

PROTOCOL FROM PRELIMINARY MARKET CONSULTATIONS

for the forthcoming public tender

Name of public tender:

SUPPLY OF CAMERA SYSTEMS FOR VIDEOTOLLING

Reference: VZ_2019_A30

1 BASIC INFORMATION

1.1 The Contracting Authority

Name: CENDIS, s. p.
Seat: nábřeží Ludvíka Svobody 1222/12, 110 15 Praha 1
ID: 00311391
Tax ID: CZ00311391
Registered: in the Commercial Register kept by the Municipal Court in Prague, Section ALX
Insert 706

1.2 Expected parameters of the public tender

Expected title: „Supply of camera systems for videotolling“.
Estimated value: not yet known.
Expected type of procurement: open, over limit, 48 months framework contract.

1.3 Basic information

Preliminary market consultations (PMC) were published on 3 September 2019 as follows:

- In the procurement bulletin:
<https://www.vestnikverejnychzakazek.cz/Form01/Display/133073>
- In TED (Tenders Electronic Daily): <https://ted.europa.eu/udl?uri=TED:NOTICE:416952-2019:TEXT:EN:HTML&src=0>
- On the procurement profile of the Contracting Authority:
https://zakazky.cendis.cz/contract_display_7.html

On 17 September 2019 the preliminary Terms and Conditions were sent to the potential suppliers. The deadline for delivering the suppliers' comments and responses were 1 October 2019.

The commenting document was conceived as the planned technical specifications. Furthermore, the document also included some other expected (primarily qualification) tender conditions.

2 PMC PARTICIPANTS

The following suppliers accepted the invitation to PMC:

ID	Company	Seat	Contact person	e-mail
1	Eyedeia Recognition s.r.o.	Pod Hybšmankou 2848/7 15000 Praha 5, Czech republic	Martin Urban	urbanm@eyedeia.cz
2	Tattile S.r.l.	Via Gaetano Donizetti, 1 - 25030 Mairano (BS) - Italy	Fabio Boiani	f.boiani@tattile.com C.Volpe@tattile.com
3	Macq nv	Luchtschipstraat, 2 - 1140 Brussels - Belgium	Pierre Boutaine	pierre.boutaine@macq.eu
4	CAMEA Technology, a.s	Kořenského 1664/25, 621 00 Brno, Czech republic	Bc. Pavla Opletalová	p.opletalova@camea.cz
5	ELTODO, a.s.	Novodvorská 1010/14, 142 00, Praha 4 Lhotka, Czech republic	Ing. Jan Drbohlav Ph.D	drbohlavj@eltodo.cz
6	CROSS Zlín, a.s.	Hasičská 397, Louky, 763 02 Zlín, Czech Republic	Ing. Markéta Petrová	mpetrova@cross.cz
7	Data Rail Czech Republic, a.s.	Roháčova 145/14, 130 00, Praha 3, Czech republic	Ing. Martin Sýkora, MBA	Martin.sykora@datarail.cz
8	Axis Communications s.r.o.	Bucharova 1314, 150 00, Praha 5, Czech republic	Dalibor Smažinka	Dalibor.smazinka@axis.com
9	KOTRA - Korejská agentura pro podporu obchodu a investic	Škrétova 12, 120 00, Praha 2, Czech republic	Michaela Gelnarová	m.gelnarova@kotra.cz
10	SPEL, a.s.	Kolín V, Třídovská 1402, 280 02 Kolín, Czech republic	Jaroslav Šulc	jsulc@spel.cz
11	TollNet a.s.	Holušická 2221/3, 148 00, Praha 4, Czech republic	Ing. Zdeněk Pála	zdenek.pala@tollnet.cz
12	INEL-Market, s.r.o.	Kollárova 623/42, Jižní Předměstí, 301 00, Plzeň, Czech republic	Ing. Pavel Batko	batko@inel.cz
13	LENIA spol. s r.o.	Záhořanského 5/2008, 120 00 Praha 2, Czech republic	Michaela Červenková, asistentka	cervenkova@lenia.cz

Responses to the questions of the Contracting Authority delivered the following suppliers:

- Tattile S.r.l.
- Macq nv
- CAMEA Technology, a.s
- CROSS Zlín, a.s.
- Axis Communications s.r.o.
- SPEL, a.s.
- TollNet a.s.
- INEL-Market, s.r.o.
- LENIA spol. s r.o.

3 RESPONSES OF THE PARTICIPANTS

In the following list are the summarized responses of the suppliers to the questions of the Contracting Authority.

3.1 Is it possible to use the same camera type for fixed and mobile installation?

Most participants recommend to use different technology for fixed and mobile installation.

3.2 Is it possible to use the same camera type for ANPR and other functions, such as high resolution picture, make and model recognition, axles counting etc.?

Most optical functions can be achieved, but not from the same camera location and installation type. For example, axle counting must be done from the side, while the license plate is recommended to be read from the front or rear side.

3.3 Is it possible to use the same camera type for one lane and multiple lanes capturing by setting of zoom?

Most participants recommend to use one camera for one lane to achieve higher accuracy and confidence of the optical recognition.

Supplier Macq nv recommends to use one camera up to four lanes.

3.4 What is the implication of the homologation condition for the camera technical specification and price?

The homologation does not represent high financial impact, however, might cause delays.

3.5 Which of your products are suitable for use cases mentioned hereto?

3.6 Which of your products would you recommend to use (please suggest options with their advantages and risks)?

The list of products, suppliers suggested to cover the previous two questions:

Fixed mount

- Axis Q17 (Q1798-LE and Q1700-LE), Q13 or P13
- Bilien RSE (with Tattile, Basler a Axis)
- Macq iCAR CAM5
- Tattile VegaSmart 2HD (F01761, F01761-01, F01717)
- TrafficSpot with integrated radar and laser
- UnicamD2 with SW UnicamLPR and UnicamMMR

Mobile mount

- Axis F44
- ANPR Mobile Long Range (F01696)
- Bilien MEV (komplexní řešení hlídkového vozidla)

Axle counting

- Axel Counter (F01900, F01912)

3.7 Would you be ready to present the capabilities of your systems before the public tender is carried out?

Yes.

3.8 Would you be ready to let your system be tried/tested prior to ITT?

Yes. Some participants expressed their condition to be present during the testing to check the testign conditions to be equal for all.

3.9 What is the average lead time from order to commissioning?

The span was between 1 week (just goods without installation, small amount) through average lead time of 4-8 weeks up to months (complete installation), longer lead time when specific SW modifications will have to be done.

3.10 What is the maximum number of cameras to be delivered within the lead time specified?

Single tenths (when time to order is within weeks), up to hundreds (lead time months).

3.11 Do you provide camera systems as a service (rental, operating leasing or financial leasing)?

No, except for participant CAMEA Technology, a.s. who offered a rental option.

3.12 Do you offer also the installation and system commissioning?

Yes, except for Macq nv and Tattile, who are manufacturers.

3.13 Do you use subcontractors for contracts of similar kind?

Yes, in dependence of the scope.

3.14 How are the warranty repairs conducted (on-site, off-site etc.) and how long ist the average reaction time?

All participants suggest to replace the broken equipment and provide its repair in the workshop. The reaction time were from single hours (up to 24) and repair time up to one week in average.

3.15 What is the average ANPR success rate of your systems under similar condition described hereto?

Between 95% and 99% according to the light and vision conditions.

3.16 Is it possible to acquire and connect the additional components (such as radar etc.) later on?

Yes.

3.17 Is it possible to collect/process all the above mentioned data with camera only or is it necessary to use additional equipment?

No. Additional equipment is needed, esp. certified radar and axle counter.

3.18 Is it possible to reliably capture data of the standing vehicles (for example during a traffic jam etc.)?

Yes, if the snap angle allows to minimize cars overlay.

3.19 What mandatory tasks are required during the preventative camera systems maintenance?

Most participants suggest 1-6 months periodic check and cleaning. Some systems are equipped with remote monitoring and maintenance.

- 3.20 What are the average yearly operation and maintenance costs of the camera system as a % ratio to purchase price?

In average 3% - 15% of the purchase costs per year.

- 3.21 Are the presumed technical conditions acceptable for you?

- 3.22 Are the assumed general tender conditions acceptable for you?

Most participants confirmed the preliminary conditions are acceptable.

Participant CAMEA suggested that they are too general and provided with the links to well drafted ITTs as a reference for technical specifications and goods acceptance testing.

- 3.23 What else should the Contracting Authority consider before the ITT?

All participants suggest firm and fair parameters testing as a part of the acceptance to mitigate risk of unfulfilled conformance declarations and suggest to use qualitative criteria with measurable indicators.

- 3.24 What risks are, in your view, associated with the presumed public tender conditions?

The key risks, according to the participants, are low price/bad quality unproven solution and unclear responsibilities in case of partial deliveries.

4 CONCLUSIONS

- 4.1 The Contracting Authority terminates the PMC.

- 4.2 The Contracting Authority will not individually reply to participants' comments and quotes.

- 4.3 This protocol is drafted in czech and english language, the english version is for information only.

- 4.4 The Contracting Authority warns the participants that both the anticipated tender terms that were the subject of consultations and the settlement of the comments of individual suppliers are not binding and do not need to be used in the planned public tender. All information exchanged with suppliers during PMC is purely non-binding consultations in order to identify market opportunities and prepare the terms of reference for a planned public tender.

In Prague, on (see electronic signature)

Ing. Jan Chovanec, Ph.D.

director