

1. The request for proposal refers to an initial 24 month LTA (1 year renewable) for UAV services. What is the total number of Ha UNICEF intends to map and survey ? Will all districts be part of this project?

It is still unknown which regions and what exact locations/areas/sizes will need to be mapped.

2. Would you have any UAV crew service scenario for an ad-hoc basis? What is the minimum number of surveys and/or mapping sessions per year? Will any surveys and/or mapping sessions be regular?

We do not have such scenario, because there's no minimum/maximum commitment. All services will be on ad-hoc basis, based on pre-agreed requirements (size, type of mission, etc.) with a service provider

3. Any idea on how many emergency cases you anticipate to have in a calendar year?

Emergencies can't be planned and we do not have such number.

4. Would you know (or have an estimate) of total Ha that will be surveyed and mapped using IR, RGB and LiDAR respectively? Are you looking at IR or near IR? Can you confirm that a multispectral payload will surface if no IR?

No, we don't have the estimate. The general idea of LTA is to have a long term agreement with a service provider who has all those capabilities and can be deployed on ad-hoc basis for a specific application, area that is usually defined in short-notice.

5. What happens if a provider has more than one UAV model covering the scope? Can a provider bid for more than one category/coverage (600-1000 Ha/or 1000-2000 Ha/or more than 2000 Ha per day)?

Yes, you can bid for all categories.

6. At what point does UNICEF pay for the LTA?

The contracts issued by UNICEF as a result of this LTA shall specify the payment terms which is normally linked to key deliverables

7. The project will require a provider to have a crew and UAV plus spares for the emergency purpose. What happens if there are no incidents in a year ?

It means that the team is not deployed. The proposal has to account for such scenarios and have sufficient flexibility in terms of crew, UAV, spare parts and other placement and locations.

---

May I request some clarity to the below questions?

- i. My understanding of your requirement is that the UAV and crew will not be permanently based in Malawi but UNICEF will task the services of the UAV and crew on a had-hoc basis. Is this understanding correct?

Yes, the understanding is correct. However, please note that there's a requirement for emergency deployment and this should be fulfilled within 48 hours as per TOR.

ii. Do you require specifically require a VLOS or BVLOS capability?

Both options are possible, and will depend on your choice of mapping solution.

iii. Is there a preference for fixed wing or multi rotor type drones?

There's no preference for a type of a drone.

iv. How often do you project that UNICEF would require the LiDAR capability as requested?

The lidar capability will be required on ad-hoc basis and we don't have estimation on how often that would happen.

---

I noted that part of the 'Qualifications and Experience' is that we must provide a Certificate of Authorization to fly from Malawi Department of Civil Aviation (MDCA).

Can you please confirm if this is a fundamental requirement?

A company conducting commercial drone flights needs to comply with local regulations and must have a permission (certification) to conduct flights. Therefore, it is an essential requirement. However, at first stage of this LTA selection you just need to demonstrate a capability of obtaining such certificate, either by proving your communication with MDCA, or already existing agreement with them, or any other relevant proof.

---

a) Does UNICEF expect to conduct primarily VLOS operations or also BVLOS flights?

Both options are possible and will depend on your choice of mapping solution.

b) Are you looking for a provider, who are able to conduct both short distance flights 0-5 sq km and long-distance flights >20 sq km per day?

We are looking for a provider who can conduct different range flights and cover different areas, as outlined by the TOR.

c) Are there any limits on maximum take-off weight MTOW?

It is advisable to keep the MTOW below 25 kg., however, DCA might consider permission of a higher MTOW, depending on RPA certification.