



DEFENSE CONSEIL INTERNATIONAL

SPECIFICATIONS

Supply of airborne ISR service

1. PRESENTATION OF DÉFENSE CONSEIL INTERNATIONAL

As the French Ministry of Defence's benchmark operator for the transfer of French military know-how abroad to the armed forces of countries that are friends of France, DCI has been active across the entire defence and security spectrum for over 50 years.

DCI has been awarded the "*Formation armées françaises*" (French Armed Forces Training) label and offers customised consulting, training and assistance services.

DCI is headquartered in Paris and has several sites throughout France. It also operates abroad, including in the Middle East with Qatar, Kuwait, the UAE and Saudi Arabia, and in Asia, in Malaysia, Singapore and India.

DCI is continuing to expand internationally, offering innovative, high added-value services and developing new partnerships.

For further information, visit www.groupedci.com.

2. PROJECT BACKGROUND

The European Peace Facility is financing a 2024-2025 assistance measure aimed at supporting the Mixed Multinational Joint Task Force (MNJTF) in the fight against Boko Haram (BH). The countries making up the MNJTF are Cameroon, Niger, Nigeria and Chad. The overall objective of the action is to help restore a safe and secure environment in the territories of the Lake Chad basin affected by BH, through increased regional cooperation.

3. PROJECT DESCRIPTION

Information management within the MNJTF means strengthening its non-lethal airborne intelligence, surveillance and reconnaissance capabilities. Indeed, the MNJTF's efforts against non-state armed groups must be able to rely on reliable intelligence, in particular to prevent civilian populations from being targeted and to adapt the MNJTF's action on the ground. Terrorists are fast-moving targets who can often blend in with local populations and reappear only to strike. Furthermore, recent experience in the Sahel shows that terrorists find refuge in vast and often inaccessible areas, where they can train and prepare operations undetected. It is therefore crucial for the MNJTF to have an airborne ISR system capable of providing coverage of all 4 sectors. The decentralised nature of the environment in which counter-insurgency operations take place makes it imperative that ISR capabilities are deployed as far forward as possible on the ground, so that units can rapidly exploit the information gathered. The forward deployment of these capabilities also means that the required intelligence analysis support must be provided, so that analysts can work in close collaboration with operations command. Non-lethal ISR systems are often the main means of determining what a unit can or cannot do on the ground, in compliance with rules of engagement and international law.

In addition, airborne ISR capabilities will need to be integrated into the global intelligence network, where analysts can rapidly process, merge and interpret data from many different sources. Once processed, the information must be transmitted to the right people at the right time.

With this in mind, DCI, the company selected to implement the assistance measure, seeks a specialist service provider capable of providing an airborne ISR service for the MNJTF until the end of 2025, which is the subject of this call for tenders. The supplier will be asked to provide a complete service including the provision of an aircraft with an experienced crew, a flexible flight-hour service for the airborne ISR system, the conduct of aerial surveillance missions and analysis of data collected.

4. EXPECTED DELIVERABLES AND SERVICES

To provide this service, the operator will use a civil aircraft modified for intelligence gathering, surveillance and reconnaissance missions.

The aircraft is a robust and economical vehicle that can operate over rough terrain,

The aircraft is based in N'Djamena (Chad).

Maximum availability of the vehicle is required.

A minimum number of eighty (80) flight hours per month is required. If this minimum number of hours is not achieved due to technical or human unavailability or unfavourable weather conditions, the remainder will be carried over to the following month.

- Operational specifications:

Time in the area with a flight reserve of forty-five (45) minutes on landing (this flight reserve may be adjusted by the pilot-in-command depending on local weather conditions in the area of operation and the operational status of the diversion airfields).

- Case where the distance of the deployment area is approximately 100 *Nautical Mile* (Nm) from N'Djamena:

"Area patrol" time at optimum surveillance speed (to be specified) and at an altitude of 10 000 *feet* (ft):

- Required: 7 hours or more
- Minimum: 5 hours.

- Case where the distance from the deployment area is approximately 200Nm from N'Djamena:

"Area patrol" time at optimum surveillance speed (to be specified) and at an altitude of 10 000ft:

- Required: 5 hours 30 minutes or more
- Minimum: 3 hours 30 minutes

To remain as unobtrusive as possible, the aircraft will most often be flying between 10 000ft and 15 000ft above ground.

During missions, flights at lower altitudes than those recommended above will be possible depending on operational constraints and local weather conditions. However, they must never endanger the aircraft and its crew in the face of potential ground-to-air threats, such as automatic light weapons or MANPADs, likely to be encountered in the area. Similarly, flight altitudes higher than those recommended above (up to the aircraft's operational maximum) will be entirely possible depending on operational constraints and local weather conditions.

- Operational capacity of sensors at the optimum surveillance altitude of 10 000 ft:
 - Optronic sensor:
 - Gyro-stabilised pod with integrated inertial sensor (IMU)

- EO and IR (MWIR) HD cameras with automatic video tracking of fixed and moving targets (ground vehicle tracking)
 - Laser rangefinder only
 - Integrated GMTI capability to track moving targets in the image (Performance to be proposed)
- SAR radar sensor with GMTI capability for tracking moving targets
- Ability to integrate electronic warfare collection sensors
- C2 System:
 - A single operator to operate the mission system
 - Recording of information throughout the flight over the area
 - Information storage capacity to match
- On-board radio equipment
 - V-UHF radio
 - SATCOM satellite telephone
 - Dedicated air-ground radio for coordination with ground troops
- Data transmission

Ability to transmit before landing all or part of the information gathered (video or data) by transmission of tactical data (data link) in LOS (Line of sight) to a ground station deployed at the N'Djamena base by the service provider and used by a dedicated operator of the service provider.
- Ability to analyse data collected and provide reports following missions.

The supplier declares that the products and services comply in all respects with Common Position 2008/944/CFSP where the supplies proposed in the bid include equipment listed in the European Union's Common Military List.

The equipment on this list must only come from one of the following eligible countries, and may only be supplied by a supplier or subcontractor whose nationality is that of one of the following eligible countries:

Countries still eligible: 27 EU Member States, International Organisations, Albania, Bosnia-Herzegovina, Georgia, Iceland, Kosovo, Liechtenstein, Moldova, Montenegro, Northern Macedonia, Norway, Serbia and Ukraine,

The following countries are also eligible: Chile, Mexico, Aruba, Canada, Hong Kong, Israel, Japan, Singapore, South Korea, Switzerland, Taiwan and the United Kingdom,

For any other country not listed above: any deviation from this list is prohibited, unless a special exemption is granted by DCI and the European authority.

Details of expected deliverables and services are in Annex 6.6.

5. PROJECT PLANNING AND CONTRACTUAL ASPECTS

5.1 Confidentiality clause

The information provided by DCI in the context of this procedure is confidential and solely intended for the preparation of a bid by the candidates.

DCI and the bidder undertake to keep strictly confidential any information or document concerning the other party of any nature whatsoever of which they may have become aware within the framework of the present consultation.

The parties will take the necessary measures to ensure that their staff respect the confidentiality of any documents and information communicated within the project.

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The bidder is not permitted to make any personal or commercial use of the basic data or files of which they may have become aware without DCI's express authorisation.

Note: *The confidentiality undertaking (NDA in Annex 6.4) must be returned to DCI signed by e-mail (certified electronic signature certificate or scan copy of the original) and/or by post (original to be sent) in order to allow bidders to access details of the tender process and the complete response file. Once the NDA signed, please return it to DCI's contacts indicated in Clause 5.7 to enable you to access Annexes 6.5 and 6.6.*

5.2 Terms and Conditions of Purchase

DCI does not agree to contribute to the costs of proposing and responding to this tender and reserves the right to discontinue this tender process at any time without liability for compensation and without any obligation to place an order or enter into a contract.

Prices are quoted and paid in Euros.

The DCI Terms and Conditions of Purchase apply to the contractual relationship between DCI and its suppliers. By submitting its bid, the tenderer accepts the General Terms and Conditions and Special Terms and Conditions of Purchase attached to the draft contract (Annex 6.5) as the sole basis for this call for tenders procedure, regardless of its own terms and conditions of sale, which it declares to have waived. Any comments and/or reservations relating to the application of the General Terms and Conditions and Special Terms and Conditions must be made in full in writing no later than the deadline for receipt of responses to this call for tenders insofar as acceptance of these General Terms and Conditions and Special Terms and Conditions of Purchase by the candidate supplier constitutes one of the decisive criteria for selection of the candidate by DCI. In the absence of any such comments or reservations, the supplier declares that it unconditionally accepts the General Terms and Conditions and Special Terms and Conditions attached to the draft contract (Annex 6.5) and undertakes to comply with them for provision of the service subject of this call for tenders.

In the event of any contradiction or difference between the contractual documents, the aforementioned General Terms and Conditions and Special Terms and Conditions will prevail, except in the event of their being any regulatory or legislative provisions to the contrary.

Annex 6.5 must be dated and signed with the name and position of the signatory with authority to bind the company, and the company stamp. The original must be returned no later than 12.00 noon on Wednesday 29 March 2024.

5.3 Submission of bid

The response must be submitted in electronic format via the Kiteworks /Accellion platform of DCI (access to the platform will be made available to the bidder when the NDA is sent) to the persons identified in Clause 5.9 below.

The offer must include the following:

- A general presentation of the bidder,
- A presentation of your services and (products) and your CSR and occupational health and safety policy,
- Customer references for services carried out on the same type of project, particularly in the defence and armed forces services sector if relevant,
- A commercial proposal detailing the rates for each item, any prerequisites, a provisional timetable (in line with the delivery deadline set out in Clause 4 above) and the proposed methodology,
- Civil liability insurance certificate,
- A certificate stating that the company is not in receivership or liquidation proceedings,

- The certificate of compliance issued by the collection agency to which the bidder is affiliated, stating that you are up to date with all your social security obligations.
- The completed and signed supplier due diligence questionnaire with the requested documents attached
- Acceptance of the draft contract (Annex 6.5)
- The BPU (price schedule), completed and signed
- Confirmation of no presence on EU sanctions list
- Products and services from CML countries (unless specific exemption is requested)
- Declaration by the tenderer regarding its capacity to apply for an export licence and list of equipment (with references) that may be subject to this export licence.

To be admissible, initial bids must be:

- Full and must be drawn up as requested in these specifications, including all documents requested as above, and with the signed NDA;
- The documents listed above should be named using the indexing system in annex number 6.2.2
- Dated and signed with the name and position of the signatory with authority to bind the company, and the company stamp.

Special case:

The tenderer may only use subcontractors or partners to carry out this project if they are identified when responding to this call for tenders and then approved by DCI. Sub-contractors must meet the same eligibility criteria as the candidate. In particular, subcontractors must not be subject to any restrictions in relation to the EU sanctions list.

5.4 Timetable for the call for tenders

Updating publication of the tender process:	29/02/2024
NDA deadline:	18/03/2024 at 12:00 (Paris time)
Questions sent by candidates:	until 08/03/2024 at 12:00 (Paris time)
Publication of responses:	12/03/2024
Deadline for receipt of bids:	20/03/2024 at 12:00 (Paris time)
Submission of bids by <i>short-listed</i> candidates:	Week of 25/03/2024 to 03/04/2024
Selection of candidate:	10/04/2024
Beginning of the project :	from the selection

DCI may have to amend this timetable and will notify candidates in writing.

5.5 Validity of the bid

The bid will be valid for 10 months from the date of receipt.

5.6 DCI selection criteria

Once the bids have been opened, the committee will examine the admissibility of the bids (criteria listed above).

- Admissible bids will be scored according to the following criteria:Relevance of changes proposed to the draft contract and the attached general and special terms and conditions (Annex 6.5) – 10%
- References – 1%
- Overall amount of the offer (21%)
- Understanding the mission: matching the response to the specifications (including Annex 6.6) – 12%
- Service start date – 18%
- Proposed methodology / schedule – 11%
- Maximum monthly flight hour capacity 10%
- Capability to use data from aircraft sensors 11%
- Capability to integrate optional extras 6%

Prices and payment

In accordance with the unit price schedule, the commercial bid must be detailed by phase.

Accordingly:

- If additional time is required to complete the service, any additional costs incurred will be met entirely by the bidder.

As described in article 5.4:

The contract is a performance-based contract with a fixed price per phase and a deliverable.

The Candidate must provide a precise timetable for the performance of the service. Compliance with the timetable is a decisive condition for DCI.

NB: A bank performance guarantee must be provided by the candidate selected

5.7 Tender review

DCI opens the initial bids submitted by tenderers and rates them on the basis of the weighted criteria set out in article 5.6, for bids which comply with the admissibility requirements set out in article 5.3.

Tenderers are notified that their bids have been eliminated as inadmissible, informing them that they have 15 working days to file a claim with DCI.

The three bidders whose bids have received the highest marks after initial scoring ("short-listed") are invited to a presentation session.

DCI may negotiate with candidates whose bids are short-listed, on terms and conditions determined by DCI, in compliance with the principle of equal treatment between candidates. At the end of the negotiations, DCI informs the tenderers of the closure of the negotiation phase and invites the tenderers to submit a final offer on the basis of what has been negotiated, within a sufficient period of time.

Final offers are opened and ranked on the basis of the weighted criteria set out in article 5.6.

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5.8 Information of the result

DCI informs bidders of the outcome of the tender, indicating to the bidder with the 2nd highest score that it is the reserve bidder in the event of the successful bidder's withdrawal or failure to finalize the contract.

DCI notifies unsuccessful bidders that their bids have been rejected and that they have 15 working days in which to lodge a complaint with DCI.

5.9 Request for information and contacts

Further information should be requested from:

<p style="text-align: center;">Benoît CIRÉE Project Manager</p> <p style="text-align: center;">Benoit.ciree@groupedci.com For project management and project ownership, business needs</p> <p style="text-align: center;">Céline BENARD/Myriam TOUMI Buyer</p> <p style="text-align: center;">Celine.benard@groupedci.com/Myriam.toumi@groupedci.com For commercial and contractual aspects</p>
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Nota bene: In order to be able to respond effectively to any queries you may have, please send your messages to all contacts listed above. DCI will forward to all tenderers any questions/answers likely to contribute to the proper conduct of the call for tenders. In the interests of fairness, DCI will reply to all tenderers by publication on the DCI website.

Please note: Proposals must not be sent directly (i.e. personally) to the technical contact by any means whatsoever (telephone, e-mail, post, etc.), otherwise they will be excluded from the call for tenders. The response to this call for tenders must be sent via the Kiteworks/Accellion platform.

6. ANNEXES

- Annex 6.1: Supplier due diligence questionnaire
- Annex 6.2: BPU (price schedule)
- Annex 6.2.2: Indexing requested documents
- Annex 6.3: Questions/Answers
- Annex 6.4: Confidentiality undertaking (NDA)

The following annexes will be sent to you when the NDA is signed:

- Annex 6.5: Draft contract to be approved for acceptance of terms and conditions of purchase
- Annex 6.6: Technical details