

## RFP23-5610

# Marine Water Quality Monitoring Equipment – Cook Islands, Niue and Tuvalu

Pre-bid meeting

<b>Pre-Bid Meeting</b>	1 <sup>st</sup> December 2023
<b>Start</b>	2pm (Fiji Time)
<b>End</b>	3pm (Fiji Time)
<b>Attendees</b>	<ul style="list-style-type: none"> <li>➤ Steve Chamberlain-Ward - Otthydromet</li> <li>➤ Charles Massicotte – MTE Instruments</li> <li>➤ Danish Khalil – Pacific Technologies</li> <li>➤ Kevin Wilson – M2 Ocean</li> </ul>

### 1. How is the financial scoring calculated? Is there a baseline price to score?

The financial bids are compared to each other for the scoring, the lowest bid having 300 points. It will also be compared to the available funding from the project for this procurement.

Financial Proposal score = (Lowest Price/Price under consideration) x 300

### 2. Will there be a single bid awarded or multiple?

Lots are independently evaluated technically and financially. SPC will try to have a uniform system as much as possible.

### 3. Lots

- **Lot 1:** multi sensors to be deployed in lagoons or reef flats in the 3 countries (Tuvalu, Niue and Cook Islands).
- **Lot 2:** Sensors mounted in structure to provide nearly real time data to the government agency. Solar panel power source would be preferred.
- **Lot 3:** 2 environmental buoys (1 sensor) along the mooring line. Light weight environmental buoy system. In Funafuti (Tuvalu) will be deployed in the lagoon (calm water). In Niue will be offshore but will be hooked to an existing Fish Aggregate Device (FAD). Solar panel power source. Flashing light is required. GPS and if the buoys drifts to have an email alert.
- **Lot 4:** 2 environmental buoys (multiprobe, 3 sensors). Light weight environmental buoy system. In Funafuti (Tuvalu) will be deployed in the lagoon (calm water). In Niue will be offshore but will be hooked to an existing Fish Aggregate Device (FAD). Solar panel power source. Flashing light is required. GPS and if the buoys drifts to have an email alert.

Out of lot 3 and 4, the project currently has funding for one lot. SPC policies allow to go back to a bidder that was selected in a competitive process within 12 months to procure the items that were deemed responsive (quality and price) without having to do another process as it is estimated that within 12 months the process is still valid as a market test.

### 4. Technical specifications

Looking for equipment and partner to strengthen the sustainability of the programme.

- Sensors:
  - o In terms of sensors, SPC is looking for sensors that are as common as possible as per the specs that are shared. Calibration and maintenance need to be as simple as possible to avoid issues in countries. A wiper must be in the sensors.

- Handheld interface
  - o The way is planned to have fixed, permanent sites, there will potentially be an option to acquire handheld devices to be able to have mobile stations.
- Training (calibration and maintenance) is to be done in country and a training manual is to be left for reference.

**5. If the bidder has an alternate antifouling mechanism that is not a wiper that is more passive and environmentally friendly solution, can it be proposed?**

Yes, it can be proposed but in the case the system is unknown, a full description of the alternate is to be submitted so it is properly considered.

**6. Are spare sensors necessary when there is a warranty of 3 years?**

Because of the warranty may not cover the misuse of the equipment because the people that will be using them are not experts and may mis manipulate and cause damage to it, SPC wants to ensure that there are back-ups.

The comparison of the bids will take into account if there are spares and if not. This means that is an offer justifies the no submission of spares, the bids will be compared just with the main sensors to compare the same amount of equipment.

**7. Will the equipment be servicing/cleaning/access every 90-day interval?**

SPC is hoping to procure an instrument that the team will be doing calibration and maintenance at minimum monthly.

In Cook Islands they have the monitoring programme where they go to the sites monthly but only to collect water. With the new instruments they will be able to do it. In the other countries, there is no such system and SOPs will be developed.

**8. Communication**

For this project capital islands are being targeted. There is 4G network in Cook Islands and Niue. In Tuvalu the network is not that consistent. Bids having both regular network and satellite is encouraged. If not possible having both, then satellite network.

**9. Data management - Solution to use 4G to send a data file to an FTP site run by SPC, alternatively a cloud-based solution can be offered where people can log in to the cloud and look at the data. The RFP does not mention the data management so what is SPC's preference?**

SPC usually does the data management side of things. If the bidder was to submit a data management solution, SPC would look at the sustainability (ex: yearly cost) of the proposal. SPC has a few options as SPC has developers within the organisation that can develop a tailored solution. Most likely what the project will do is leverage the data management systems that are existing in country (ex: Clyde system). SPC has the Pacific Data Hub that is a regional data management system to support our member countries with data.

The decision on the data management system that will be used, will be taken down the line.

**10. What is the preference for cable length for Lot 3 and 4?**

The cable length is to be 50 m as Funafuti is 45m depth and in Cook Islands it will be attached to a FAD so that length should be sufficient.

**11. 4 years of calibration solutions. Would SPC be open to a contract where there is a bid for 4 years calibration solutions but supply the solutions on annual basis that can be paid up front in capital equipment but only supply on yearly bases, so that calibration solutions do not expire.**

That is the type of solution SPC is hoping to see in the bids as some member countries will have difficulties to store them adequately.

**12. 18 communication cables seem to be excessive when usually one needs only 2 or 3.**

That is an oversight. 2 or 3 cables per country will be ideal.

**13. Is there an idea of concentrations (turbidity and conductivity)? This is needed for the calibration re-agents.**

Turbidity – turbidity is usually low. That being said, we intend to collect turbidity level during severe to extreme rainfall event where run-off into nearshore water and lagoon can generate high level of turbidity. This is a known challenge for example in Cook Islands, Muri lagoon.

Conductivity – SPC has done bathymetry mapping, multibeam surveys in those places so SPC has CTDs records. However, it is mostly in deep water and not exactly in places where the monitoring stations will be established.

**14. CTD cast that collected when SPC did the bathymetry could be made available to help with the design of the mooring.**

The Bathymetry data is not open to the public. We have the data as SPC is the custodian of the data on behalf of our member countries but to share it there is a need to seek approval from the relevant authorities in country.

For this procurement, SPC is interested in the top section part of the mooring design for which there is no need for the environmental knowledge.

There are reports that show the CTD data that would be available online, but they will be on deep water while the instrument will be deployed in shallow water or in the lagoon.

**15. Freight**

Preferred air cargo but both costs to be submitted. All the equipment for Tuvalu will to be delivered to Fiji and SPC will then deliver to Tuvalu.

-----END-----