AOMS/AODB

Company	DATE	Question	Sent Answer	Date
	1.12.2022	1. About Site Visits (point B indicative time schedules for RFP), can you clarify if 13th December is the deadline for the organization of the execution of the Site visit? We'd like to understand if the deadline for the execution of the visit can be after December 13th 2. About solution presentation & Demos (point D indicative time schedules for RFP), is it possible to suggest the organization of the presentation and Demo in presence hosted by an Airport which represent a valid reference, or should it be organized as an online session?	1. the deadline has to be followed. 2. For the demo all options are possible as soons as the product value in a real case study is demonstrated	
	1.12.2022	I have well received your invitation, but first can you please confirm the below questions and remarks as it has a direct impact on our participating to the tender: - 10.3 On Site Support during Opening: Is this 3-months presence on-site mandatory/eliminatory? We have got a different approach for the system implementation and planning of the works. Our system has been developed to be self-operated. Thus, there is no requirement of our presence on-site for 3 months after installation and commissioning of the system. Of course, we will be present on site during the installation, commissioning, training and required testing. - 14.2 Required Qualifications : Local presence in Bulgaria or nearby countries will be preferred: Is this requirement eliminatory? As mentioned in my previous comments, our systems are designed to be self-operated, there is no need for us to be present either in the country or nearby. This business model has been deployed over the 250 airports using our systems worldwide. Sofia Airport will be autonomous to use the system and to perform the required L1 and L2 maintenance. Of course, in the scope of the contract, our regular visits on-site at SOF Airport can be included. Finally, regarding the application for the visit, it is mentioned in the RFP Page 11 section 1.7 : "The site inspection can be performed every working day before the deadline of the Proposal's submission, by sending a letter to "SOF Connect", containing a completed written application for a temporary pass with an escort for persons downloaded from the website of SOF Connect. The letter must be submitted at least 3 (three) working days before the inspection date specified in it, in order to issue temporary passes for access to the protected area of the airport to the persons who will perform the inspection, their full names, unique citizenship number, ID card № and date of issue, as well as the position they hold in the Tenderer(s)'s company…" Can you confirm if we need to fill this application prior to our visit on December 7th afternoon ? or if we can come for a visit without it ?	10.3 Not eliminatory. For the Go-live support a minimum onsite presence of a competent vendor team, approx. 10 days prior the Go-Live to confirm that all issues have been addressed and the system is ready to assume operations is required. Furthemore the presence of a competent vendor team must be onsite for approx 5 days after the Go-Live to respond immediately to any issues arising. For the remaining period the vendor's support and project team presence will suffice 14.2 Not eliminatory. L2 maintenance must be provided by the Vendor (or a competent partner). The absence of Local presence and support is not eliminatory but will be highly considered in the technical evaluation. No the requirement must be applicable.	