



OFFER INQUIRY NO. 01.102024

Regarding the supply of aerial sensor and software for flying in GNSS-denied environments.

The contract is awarded within the framework of the project subsidized by the State Budget, within the framework of Competition No. 12/2022 (Round 2), entitled "Unmanned Special Forces Airborne Transport Platform (BPT WS) / KURIER" (contract DOBBIO-12-07-015-2023)

1. **Contracting Authority:**

FlyFocus sp. z o.o.
Fort Wola 22 St.
01-258 Warsaw
POLAND
Contact e-mail: CONTACT@FLYFOCUS.PL
KRS 0000696050
NIP 5213795003
REGON 368329114

2. **Subject of the contract:**

The subject of the contract is the aerial sensor and software for flying in GNSS-denied environments.

Aerial sensor and software must have the following parameters:

- System based on optical flow or visual odometry and absolute navigation by means of map matching
- Operating in daylight as well as in night time conditions
- Passive logic of operation: no emissions and radio communication emitted
- Equipped with electro-optical (EO) and (IR) cameras
- Equipped with Lidar sensor
- Range of altitudes: from 0' up to but not limited to 3000' AGL [ft]
- Range of velocities: from 0 up to but not limited to 85 [kts]
- Drift rate of visual odometry: less than 2% of distance travelled
- Absolute Median Error in map matching scenario: less than 15 [m] at 400' [ft] AGL
- UART or CAN protocol
- Quantity of systems: 2 Sensors & 2 software licenses
- Quantity of System Specialist Support Hours: 20 [hours]





3. Order completion date:

The Ordering Party requires that the order be completed within 8 weeks from the date of receipt of an advance payment from the Ordering Party for the execution of the order in accordance with the Terms of Payment described below.

4. Conditions for participation in the proceedings:

Contractors meeting the following conditions will be admitted to the proceedings:

1) No relationship between the Contractor and the Employer

A related Contractor is considered to be an entity:

- 1) related to or being a subsidiary, co-subsidiary or parent company in relation to the Contracting Authority within the meaning of the Accounting Act of September 29, 1994;
- 2) being an entity remaining with the Ordering Party or members of their bodies in such a factual or legal relationship that may raise reasonable doubts as to impartiality in the selection of a supplier of goods or services, in particular remaining in a marital relationship, relationship of kinship or affinity up to and including the second degree, relationship of adoption, guardianship or custody, including through membership in the bodies of a supplier of goods or services;
- 3) being an affiliate or partner entity to the Contracting Authority within the meaning of Regulation No. 651/2014;
- 4) being an entity personally related to the Contracting Authority within the meaning of Article 32 (2) of the Law of March 11, 2004 on tax on goods and services

Evaluation of the fulfillment of the conditions for participation in the proceedings:

The Contracting Authority will evaluate the fulfillment of the above-mentioned condition by the Contractor according to the **meet/do not meet** formula on the basis of the statement submitted by the Contractor (Annex No. 2 to the Request for Proposal).

Failure to meet the above condition will result in the exclusion of the Contractor from the proceedings.

5. Evaluation criteria:

The contracting authority will select the most advantageous offer on the basis of the following criterion:

Criterion name	weight % (W)
Net price	70
Completion date	20
Payment terms	10



1. Criterion 1 – Net price

Evaluation of the “price” criterion for the n-th bid of the Contractor (P_{cn}) will be made by comparing the price of the lowest among the evaluated bids (C_{min}), to the price contained in the researched bid (C_n). If the price in a given bid is given in a currency other than PLN, it will be converted into PLN at the average exchange rate of the National Bank of Poland on the day preceding the bid opening date.

$$P_{cn} = \frac{C_{min}}{C_n} \times 70\%$$

Where:

- P_{cn} - the number of points for price for the evaluated offer;
- C_{min} - the lowest price among the prices of the evaluated bids;
- C_n - the price included in the tested bid.

The maximum possible score for this criterion is 70 points.

2. Criterion 2 - Completion date

The evaluation of the criterion “completion time” for the n-th Contractor's offer (P_{rn}) will be made by comparing the shortest proposed order completion time among the evaluated bids calculated from the date of signing the contract (OR_{min}) to the offered lead time included in the evaluated bid (OR_n).

$$P_{rn} = \frac{OR_{min}}{OR_n} \times 20\%$$

Where:

- P_{rn} - number of points for the period of contract execution for the evaluated offer;
- OR_n - the period of contract execution from the date of signing the bid contract;
- OR_{min} - the shortest proposed period of contract execution from the date of signing the reviewed contract

The maximum possible score for this criterion is 20 points.

3. Criterion 3 - Payment terms

The evaluation of the “payment terms” criterion for the n-th Contractor's bid (P_m) will be made by comparing the lowest level of required advance payment before the start of contract execution among the evaluated bids (Z_{min}) to the offered level of required advance payment included in the evaluated bid (Z_n).



$$P_{rn} = \frac{Z_{min}}{Z_n} \times 10\%$$

where:

- (P_{rn}) - the number of points for the order payment terms for the evaluated offer;
- (Z_n) - the amount of the required advance payment before the start of the order of the evaluated bid expressed as a percentage of the net price;
- (Z_{min}) - the lowest amount of the required down payment before the start of the contract among the examined bids expressed as a percentage of the net price.

The maximum possible score for this criterion is 10 points.

The Contracting Authority will calculate the number of points awarded to two decimal places. The Contracting Authority will award the contract to the Contractor whose bid meets all the requirements set forth in the Request for Proposal and obtains the highest number of points (maximum 100 points).

6. **Method of bidding and required content:**

Bids should be submitted in one of two forms:

- by email to: contact@flyfocus.pl in the form of a PDF file containing a scan of the signed bid or in the form of an electronic document signed with a qualified electronic signature
- By mail to the address:

FlyFocus sp. z o. o.
Fort Wola 22 St.
01-258 Warsaw
POLAND

- 1) The offer should be prepared in Polish or English.
- 2) The bid should be signed by an authorized representative of the Contractor.
- 3) The bid price should be given in PLN, EUR or USD currency with two decimal places.
- 4) The offer should include at least:
 - a. technical parameters of the offered solution and the name of the offered model and the name of the manufacturer





- b. the net price including all costs of order execution and whether the price includes shipping costs to the Purchaser's address,
 - c. delivery date,
 - d. payment terms (including the amount of the required down payment before the start of the contract in [%] of the net price).
- 5) Along with the bid, send a signed Declaration of no relationship between the Procuring Entity and the Contractor.

7. Deadline for submission of bids:

Bids must be submitted no later than 16/10/2024 by 04:00 PM (GMT+2).

Bids submitted after the deadline will not be considered.

8. Payment terms:

The Ordering Party will pay the Advance Payment to the Contractor's account after signing the contract and on the basis of a legally issued Proforma Invoice with a payment term of at least 14 days. The Contractor, after receiving the amount of the Advance Payment from the Ordering Party, will issue to the Ordering Party an Advance VAT Invoice for the amount of the Advance Payment received. The Ordering Party shall make payment of the balance of the amount due for the delivery of the Order Item, prior to the scheduled delivery of the Order Item and on the basis of a correctly issued Proforma Invoice with a payment term of at least 21 days.

9. RODO information clause:

Pursuant to Article 13 (1) and (2) of Regulation (EU) 2016/679 of the European Parliament and of the Council of April 27, 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data and repealing Directive 95/46/EC (General Data Protection Regulation) (Official Journal of the EU L 119 of 04.05.2016, p. 1), hereinafter referred to as "RODO", the Contracting Authority informs that:

- The administrator of the personal data of the Contractor participating in the proceedings is **FlyFocus sp.z o.o. with its registration address at Fort Wola 22 St.; 01-258 Warsaw, POLAND**
- The personal data of the Contractor participating in the proceedings will be processed on the basis of Article 6(1)(c) of the RODO for the purpose related to the tender for the supply of aerial sensor and software for flying in GNSS-denied environments;
- with regard to the personal data of the Contractor participating in the proceedings, decisions will not be made by automated means, pursuant to Article 22 of the RODO;





- The participating contractor has:
 - Based on Article 15 of the DPA, the right to access personal data concerning him;
 - Pursuant to Article 16 of the DPA, the right to rectify personal data concerning him;
 - Under Article 18 of the DPA, the right to request the controller to restrict the processing of personal data, subject to the cases referred to in Article 18(2) of the DPA;
 - The right to lodge a complaint with the President of the Office for Personal Data Protection if the Contractor participating in the proceedings considers that the processing of its personal data violates the provisions of the RODO;
- is not entitled to the Contractor participating in the proceedings:
 - In connection with Article 17(3)(b), (d) or (e) of the RODO, the right to erasure of personal data;
 - The right to portability of personal data referred to in Article 20 of the RODO;

10. Contact person:

Igor Skawiński – i.skawinski@flyfocus.pl

Albert Świerczyński – a.swierczynski@flyfocus.pl

Attachments:

The following attachments are attached to the Request for Proposal:

1. Appendix No. 1 - Bid Form
2. Attachment No. 2 - Statement of no relationship between the Contractor and the Employer

