



Pre-Operational Validation (POV) Project for Land Borders

Early Warning for Increased Situational Awareness

EWISA



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Tallinn, 18 October 2017

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EWISA Consortium Members

	Partner	Member State	Role
	Center for Security Studies (KEMEA) Hellenic Ministry of Interior	Greece	Coordinator & Contracting Authority
	Finnish Border Guard	Finland	Partner
	Guardia Civil	Spain	Partner
	Romanian Border Police	Romania	Partner

EWISA Objectives

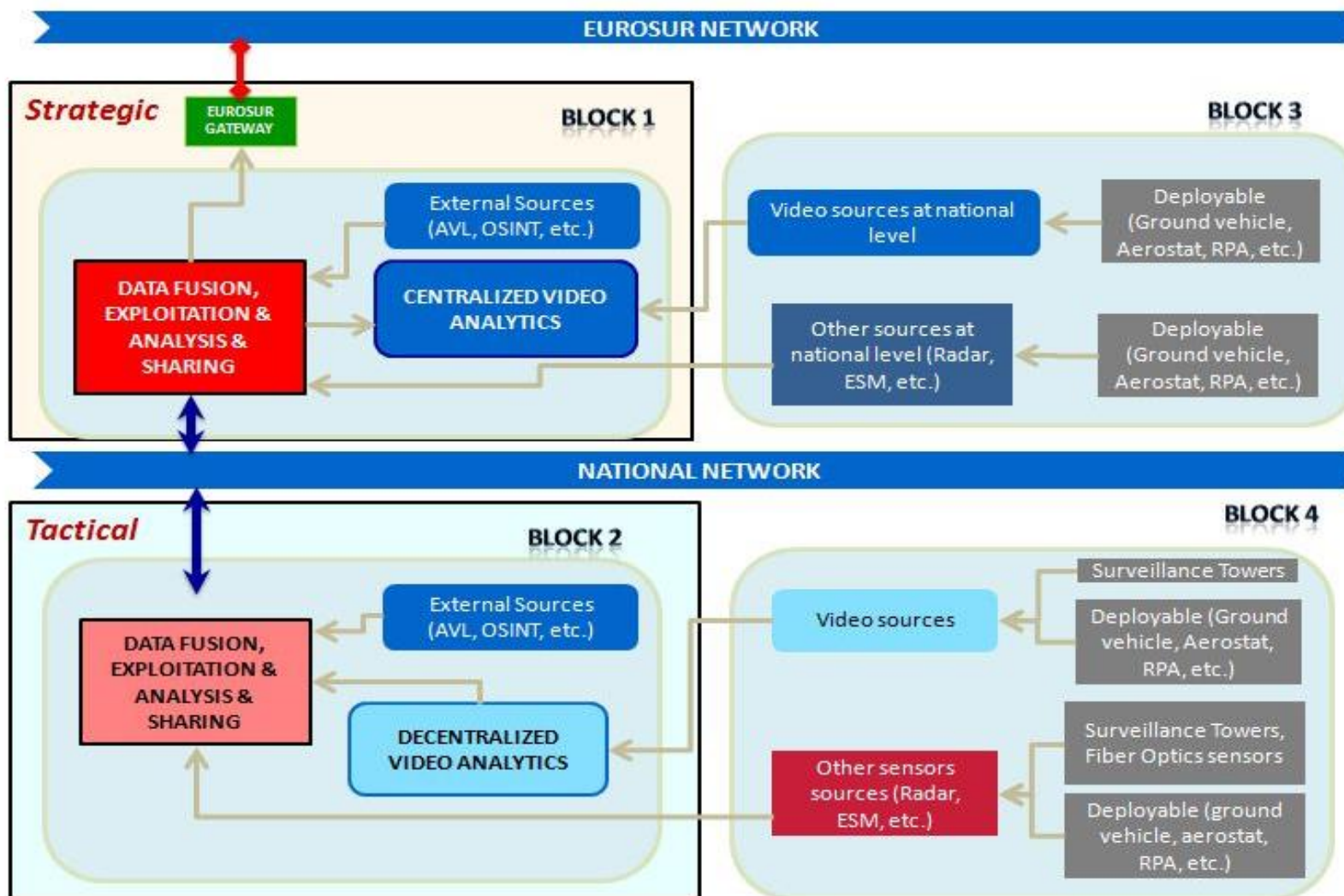


EWISA aims to promote **further cooperation between (the participating and other) public authorities in National and EU Level (FRONTEX)** in charge of the surveillance of selected portions of the external EU land borders, to improve the quality and efficiency of their services (as related to security).

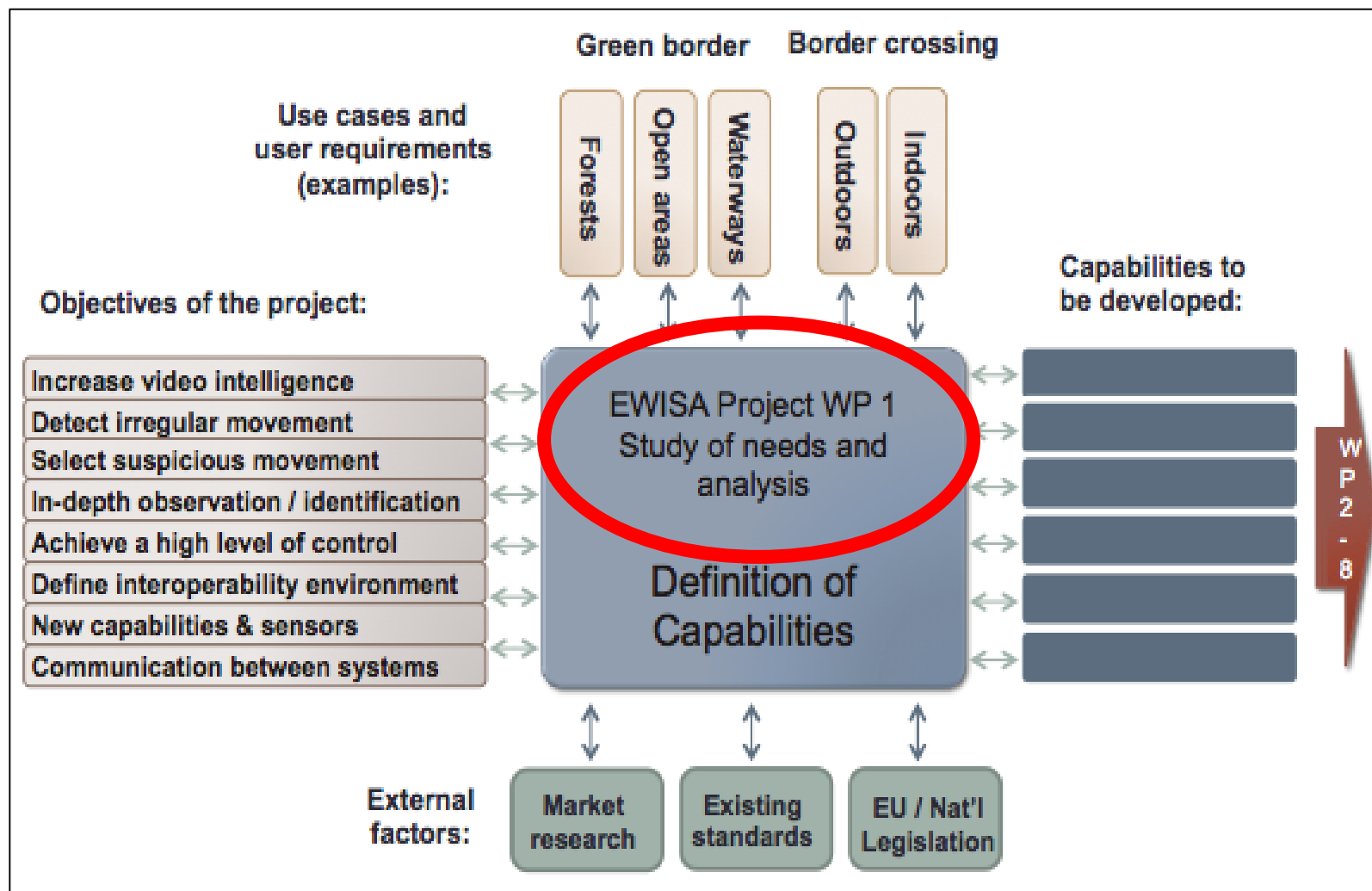
The Commission identified Pre-Operational Validation (POV) guided by potential end-users scheme **as a way to promote innovation**. In POV a tangible assessment of the performance levels offered by innovative technologies in a realistic user-defined operational scenario, where a tradeoff between efficiency, effectiveness and cost can be aligned with actual needs.

EWISA concept is based on the development of **an integrated and unified** tool with a scope to improve the overall Situational Awareness in the EU External Land Borders.

EWISA Concept in Blocks



Study of Common Needs Definition of Capabilities



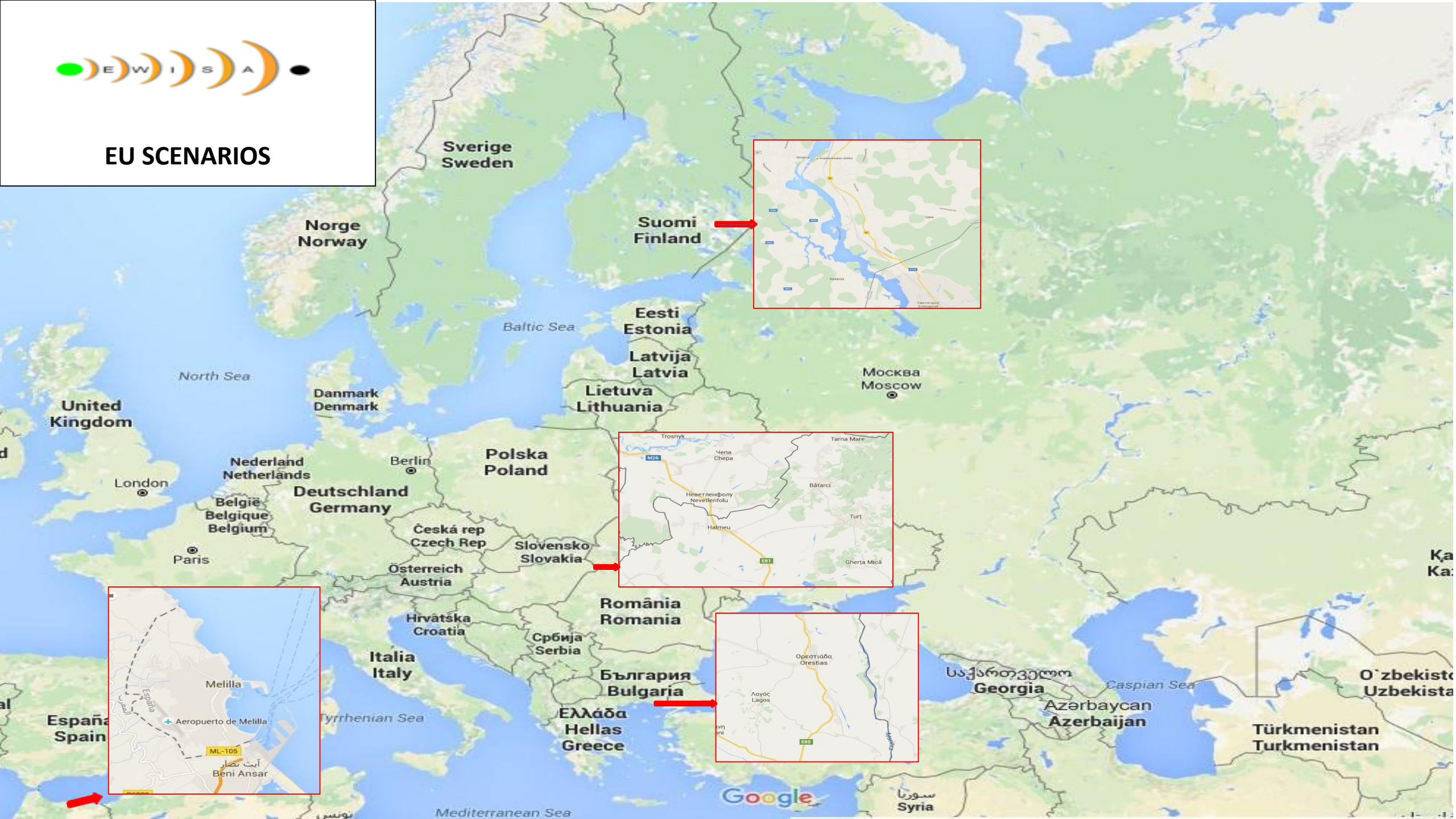
EWISA Concept Testing

EWISA concept is going to be tested in four diverse Geographical areas of EU external land borders in a real operational environment **for six months**, based on well-defined scenarios, representing the EU external borders environment and concept of operation, as follows :

- **Greece:** Surveillance of North area of Evros River in open and semi-open areas along the fence in Nea Vissa, on the borders with Turkey;
- **Finland:** Surveillance of border line with Russia, represented by uneven or rough land border openings combined with surveillance of border zone boundary in a forest area;
- **Spain:** Surveillance of the border line in Melilla area (Spanish territory) with Morocco;
- **Romania:** Surveillance of unauthorized border crossing in the Border line with Serbia.



EU SCENARIOS





SCENARIOS & test location no 1

GREECE

- ORESTIADA
- GREEK-TURKISH BORDER
- BORDER RUNS MAINLY ALONG EVROS RIVER
- 12 KILOMETRES OF GREEN BORDER, FENCED
- AGRICULTURAL LAND, HILLS, FORESTS, RIVER WITH VARIATION IN DEPTH AND FLOW



SCENARIOS & test location no 2

FINLAND

- IMATRA AREA, SOUTH-EAST FINLAND
- FINNISH-RUSSIAN GREEN BORDER
- FENCE ON THE FINNISH SIDE BUT ONLY 160 CM HIGH (FOR DOMESTIC ANIMALS MAINLY)
- A MAJOR BCP, RAILROAD, TWO CITIES (IMATRA AND SVETOGORSK) WITHIN FEW KILOMETRES
- FOREST AREA WITH OCCASIONAL AGRICULTURAL LAND CLOSE TO THE BORDER



SCENARIOS & test location no 3

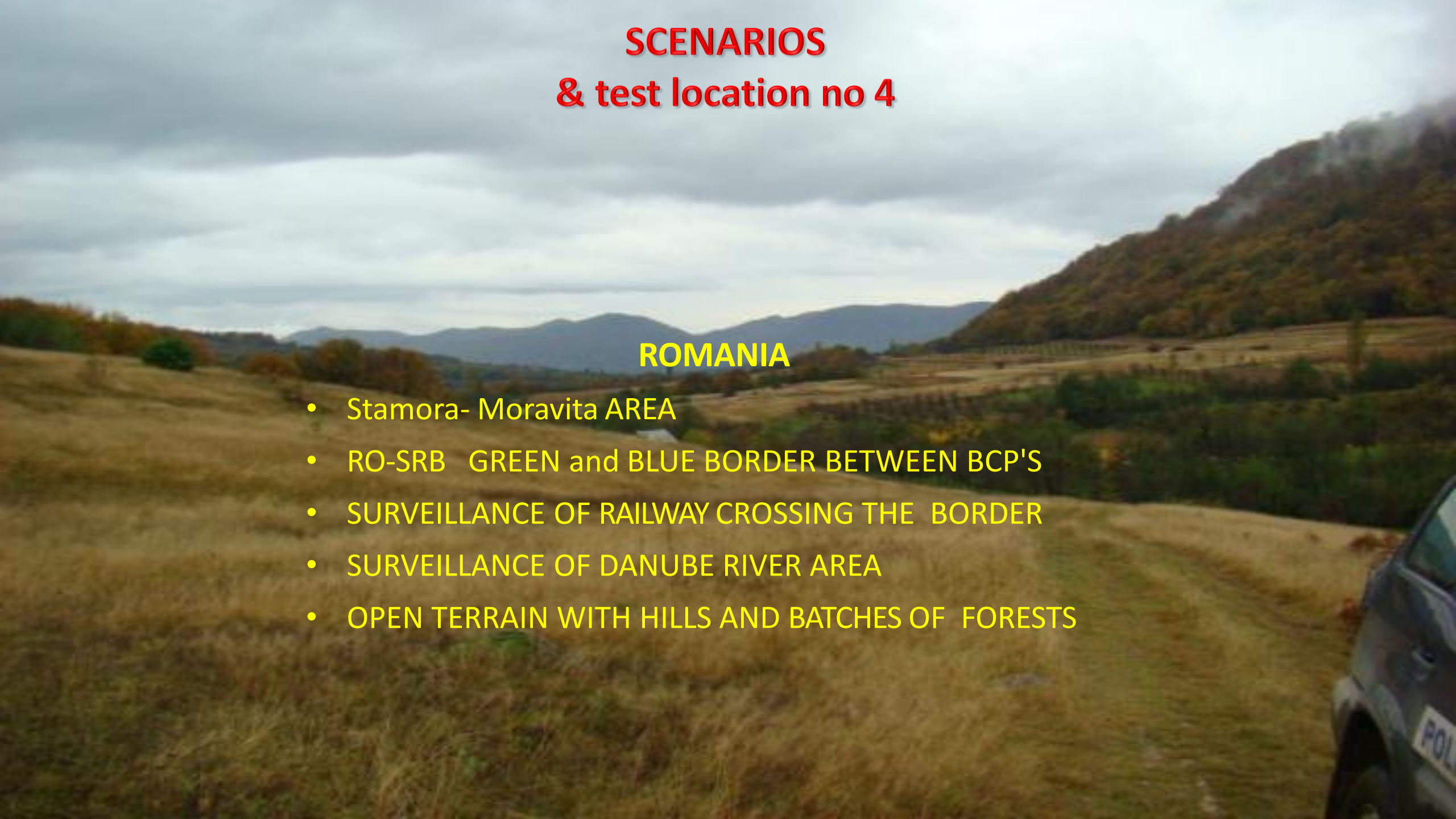
SPAIN

- MELILLA AREA, NORTHERN AFRICA
- SPANISH-MOROCCAN GREEN BORDER
- SURROUNDED BY FENCES
- OPEN, HILLY TERRAIN WITH (DRY) RIVERBEDS

SCENARIOS & test location no 4

ROMANIA

- Stamora- Moravita AREA
- RO-SRB GREEN and BLUE BORDER BETWEEN BCP'S
- SURVEILLANCE OF RAILWAY CROSSING THE BORDER
- SURVEILLANCE OF DANUBE RIVER AREA
- OPEN TERRAIN WITH HILLS AND BATCHES OF FORESTS



PRACTICAL EXPERIMENT PLAN

The diagram illustrates a practical experiment plan. A yellow line represents a path along a river. A red dashed line indicates a specific route. Various vehicles and equipment are shown: a police car, a van with a laptop and camera, a satellite dish, a drone, and a small boat. Red arrows point from a central point to each of these elements, indicating their role in the experiment.

POV EWISA Phases



Step 1: Definition Phase (CSA)

- Need Analysis Document
- Validation Strategy Document
- Joint POV call for Tender



STEP 2: Execution Phase (CP)

- Two Separate Solutions by Industry (Procurement)
- Development testing
- Implementation



STEP 3: Ex-Post assessment Phase (CSA)

- Joint Validation and Conclusion

PARTNERS-Public Authorities
Center for Security Studies (KEMEA)
Guardia Civil /ISDEFE
Finnish Border Guards
Romanian Border Police

Solution 1
Industry I

Solution 2
Industry II

PARTNERS-Public Authorities

31 October 2017

31 March 2019

The aim is to obtain two different technical solutions
(**solution 1** and **solution 2**)
which will be implemented, tested and evaluated
in the four areas of the project (Greece, Finland, Romania, Spain).

Each economic operator may submit a tender for either one or both
solutions (solution 1 and solution 2),

however

in the latter case the procurer can be awarded only one contract (for either
solution 1 or solution 2).

Two independent solutions with separate contracts will be **issuing through public procurement tenders.**

The maximum budget for each solution is 2,717,000 € (excluding VAT).

The following technologies will be developed in both solutions :

- Video Analytics Component (VAC), Centralized – Decentralized and;
- Data Fusion - Intelligence Analysis Reporting.

The following Legacy Systems will be integrated in both solutions:

- Day and thermal cameras
 - Fixed
 - Mobile (ground-based)
 - UAV-mounted
- RADARs
- Video Management systems

EWISA Implementation Differenced Part



The following platforms and sensors will be integrated under the EWISA Core System to support the EWISA proof of concept:

SOLUTION 1

- One (1) Land Vehicle with EO/IR/SWIR/RF*/SL*/LP* for six (6) months.
- Two (2) Low Emission Radars for six (6) months.
- Two (2) ESM for six (6) months.
- One (1) Fiber Optics system for three (3) months.

SOLUTION 2

- One (1) Boat with EO/IR/SWIR/RF* for six (6) months.
- One (1) Aerostat with EO/IR/SL*/LP* for three (3) months.
- One (1) Low Emission Radar for six (6) months.
- One (1) ESM for six (6) months.
- One (1) Fiber Optics system for three (3) months.

* RF stands for Rangefinder, SL for Spot Light and LP for Laser Pointer.

M1- M3		M4- M6	
<div>Solution 1</div> <div> Video Analytics Software (VAC) Decentralized Data Fusion-Intelligence Analysis Reporting & <ul style="list-style-type: none"> Land Vehicle with EO/IR/SWIR/RF/SL/LP RADAR & ESM & Fiber Optics </div>		<div>KEMEA</div> <div>Solution 2</div> <div> Video Analytics Software (VAC) Decentralized Data Fusion-Intelligence Analysis Reporting & <ul style="list-style-type: none"> Boat with EO/IR/SWIR/RF/SL RADAR & Fiber Optics </div>	
<div>Solution 1</div> <div> Video Analytics Software (VAC) Centralized Data Fusion-Intelligence Analysis Reporting & <ul style="list-style-type: none"> RADAR & ESM </div>		<div>FBG</div> <div>Solution 2</div> <div> Video Analytics Software (VAC) Centralized Data Fusion-Intelligence Analysis Reporting & <ul style="list-style-type: none"> ESM </div>	
<div>Solution 2</div> <div> Video Analytics Software (VAC) Decentralized Data Fusion-Intelligence Analysis Reporting & <ul style="list-style-type: none"> Aerostat with EO/IR/SWIR/RF/SL/LP RADAR </div>		<div>GUCI</div> <div>Solution 1</div> <div> Video Analytics Software (VAC) Decentralized Data Fusion-Intelligence Analysis Reporting & <ul style="list-style-type: none"> Land Vehicle with EO/IR/SWIR/RF/SL/LP RADAR & ESM </div>	
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On the basis of article 14 of Directive 2014/24 and Article 13 of Directive 2009/81, the tender falls outside the scope of application of the directives. In this regard and in order to ensure the maximum transparency and competition of tender, EWISA consortium chose to adopt the following basic principles:

- Compliance with all general principles of EU public procurement law, mainly the principle of transparency, equal treatment, non-discrimination, proportionality, protection of free and undistorted competition;
- **Adoption of a restricted procedure, designed according to the principles of Directive 2014/24 (article 28).**

- Maximization of the publicity of the contract by advertising it in the Official Journal of the European Union, with the concrete remark that the tender is not falling within the scope of application of the Directive 2014/24.
- Exception of the tender from the scope of application of national relevant legislation on the basis of article 14 of Law 4412/2016 (OJ A 147) and article 17 of Law 3978/2011 (OJ A 137).
- Unawareness of any of the terms and conditions of the tender documents, as well as the annexes to the documents forming part thereof, does not relieve the contractors from the strict compliance with their obligations.

- The tender is governed by the Terms of References (Public and Restricted versions) in accordance with the general principles of EU public procurement law and Greek legislation.
- Possible complaints against any final decision and disputes or claims arising in connection with the execution of the contracts will be reviewed by the Greek Civil Courts.

The EWISA Tender Legal Framework and Implementation was evaluated by
Legal Experts appointed by the EC in a dedicated meeting in Brussels
on 20 Oct 2016

- **Official Journal of European Union, with the** concrete remark that the tender is not following the scope of application of directive 2014/24.
- **EWISA web site**
- **All partners web sites**
- **EWISA Information Event, which took place on 8-9 November 2016 in Athens, and was announced in:**
 - EC web site
 - EOS (European Organization for Security)
 - EWISA web Site
 - All Partners Web Sites
 - EC NCPs through Greece NCP (PRAXI)

Tender Official Language

The Official Language of the Tender is ENGLISH.

- Requests to Participate and Tenders must be written in English only.
- All relevant documentation requested in this tender, to be provided by an Economic Operator must be officially translated in English.
- Deliverables must be written in English only.
- Communication (relating to either the tender procedure or the implementation of the contract) must be carried out in English only.



KEMEA
KENTRO MAAJALON ATRAALIAL
CENTER FOR SECURITY STUDIES

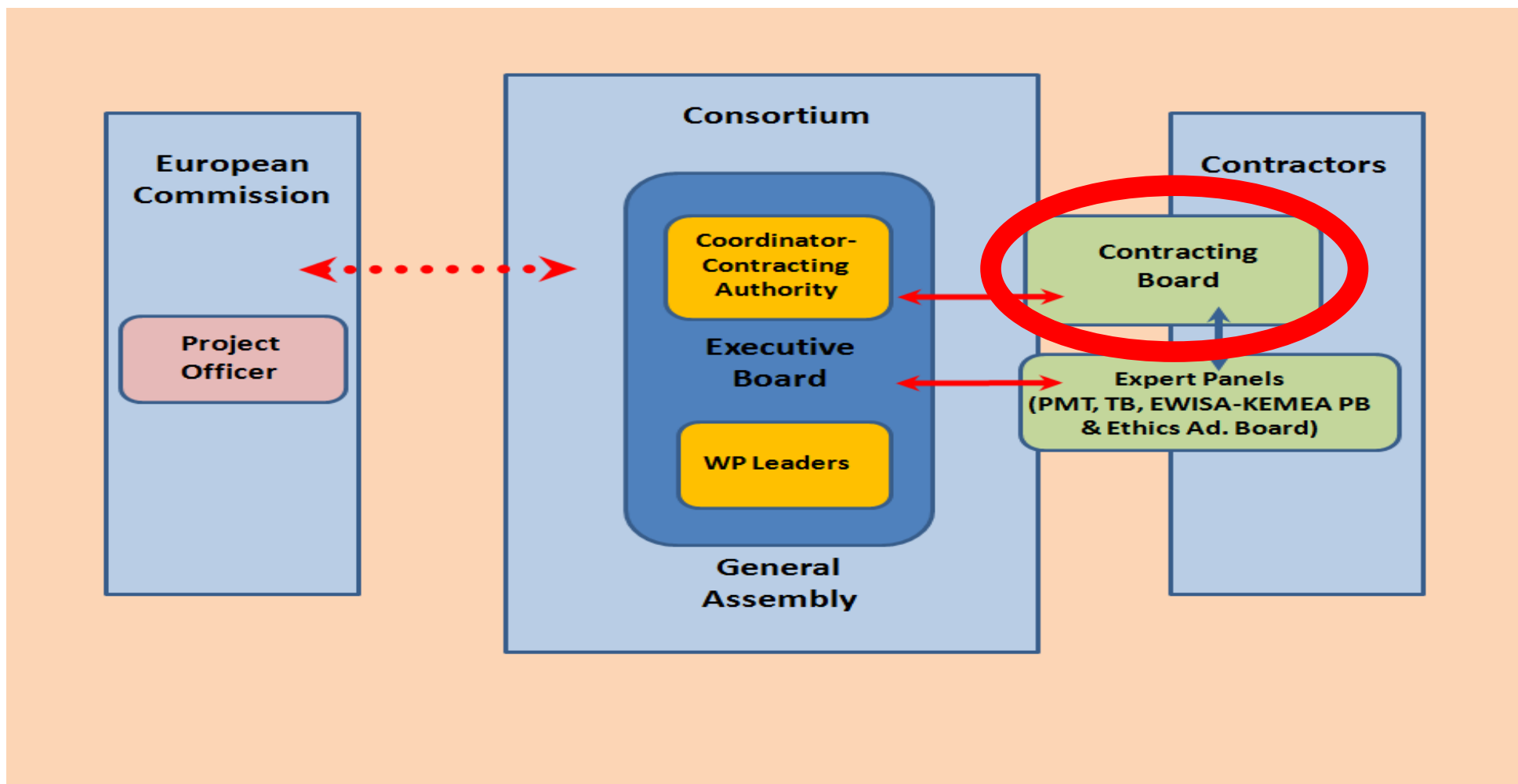
Exclusion to Participate in EWISA Tender



Tenders will be excluded if they fall within one of the following categories, relating to the structure of groups of operators:

- Where a single economic operator or affiliated entity is participating within more than one group of economic operators or both as single tenderer and as a member of a group of economic operators.
- Where a single economic operator or affiliated entity has already participated as a subcontractor in EWISA WP1.

EWISA Management and Key Actor Relationships



The following Contracting Bodies is involved in the Tender Process:

- KEMEA -EWISA Procurement Board
- Technical Board (TB)
- **Contracting Board (CB)**
- Contracting Authority - KEMEA

KEMEA-EWISA Procurement Board has a dedicated role in the evaluation of the tenders during the STEP1 .

Additional actions will be specified by the Contracting Authority with the view to support and spend up the tender procedures during the procurement execution .

Technical Board (TB)

The Technical Board consisting of at least one representative of each Partner is responsible:

- Make proposals for the elaboration of the tender specification.
- Make proposals on the selection procedures of additional expertise for contractors and sub-contractors.
- Report on the technical progress of the Project and of the contractors assumed tasks.
- Evaluate the complaints submitted by the economic operators during the tendering process and submit its opinion to the Contracting Board for a final decision.

The Contracting Board (CB) consisting of at least one representative of each Partner, chaired by the Contracting Authority representative, is responsible for the definition of the terms and conditions of the tendering process, including, but not limited the tender specifications, the evaluation and award criteria, the evaluation and audit of the tender awarding and contracting.

Contracting Board is the ultimate decision body in EWISA Tender

KEMEA is the Contracting Authority of the EWISA Tender, undertaking the responsibility to:

- Coordinate the tendering process following the legal framework, the specific requirements for the implementation of the POV and the decision of the Contracting Board.
- Support the Contracting Board in the definition of the evaluation and award criteria decided by the Contracting Board.
- Finalize the tender documents.
- Award the EWISA contracts to the selected tenderers, on behalf of all project partners, following the decisions of the Contracting Board.

In order not to disclose sensitive information openly and to select the most experienced candidates, in EWISA tender the restricted procedure is used, as described in article 28 of directive 2014/24. Therefore, the tendering process will be conducted in two steps:

- STEP 1 (Tenderers' Solvency – Qualitative selection);
- STEP 2 (Financial and Technical evaluation – Award of the contracts).

Timeline of EWISA Tender Step 1



Requests to
Participate

10/01/2017
17/02/2017
37 days

Qualitative
Selection I

18/02/2017
13/03/2017
23 days

Supplementary
Dossier

13/03/2017
24/03/2017
10 days

Qualitative
Selection II

25/03/2017
09/05/2017
45 days

Complaint Period

09/05/2017
19/05/2017
10 days

Tender Procedure-Step 1

- The Terms of Reference Public Version was published on 10 January 2017 on the EWISA web site (www.ewisa-project.eu/procurement).
- A limited set of information is widely published. The ToR Public Version (not inclusive of sensitive information) contains enough information for the industry to understand the scope of the tender.
- Moreover, the relevant contract notice was published on the **Official Journal of European Union, with the** concrete remark that the tender is not following the scope of application of directive 2014/24.

Tender Procedure-Step 1

- **In the Terms of Reference Public Version was requested by the** economic operators (applies also to the subcontractors) to submit mandatory documentation as follows:
 - Guarantee for participation.
 - Certificates such as extracts from judicial records, Tax Clearance, Social Security Contribution, not being bankrupt, ISOs, etc.
 - Documentary proof of economic and financial standing.
 - Sign statements.
 - Security clearance to handle EU Classified Information or application for such clearance.
 - Signed NDA needed for STEP 2 – ToR Restricted Version

STEP 1 – Submission and Evaluation



- **On 17th February 2017**, the Contracting Authority received and lawfully unsealed requests for participation which were submitted by eight (8) Economic Operators.
- **On 13th March 2017**, during the evaluation of the requests to participate, the Contracting Authority (KEMEA), following the provision of the ToR Public Version requested by email that **all Economic Operators** submit, supplement, clarify or complete accordingly additional information or documentation.

STEP 1 – Supplementary Dossiers

Supplementary Dossiers was requested as different or missing Documents from the requested was submitted on 17 February 2017, such as:

- Company or not of all members of the administrative bodies extract of judicial records.
- National Competent Authorities Documents without the Apostille of the Hague Convention.
- Self clarification instead of certificates.
- Photocopies of original certificates.
- Missing Signed Statements.
- No clear analysis of the past contracts.

STEP 1 – Submission and Evaluation



- **On 24th March 2017**, KEMEA received and lawfully unsealed eight (8) Supplementary Dossiers submitted by the Economic Operators.
- **On 4th May 2017**, the Contracting Board decided by consensus not to invite to the STEP2 two (2) of the participating Economic Operators. Ten days period for complains is given.

STEP 1 – Complaints/injunctive measures



- On 19th May 2017, an Economic Operator made a complaint against the decision of the Contracting Board.
- On 19th June 2017, the above mentioned complaint was rejected by the CB.
- On 21th July 2017, this Economic Operator made an application for court injunctive measures against the Contracting Authority.
- On 25th July 2017, during the judicial process, the judge ordered that the first request, regarding the interim measures, be rejected (so that the whole procedure will proceed without interruption), while regarding the second request, related to the provisional measures, a new trial date was set for the 9th of October, 2017.
- On 9th of October 2017, this Economic Operator was resigned for the above mentioned application.

Tender Procedure-Step 2

On 30th May 2017, the six (6) economic operators who have passed the solvency screening and have signed a Non-Disclosure Agreement, received the ToR Restricted Version which consists of the following documents:

- Main Body.
- ANNEX A: Detailed Scenarios Description.
- ANNEX B: **Technical Requirements** of the Core System.
- ANNEX C1/C2: Specification of the Supporting Surveillance Equipment (Solution 1/ Solution 2)).
- ANNEX D: Validation Process.
- ANNEX E: Draft Contract.

Financial and Technical Evaluation



$$L_i = 80 * (T_i / T_{\max}) + 20 * (F_{\min} / F_i)$$

where:

T_{\max} Technical Score of the Best Technical Tender

T_i Technical Score of the Tender i

F_{\min} Lower Price of all Tenders

F_i Price of the Tender i

L_i Total Score of the Proposal i rounded to two decimals places.

- Evaluation will be carried out by a panel of experts from KEMEA, FBG, GUCI and RBP .
- Specific session of the CB members.
- Unique and Joint evaluation report, **based on consensus**.
- If a consensus is not reached, a second session shall be held 10 days afterwards with the scope of having a joint evaluation based on the $\frac{3}{4}$ majority.

Timeline of EWISA Tender Step 2



Technical and
Financial Offers
Submission

30/05/2017
17/07/2017
48 days

Technical Offers
Evaluation

18/07/2017
15/09/2017
59 days

Technical Offers
Complaint Period

15/09/2017
25/09/2017
10 days

Opening of the
Financial offers
Contract Award

25/09/2017
05/10/2017
10 days

Tender Procedure-Step 2

- On 17th July 2017, the Contracting Authority received the sealed envelopes and lawfully unsealed only the envelopes containing the Technical offers.
- On 1st and 6th September 2017, during the technical evaluation, the Contracting Authority requested by email from the Tenderers to provide specific clarifications.
- On 15th September 2017, all participating Tenderers were informed by email the results of the Technical Evaluation which is **decided by consensus**.

Tender Procedure-Step 2

- On 25th September 2017, complaints against the decision of the Contracting Board were submitted by two Tenderers.
- On 2th October 2017, the above mentioned complaints were rejected by the CB.
- On 3rd October 2017, KEMEA-EWISA Procurement Board lawfully unsealed the relevant financial tenders.
- On 4th October 2017, the Contracts for the EWISA Solution 1 and 2 were awarded by the CB.

Intellectual Property Rights

- Ownership rights of IPRs generated by a company during the POV contract (foreground knowledge) should be assigned to that company.
- The **public authorities** directly contributing to the POV Phase 2 (Execution Phase), and the institutions of the European Union, **shall be assigned a royalty free, permanent** (irrevocable), non-exclusive worldwide licence/s to use the EWISA solution (**relevant background and foreground** included) for internal use (**for non-commercial purposes**). The **number of licence/s granted will be at least 10**, not limited, up to the required number for the project to be delivered while their exact number remains to be defined in the ToR restricted version.

In EWISA Tender a **Generic Procedure** is established and implemented successfully.

In the framework of the EWISA project it has already been achieved:

- **Improved and effective cooperation** among the Partners.
- An **integrated and unified** tool definition with a scope to improve the overall Situational Awareness in the EU External Land Borders, which will be tested in all kinds of possible operational and environments variations that may occur in the EU External Land Borders.
- **EWISA Tender Generic Procedure to promote innovation.**
- **Extensive knowledge and experience** on Tender Execution.

Thank you for your attention!

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