



**Defence Forces Logistics Command
Headquarters**

**REQUEST FOR INFORMATION (RFI)
FOR SMALL SIZE PORTABLE VTOL UNMANNED AERIAL
SYSTEMS**

RFI NO 2185/2020



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1. SUBJECT

The Joint Systems Centre of Finnish Defense Forces is collecting information about available small size portable VTOL Unmanned Aerial Systems (later UAS) to support possible future system and performance development. In size and performance point of view, the systems should fall in NATO UAS classification Class 1, Category "Micro" or "Mini".

The purpose of this request is to gain an overview of the available systems and their performance for various mission profiles in urban and forest environment in Finland and in crisis management operations worldwide to support both civilian and military authorities. FDF is looking for systems in several categories of performance and a single system does not need to meet all requested details.

If the Supplier has several models or versions about the UAS each of them should be introduced separately.

The Finnish Defence Forces issues this Request for Information (RFI) to gather information in accordance with the enclosed documents.

2. REFERENCE

The Request for Information (RFI) has been published on the electronic noticeboard HILMA at www.hankintailmoitukset.fi and in the Official Journal of the European Union, the TED database.

The reference number of the RFI is 2185/2020.

3. CONTACT PERSONS

The contact persons nominated by the Finnish Defence Forces Logistics Command (FDFLOGCOM) are:

in technical issues Major Eero Latukka, email eero.latukka@mil.fi

and in commercial issues Contract Manager Siru Erkkilä, email purchase4.fdflogcom@mil.fi.

Please note that only the persons mentioned above will answer to enquiries related to this Request for Information (RFI). See paragraph 12.3.



4. SCOPE AND REQUIREMENTS OF THE RFI

4.1 Scope

The suppliers are requested to submit information on their available Unmanned Aerial Systems. The main information requested is the performance, price, availability and physical characteristics of supplier's proposed product(s).

4.2. The general questions and system requirements

The suppliers shall provide the information about the products iaw. the Excel sheet in appendix 1.

5. MAIN PURPOSE

As stated above the RFI is primarily issued to gather sufficient information on available systems, performance and specifications. The focus is on Suppliers' products, references and overall proven capability to provide a complete system.

5.1 Main Purpose

The FDF request you to provide at least the following information for each type of systems you have available for the purposes described above:

- Name of the system
- Model (if various setups are available)
 - Date of introduction for the model
- Production volume (approx.)
 - The amount of existing user organizations, if available
 - Professional users (Commercial or military)
 - Fleet size of an average operator
 - Number of systems which can be produced and delivered for a single customer during 6 months period
- All approved and valid certificates concerning the system and UAV, e.g. airworthiness certificates
- The training system and syllabus (If needed)
- Operator-level service and maintenance concept
- Time from stowed to operational
- Max flight time



- Minimum operating temperature
- Available ruggedized cases or backpack models or shockproof packaging systems
- Number and type of plug-and-play payloads
 - How many payloads can be used simultaneously?
- Does the system support 3rd party payloads?

6. SYSTEM SPECIFICATIONS TO BE ATTACHED

- UAV (Unmanned Aerial Vehicle) Specifications
- PLDs (Payloads) Specifications
 - Both plug-and-play and possible fixed PLD
- GCS (Ground Control Station) Specifications
- Control system and Datalink specifications
 - Including map data specification
- GSE (Ground Support Equipment) Specifications
- Specification for all batteries used in the system
 - Are there any batteries which user cannot replace

7. MISCELLANEOUS

- How many UAS systems can operate in the same area simultaneously?
- Does the system support overall target acquisition?
 - If yes, what is the estimated accuracy?
- Weather and environmental limitations for System, UAV and GCS (e.g. wind, temperature, rain, snowing)
- Is seamless GPS/non-GPS flight operation possible
 - Which satellite navigation systems are supported?
 - Geofencing installed by the manufacturer?
 - Users access to set/remove No Flight zones
- Description of possible obstacle avoidance/collision system
- Technology and performance



- Is it possible to perform following mission:
 1. fly to e.g. roof of house (landing to roof, stop motor)
 2. start to survey the POI (point of interest) by payload
 3. take-off and fly back to base
 - What is the estimated survey time on roof, if flight distance is 300m, temperature +10°C and wind 2 m/s?
- Does the system support geographic coordinate presentations (latitude, longitude) using WGS84 reference ellipsoid or Military Grid Reference System (MGRS)
- Are electric 230 V / 50 Hz equipment connectable to the 230 V / 50 Hz AC schuko outlet (CEE 7/16 and CEE 7/17 compatible)?
- Does the battery charging system support 12/24VDC vehicle outlet?
- IP classification (System, GCS, UAV)
- Does the system fulfil International Air Transport Association (IATA) Dangerous Goods Regulations?
- Does the radio transmissions of the system meet the rules of the Finnish Transport and Communications Agency (Traficom, <https://www.traficom.fi/en/>).
 - If not, please describe possibilities for modification
- Does the system support user-defined frequencies and/or encryption of the link?
 - On which bands?

8. PRICES

All prices shall be given in EUR only.

In the RFI answers the Supplier shall give separated ROM-prices for the following items:

- Air vehicle
- Payloads
- Datalink
- Ground Control Station
- Shockproof packing and transportation equipment



- User training (If needed)
- System documentation
- System spare parts and tools needed for one (1) year operation.

Pricing is requested for 1 system and 100 systems with manufacturers recommended amount of UAVs and payloads (if the basic system supports several air vehicles for one control device).

9. PUBLICITY

This RFI document is public.

10. CONFIDENTIALITY

FDF shall handle all received information as Company Confidential.

11. FORM OF ANSWERS

The Supplier will fill the attached Excel sheet. The exact value or description is requested to be written in Column B for the lines which have been specially marked in that column. For all lines the Column C is for the name of the attachment which includes the specific piece of information. The additional information (e.g. specifications) is preferred in word text file or pdf text file (unsecured).

12. GENERAL INFORMATION

12.1 Nature of the RFI

FDFLOGCOM is implementing a market survey by this document, Request for Information (RFI). The RFI is not a contract notice or a Request for Quotation (RFQ) initiating a procurement process.

This RFI does not establish any commitment for the part of the Finnish Defence Forces (FDF) to implement any procurement, and the decision on initiating a potential procurement process will be made after the market survey.



FDFLOGCOM emphasizes that the result of this RFI phase is intended to be only background material for a possible RFQ and nothing of this RFI's content can be regarded as a binding obligation for FDF.

12.2 Publicity

All the parts of this RFI are classified public (Julkinen, Unclassified) according to the Act on the Openness of Government Activities (621 / 1999).

It is emphasized that the role of this RFI is to gather relevant information and data, analyse and process them for the purpose of preparing a Request for Quotation. Therefore it is recommended that the Supplier declares the parts of the reply that include a business or professional secret.

The Customer may the acquisition described in this RFI into several separate acquisitions.

12.3 Questions concerning the RFI and providing contact information

The recipients of the RFI may ask for further information concerning the RFI as well as further instructions on submitting a reply to it. All the documents, messages, information etc related to this Request for Information, which are to be considered valid for this RFI, must be marked with reference number 2185/2020 and have to be addressed to the persons mentioned above in Clause "Contact Persons".

The questions should be asked in English or in Finnish and delivered by e-mail no later than 22.5.2020 at 14:00 (Finnish time).

FDFLOGCOM will answer the questions by sending the collected questions and answers collectively to all recipients who have provided their contact information.

The questions and answers will be sent to the recipients by e-mail no later than 29.5.2020.



13. INSTRUCTIONS ON SUBMITTING A REPLY TO THE RFI

13.1 Delivery of reply

The required information shall be submitted in two (2) identical electronic versions in a USB flash drive or CD. The electronic version shall be saved in a format readable with the most common office software, for example as .doc/.docx, .xls./xlsx, .pdf, .ppt/.pptx or .jpeg files. Files shall be transferable to a computer from the external device.

The required information including all of its appendices shall be in English or in Finnish language.

The required information shall be submitted by 2 p.m (Finnish time) on 5.6.2020.

By Mail

Finnish Defence Forces Logistics Command HQ

Kirjaamo

RFI 2185/2020

Att: Procurement Section 4 / Siru Erkkilä

P.O. Box 69

FI-33541 TAMPERE

or

By Courier

Finnish Defence Forces Logistic Command HQ

Kirjaamo

RFI 2185/2020

Att: Procurement Section 4 / Siru Erkkilä

Hatanpään valtatie 30

FIN-33100 Tampere, Finland

If you wish to bring your RFI answer to the Defence Forces Logistics Command Headquarters, we ask you to reserve enough time. The reception desk on the ground floor may be very busy, so the personnel will call the Contracting Entity's registry office to come and fetch your answer from the reception lobby. The registry clerk will give you a receipt for having received the RFI answer. The time when the registry clerk receives the RFI answer in the reception lobby will be the time of submission. The Tenderer is wholly responsible for ensuring that the RFI answer is submitted by the deadline. The Contracting Entity's visiting address is:



The Finnish Defence Forces Logistics Command Headquarters
Commercial Division/Purchase Sector 4
Hatanpään valtatie 30
FI-33100 Tampere, Finland

Please write "Reference number 2185/2020 Procurement Section 4", the name of your company and contact information on the envelope.

All Replies received by this deadline will be opened and studied simultaneously. Any Reply arriving after the deadline will not be considered.

13.2 Publicity of the replies and marking trade secrets

The respondent must state which parts of the reply to RFI include private trade or professional secrets referred to in the Act on the Openness of Government Activities (621 / 1999) 24.1 § paragraph 20. According to the said Act 24.1 § paragraph 20, information on private trade or professional secret shall be considered confidential if access to that information by others would cause economic loss to the private economic operator. Trade and professional secrets shall be clearly marked on the reply, for example, by using brackets or by delivering the reply in two copies so that the trade secrets are crossed out or otherwise erased from the other (public) copy.

FDFLOGCOM shall make a final estimation of whether the replies shall be considered confidential pursuant to the Act on the Openness of Government Activities (621 / 1999).

Should the RFI phase lead to a procurement process, the replies to this RFI shall become public insofar as they do not include confidential information in accordance with the Act on the Openness of Government Activities (621 / 1999).

If the RFI phase leads to a procurement process, but the procurement is suspended (by a suspension decision) and the procurement is re-initiated, the replies to this RFI shall be confidential in accordance with the Act on the Openness of Government Activities (621 / 1999) 24.1 § paragraph 17 until a new contract has been concluded in the new procurement process.

13.3 Costs related to submitting a reply

Any and all costs relating to submitting a reply to this RFI shall be totally at the respondent's expense and risk.



14. APPENDICES

Attached to this RFI please find the following appendices, which form an integral part of this RFI.

Appendices

1. Appendix 1, the Questions to the Supplier

We are looking forward to receiving reply to our Request for Information.

Tampere 8.5.2020

Yours faithfully

Siru Erkkilä
Contract Manager

