential tender is also unknown at this stage as it will depend in part on the outcome of this RFI, actual needs and funding situation. The generic reference to potential issues (whether legal or other) is meant to allow experienced companies to raise to FAO's attention particular issues related to the use of UAVs which should be taken into consideration prior to FAO's launching a tender.