

## EXPLANATION OF TENDER DOCUMENTATION

within the meaning of Section 98 (3) of the Act No 134/2016, on public procurement, as amended (hereinafter the “Act”)

Name of public contract:

### DELIVERY OF MOBILE CAMERAS AND PROVISION OF RELATED SERVICES

Above-the-threshold public delivery contract,  
open procedure (hereinafter the “Public Contract”)

Reference number: VZ\_2020\_A48

ID	Question	Answer
1	<p>Can the contracting authority explain the reasons for including the leadtime into the evaluation criteria set? The existing calculation mechanism and the degree of effect of the delivery time have the effect of motivating the bidder to offer a delivery time of 10 days regardless of the real delivery time. In all hypothetical variants, it is preferable for the supplier to pay a penalty for late delivery and include it in the camera price. If this was not the aim of the contracting authority, we ask for modification of the tender documentation.</p>	<p>Explained, proposal not accepted.</p> <p>The contracting authority has included the leadtime in the evaluation criteria set as an appropriately chosen weighted measurable quality criterion with respect to the principles of transparency, proportionality, equal treatment and non-discrimination.</p> <p>The range of leadtime (furthermore hereto also as „delivery time“) required is based on the results of preliminary market consultations carried out by the contracting authority prior to the commencement of the public procurement (see paragraph 1.8 of the tender documentation).</p> <p>The contracting authority does not presume that suppliers intentionally misrepresent data for a higher score.</p> <p>However, if such a hypothetical tactic would be adopted by the participant, it would expose him particularly to a risk of losing good reputation, risk of contractual penalties, risk of withdrawal from the contract by the contracting authority (the client) and the risk of potential compensation of damage to the client.</p> <p>If the offered delivery time is not respected, the client is entitled to a contractual penalty of 0.1% of the total price of performance for each commenced day of delay (para. 9.6 of Annex 2).</p> <p>If the supplier is more than 30 days late with the delivery of the goods, the customer has the right</p>

ID	Question	Answer
		<p>to withdraw from the contract (paragraph 10.2 of Annex 2).</p> <p>After the withdrawal from the contract, the provisions of the Contract governing damages and other listed provisions (paragraph 10.5) shall remain in force.</p> <p>The contracting authority does not intend to change the conditions of the public contract for the reasons stated above.</p>
2	<p>The estimated value of the public contract is 9 million, 50 pieces of cameras are required. This corresponds to an estimated value of CZK 180,000 per camera. Can the contracting authority explain how it arrived at this estimated value of the contract? According to the participant's knowledge, this is a disproportionately high price and participant fears that he has overlooked some hidden requirement in the tender documentation.</p>	<p>Explained.</p> <p>The contracting authority set the estimated value of the contract on the basis of preliminary market consultations (see also paragraph 1.8 of the tender documentation) with regards to balanced price to quality ratio.</p> <p>The contracting authority has acquired, owns and operates different types of cameras from different manufacturers and has determined the estimated value of the contract as balanced with regards to the desired value for money principle.</p> <p>The contracting authority declares that all tender conditions and requirements are transparently described in the tender documentation and its annexes.</p>
3	<p>In the technical specification, Article 2.1 contains the phrase "with focus on". Can the contracting authority explain what is meant by this?</p>	<p>Explained.</p> <p>The Contracting Authority requires that the cameras have lens with variable focal length, automatically controlled with saving of settings profiles and their recall, see Article 3 of Annex 1.</p> <p>Appropriate zooming (i.e. „focus on“) of the image will be achieved by the end user through adjusting the variable focal length lens.</p>
4	<p>Can the contracting authority explain how it came to the 30 and 60mm lens requirement? It is apparent from the participant's experience that the required focal lengths will not lead to an optimal functioning of the license plate recognition system, in some case it will be not functioning at all.</p> <p>30 and 60 mm is related to the normal chip size of 1/3 "or the required 1/2"?</p>	<p>Explained.</p> <p>The contracting authority evaluated the required values of the technical parameters mentioned by the participant hereto in the context of the purpose for which the cameras will be used in order to ensure optimal required pixel size of the detected license plate for further picture processing.</p> <p>The focal length of 30 and 60 mm is related to the required sensor size of 1/2" and represents minimal required range of the variofocal lens.</p>
5	<p>Can the contracting authority explain how it came to the requirement for an optical sensor size of at least 1/2 " ? From the participant's point of view, this is a parameter discriminating against a larger part of manufacturers and unjustifiably increases the price of the solution.</p>	<p>Explained.</p> <p>The contracting authority requires a sensor with a minimum size of 1/2" in order to ensure minimum picture quality desired.</p> <p>The contracting authority's requirement is by no means discriminatory because there are</p>

ID	Question	Answer
		demonstrably more manufacturers (suppliers) who are able to meet the contracting authority's requirement.
6	<p>The only parameter affecting image quality is a frame rate of at least 25fps. No other parameter affecting image quality is required (resolution, image exposure time) and the required 25fps is an unusable low value for the contracting authority, especially in combination with an unspecified exposure time.</p> <p>In other words, 9 out of 10 cameras that meet the requirements in the tender documentation will not provide a sufficiently high quality image for license plate recognition. The tenderer considers that this was not the aim of the contracting authority and asks him to update the tender documentation.</p>	<p>Not accepted.</p> <p>The contracting authority determined this technical parameter quite consciously as minimal, inter alia with regards to the bitrate size and possibilities of further picture processing.</p> <p>The contracting authority is convinced that the technical conditions for achieving optimal image quality are clearly, sufficiently accurately and transparently described in the tender documentation and its annexes and further specification would be superfluous.</p>
7	<p>It is clear from the tender documentation that the client assumes such a way of use that the user operating the camera will manually manipulate it and change its angle of rotation. This concept is in principle functional, but from the applicant's experience there is a much more suitable concept, which has several significant advantages from the point of view of the user and the client.</p> <p>The participant proceeds on the assumption that the contracting authority has provided 3 examples of use and these must be met. The participant proposes to cover all required cases of installation by installing 2 pcs of different cameras (or the same cameras with different lenses), one camera will cover paragraphs 2.1 and 2.3, the other camera will cover para. 2.2. These cameras will be firmly mounted and directed during installation, will be unattended and will not require manual user intervention. Wiring will not be stressed when the camera is rotated manually, thus ensuring higher reliability of operation and lower costs for future operation (repairs). The purchase price of a pair of cameras will be several times lower than the client's expected 180,000 CZK (even if a switch would be delivered, in case of a potential lack of LAN PoE ports).</p> <p>Will the contracting authority modify the tender documentation in such a way that the solution described above can be offered?</p>	<p>Not accepted.</p> <p>The contracting authority determined this use case on the basis of future end users' requirements resulting from their practical experience.</p> <p>Since mobile road patrol vehicles shall be used also for other purposes and are often exchanged, any fixed installation of cameras in such vehicles is inappropriate and therefore unacceptable.</p> <p>On the basis of future end users' requirements resulting from their practical experience, the possibility to manually handle the camera is targeted and demanded.</p> <p>Therefore, the contracting authority cannot accept the proposed solution and will not alternate tender conditions.</p>
8	Does the contracting authority require cameras with a IR light? If so, will its parameters be specified?	<p>No.</p> <p>The contracting authority does not require cameras with IR light.</p>

Prague, 17 April 2020

---

Ing. Jan Paroubek  
in charge of the state enterprise