Joint Stock Company "Conexus Baltic Grid" (registered as "Akciju sabiedrība "Conexus Baltic Grid""), hereinafter – Conexus.

The negotiated procedure “Gas transmission and Inčukalns UGS SCADA modernization”(Id. Nr. AS Conexus Baltic Grid 2021/15), hereinafter – the Procurement.

Procurement commission (hereinafter – the Commission) has received questions from interested suppliers and provides the following answers to them (quoting questions):

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| **No.** | **QUESTIONS** | **ANSWERS** |
| **1** | **Candidate qualification (selection) regulations, qualification requirements for Candidate’s personnel (p.9.2.7.1 - Project Manager, p.9.2.7.2 - Technical Project Manager).**  There is a requirement for Technical Project Manager to have internationally recognized Project Manager credentials (PMI PMP, IPMA level C or equivalent).  In our opinion, such a requirement should be applied to the Project Manager role and only mistakenly assigned to the Technical Project Manager qualification. | After evaluation of the question Procurement Commission concludes that existing qualification requirements for Technical Project Manager are justified.  Technical Project Manager role include not only technical responsibilities but significant organizational and communication skills, understanding of project time, schedule and resources, therefore recognized Project Manager credential requirement are justified for this role in the project.  The requirements were defined, considering all the circumstances and needs of Conexus. At present, Conexus sees no reason to reconsider the specified requirements.  Original wording from Qualification Requirements specification remains valid. |
| **2** | **Candidate qualification (selection) regulations, qualification requirements for Candidate’s personnel (p.9.2.7.5 – Specialist in Communication Systems, p.9.2.7.6 - Electrical Engineer).**  In our opinion, the requirement for Specialist in Communications Systems and Electrical Engineer to meet qualification requirement c - at least 1 agreement of minimum value of EUR 4.000.000 million or 2 agreements each of minimum value of  EUR 2.000.000 million, excluding VAT, is excessive, too high, and should be eliminated or reduced. Such a high requirement can be applied only to key specialists (roles), e.g., Project Manager, Technical Project Manager, SCADA Systems Specialist. Communication systems and / or electrical works make up a small part of SCADA projects. Moreover, such a requirement is not raised for Specialist in SCADA software / Programming engineer (at least 4 persons).  Please harmonize the requirements so that they are adequate with the importance of the positions (roles) in the project and are not excessive and limit the competition. | After evaluation of the question Procurement Commission concludes that existing qualification requirements for Specialist in Communications Systems and Electrical Engineer are justified.  Considering specifics of SCADA for Transmission system (geographic distribution), effective and secure communication is one of the keys for sound SCADA system operations. Therefore, role of the Specialist in Communications is one of the key roles in this project and shall have adequate experience in similar in scope or broader installations. The role of Electrical Engineer is a key role for activities related to various kind of equipment in Underground Gas Storage and therefore shall have adequate experience in the respective aspect. Both roles have key impact on successful project implementation. These are roles served by one or two persons and their duties involve decisions vital for overall success of the project. Such a requirement is not raised for Specialist in SCADA software / Programming engineer as their activities in the project have to be supervised by SCADA Systems Specialist and/or Project Manager and/or Technical Project Manager.  Same as it’s mentioned in the question (“*communication systems and / or electrical works make up a small part of SCADA projects”*), also qualification requirements for Candidate’s personnel (p.9.2.7.5 – Specialist in Communication Systems, p.9.2.7.6 - Electrical Engineer) means that required specialists should have experience in realization such project (-s) which meets defined contract/project values. Specified requirements does not prescribe values for a specific section of works, but for the contract/project in common.  The requirements were defined, considering all the circumstances and needs of Conexus. At present, Conexus sees no reason to reconsider the specified requirements.  Original wording from Qualification Requirements specification remains valid. |
| **3** | **Relying on the economic and technical capacity of the subcontractor.**  Can the Supplier/Candidate rely on the economic and technical capacity of the subcontractor to meet the qualification requirements?  In this case, the subcontractor is not a member of a partnership, and not a member of the association of suppliers. | The candidate must assess each individual case and the possibilities for cooperation, taking into account the following aspects:   1. According to main CPV classification - 42961200-2 (Scada or equivalent system) – the procurement object type is “delivery”. 2. According to Section 52, Paragraph four of the Law on the Procurements of Public Service Providers (hereinafter - LPPSP) if it is necessary for the performance of the particular procurement contract, the economic operator may rely on the capacities of other entrepreneurs regardless of the legal nature of the mutual relationships. In order to certify the professional experience or the availability of the staff meeting the requirements of the public service provider, **the economic operator may rely on the capacities of other persons only if such persons are to perform the construction work or to provide services** for the performance whereof the relevant capacities are necessary. 3. According to Section 1 (1) of the LPPSP "Subcontractor" means a person contracted by the tenderer or a person contracted by such person, in its turn, who **performs construction work or provides services** for the performance of the procurement contract. 4. According to Section 68, Paragraph two the tenderer indicates in its tender all those subcontractors the value of **the construction work to be performed or the services to be provided** by which is 10 per cent of the total value of the procurement contract or more, and the lot of the procurement contract to be transferred for performance to each such subcontractor. 5. Requirements specified in the Regulations (e.g., Paragraph 9.9.)   Considering all the above, as well as the position of the specialists of the Procurement Monitoring Bureau expressed in training seminars and telephone consultations, it can be concluded that the LPPSP regulation does not provide for relying on the possibilities of other persons in procurements, which envisages concluding a delivery (supply) contract. |
| **4** | We look to fulfill the requirements of the “Requirements for technical and professional abilities” with contracts under which services were provided in countries such as: USA, Oman, Kuwait. Is there a requirement to prove those local entities (in US, in Kuwait, in Oman) and Europe entity (that will participate in this tender) are sister companies? | According to Section 1 of the LPPSP:  14) Candidate- an economic operator taking part in a negotiated procedure by publishing an invitation to participate, prior to submission of the tender.  23) Economic operator- a natural person or a legal person, a contracting authority, a public service provider, or an association of such persons in any combination thereof which offer to perform construction works, supply products or provide services accordingly.  Requirements of the Candidate' qualification (selection) are specified in the Regulations (Paragraph 9).  Despite the circumstances that “sister companies” may be owned by one “mother company” (related companies), it doesn’t change the fact that each company is separately registered legal person (with its own registration number, VAT number, legal address, management body (e.g. board, council), personnel, etc.). Specific contracts are also signed by a specific legal entity (company), which is then entitled to refer to its completed contracts / projects. It would not be legally correct for one legal person to refer to contracts performed by another legal person, even though they are related companies.  According to previously mentioned, it should be carefully assessed who is applying as a candidate in the procedure – specific legal person, an association of such persons, etc., because candidate should fulfil all the qualification requirements.  In case of subcontracting and/or association the candidate must assess each individual case and the possibilities for cooperation, taking into account relevant points of the Regulations as well as aspects mentioned in answer to question No.3 (subcontracting).  If our understanding of question and provided answer is not proper and complete, please clarify and concretize your question. |
| **5** | Please provide the list of specific PLCs mention in doc. “Conexus SCADA - GIPS FINAL” under Section 4.4.2: “The list of specific PLCs to replace is listed in attachment, replacement model for each PLC shall be agreed with the Conexus.” | The purpose of GENERAL INFORMATION ON PROCUREMENT SUBJECT AND ON TECHNICAL SPECIFICATION (hereinafter - GIPS) is to provide a first outline on Conexus project and its SCADA system functional, security, performance and other requirements to the market, as a first phase of the procurement process.  The list of specific PLCs mention in GIPS is not for issue in stage 1 of the negotiated procedure, the list is a part of the full technical specification.  According to Paragraph 3.2. of the Regulations GIPS is for information only.  According to Paragraph 3.3. of the Regulations the full technical specification will only be issued to qualified Candidates by attaching it to the Invitation to submit a tender in the negotiated procedure (2nd stage). |
| **6** | As the complete SoW is currently not available, what would be the process to add additional subcontractors after this qualification phase is completed? Based on the complete SoW, other subcontractors than initially assumed might be required. | It is not clear what is mentioned under “SoW”. For the remainder of the answer provided SoW is used as “Scope of Work”.  Engagement and replacement of subcontractors and staff members is specified in Paragraph 5.20. of the Regulations.  The conditions can be specified, supplemented in the regulations of stage 2 of the negotiated procedure.  In any case, the replacement of the staff and subcontractors involved and / or the recruitment of new staff / subcontractors may only take place in accordance with Article 67 of the LPPSP. |
| **7** | |  |  | | --- | --- | | Section 4.1.8 | Could you elaborate 3rd party system to exchage data with? Company internal system or external system? | | Section 4.2.1 | How many monitors for each of 3 workplaces in GT MDC? | | Section 4.2.1 | Could you elaborate more about Videowall requirement? | | Section 4.2.1 | how many dispatchers and operators of each shift to monitor and control GT and UGS? | | Section 4.2.1.1 | Could you share a layout diagram of MDC control room for both GT and UGS? | | Section 4.2.1.1 | What is the network latency between MDC and BDC? | | Section 4.2.3.2 | Is there any requirement for Citrix access? | | Section 4.2.3.2 | Is there any requirement for viewing data from mobile device? | | Section 4.2.4 | What type of server technology is preferesed? VM or physical server | | Section 4.3.1.2 | How many compressor stations in total? | | Section 4.3.1.2 | What is network latency between UGS MDC and CS-2? | | Section 5.1 Trend | 10 data over 1 day. Are 10 data refering 10 different telemetry points? | | Section 5.1 Local Failover | Could you elaborate more about the requirement of local failover? Automatic or Controlled failover from primary to standby in same data center? | | Section 5.1 Site Failover | Could you elaborate more about the requirement of site failover? What is the current Disaster Recovery Plan? | | Section 5.1 SCADA system workspace support | Could you elaborate more about the requirement of 10 faceplates /20 trends /10 alarms lists? What is current implementation? | | Section 5.1 Report generation | 1 day period. Could we get sample of current reports? both standard and customized. | | Section 5.7 | Are there any OPC DA or OPC UA server and client in use? | | Section 5.8 | Are there plans to inherit historical data from legacy system? What is the history retention period, file size? | | Section 5.10 | Just to confirm, do you expeact training materials in both English and Latvian as well? | | General Questions | Briefly describe your device communication infrastructure | | General Questions | Actual count of different types of devices, MS, CS, Valves, etc | | General Questions | List of devices that require controls and type of controls (e.g. Pressure/Flow control, station ESD, unit control) | | General Questions | Do you currently perform any scripts and calculations in SCADA? Please list all calculation and script type (e.g. End of Day Volume forecast, Variance, etc.) | | General Questions | Are you using any external historians besides SCADA system? | | General Questions | Do you have a high-performance screen design standard? | | General Questions | Other than the control room receiving and managing the alarms, are there other stakeholders that receive alarm notification via text, email and voice notification? | | General Questions | Do you have alarm management plan implemented? If yes, do you require modification to the alarm management plan? | | General Questions | How are you currently handling Shift Handover? | | A description of the procurement subject (GIPS) is available to such extent that the interested suppliers may decide to participate in the negotiated procedure (submit an application for the stage 1) or not.  The purpose of GENERAL INFORMATION ON PROCUREMENT SUBJECT AND ON TECHNICAL SPECIFICATION (GIPS) is to provide a first outline on Conexus project and its SCADA system functional, security, performance and other requirements to the market, as a first phase of the procurement process.  All the detailed technical issues and information is not for issue in stage 1 of the negotiated procedure but is a part of the full technical specification and should be answered during stage 2 of the negotiated procedure.  According to Paragraph 3.3. of the Regulations the full technical specification will only be issued to qualified Candidates by attaching it to the Invitation to submit a tender in the negotiated procedure (2nd stage). |
| **8** | … please explain, if …. entity of …, which is fully own by …, can use in mentioned tender references and personnel from parent company of … and or subcontractors (it is according to points: 9.2.6 Requirements for technical and professional abilities; and 9.2.7 Requirements for Candidate’s personnel – from a document The Negotiated Procedure by publishing an invitation to participate; “GAS TRANSMISSION AND INČUKALNS UGS SCADA MODERNIZATION”; The first stage Candidate qualification (selection) regulations; Procurement Identification No. AS Conexus Baltic Grid 2021/15; (PRO-2021/262), Rīga/Riga 2021. | Please see the answers to the questions No. 3, 4, 6. |
| **9** | Please explain, if … entity of …, which is fully own by …, can use in mentioned tender references and personnel from parent company of …. | Please see the answers to the questions No. 3, 4, 6. |
| **10** | Please explain, if … entity of … can use in mentioned tender references and personnel of our subcontractors (it is according to points: 9.2.6 Requirements for technical and professional abilities; and 9.2.7 Requirements for Candidate’s personnel – from a document The Negotiated Procedure by publishing an invitation to participate; “GAS TRANSMISSION AND INČUKALNS UGS SCADA MODERNIZATION”; The first stage Candidate qualification (selection) regulations; Procurement Identification No. AS Conexus Baltic Grid 2021/15; (PRO-2021/262), Rīga/Riga 2021. | Please see the answers to the questions No. 3, 4, 6. |

Chairman of the Commission A. Tereševs