



## Questions & Answers- Revised

# Automatic Vehicle Tracking System for Aqaba Special Economic Zone Authority

<b>SOW #</b>	SOW-150-2011
<b>RFTOP#</b>	RFP-032-2011
<b>Questions Due:</b>	October 21, 2010
<b>Q&amp;A Distributed to Bidders:</b>	November 7, 2010
<b>REVISED Proposal Due Date:</b>	<b>November 11, 2010</b>

**Q1. Regarding the Company profile; if the company's life is less than the requested, are we still eligible for submitting the proposals? And if the company has headquarters outside of Jordan and also has similar projects outside Jordan? Are they eligible to submit their proposal?**

**A1.** The RFP administrative requirements have been updated to allow companies with 3 years' experience to apply instead of the original 5 years' requirement. However, companies must be registered in Jordan in order to apply, regardless of the location of the headquarters. Also, location of previous related projects can be outside Jordan.

**Q2. Is it a must for the product to be US originated? Are companies' products manufactured in other countries eligible for submitting the proposals?**

**A2.** US origin is required per USAID procurement regulations. Companies that submit products of US origin will be considered first. After reviewing proposals, **if** the ACED Program determines that US products are not available or are not cost effective, then products of other countries' origin may be considered next. If your company can only provide non-US products manufactured in other countries, you may still submit a proposal. Companies are welcome to submit two quotes, one for US origin and one for other country origin, although the US origin will be considered first, per USAID procurement regulations.

**Q3. Are you going to call companies to do presentation to present the Software they are offering?**

**A3.** Only short-listed companies may be called for a presentation in Aqaba, if necessary.

**Q4. What are the types of vehicles that you want to implement the device to, and do you need to attach the com port to some of them in case the cars include the com port, (usually in 2008 models and higher).**

**A4.** Vehicles will be passenger cars of different models and year of manufacturing (See Annex A attached for a list of vehicles owned by ASEZA). Bidders should include an option for com port separately.

**Q5. The RFP did not clarify what kind of data base integration is needed in the solution?**

**A5.** Two-way integration is needed. Kindly note that the current Oracle database is 9i, and will be upgraded to 11g

**Q6. The RFP did not mention the importance of the data transfer rate usage in the device since this may cost a lot over the years?**

**A6. Data transmission on the cell phone lines is two (2) minutes each, with a maximum payment of six (6) JDs per month including monthly subscription fees. Bidders should propose alternatives based on the different providers' standards.**

**Q7. Integration:**

- a. ERP: if it's possible, kindly list the required entities to integrate with from ASEZA ERP, Ex. employees from HR, cars records from Vehicle maintenance.**
- b. GIS: if it's possible, kindly list the integration points, Ex. Shape files, GEO DB (Oracle Spatial) or another**

**A7:**

- a) ERP: HR and IFS modules.**
- b) GIS: The integration point will be ESRI: shapefile, personnel or enterprise geodatabase**

**Q8. Is it a MUST to offer USA brands?! Because our system is in-house building and it's customizable. Knowing that limited number of bidders can offer a USA originated vehicle solutions!**

**A8. Please Refer to A2 above.**

**Q9. RFP Page 2: 3.2.6 - Product shall be integrated with ASEZA's GIS and Oracle ERP systems:**

- a) Please clarify the services that need integration with Oracle ERP system (i.e. integration points and data required)**
- b) Need more details about ASEZA's GIS system.**

**A9.**

- a) ERP: HR and IFS modules.**
- b) GIS: ASEZA GIS is based on ESRI ARCGIS family implemented on oracle 11 on IBM UNIX server**

**Q10. RFP Page 4: 8.1.3.2**

- a) What is CANBus?**
- b) How RFID will be used?**
- c) How Immobilizer will be used?**
- d) Is the hands-free voice kit for mobile? Using Bluetooth?**

**A10.**

- a) CANBus: Interface that reads all information from the vehicle's computer**
- b) RFID: To identify the driver.**
- c) Immobilizer: Stopping the vehicle from the control center.**
- d) This is a speaker and microphone (voice kit) mounted on the vehicle cabinet to allow central operation to listen in on conversation in case the panic button is triggered. No need for Bluetooth.**

**Q11. RFP page 8: Annex I, Item #13 – “The system should have the capability to generate, update and upload the navigation map from ESRI shapefile or ESRI Geodatabase.” This shape files will be some information that will be plotted on the map including customer interested locations?**

- a) What map is required for tracking and viewing location? Google maps or other one?**

**b) Map pricing isn't included in the offer, it depends on customer business type and for USAID, it may be for free for Google maps. Right?**

**A11.** An in-house prepared map from existing GIS data of ASEZA is to be used for the monitoring and control unit of the proposed system; the proposed solution should have the capability to load in-house prepared maps. Google maps will not be used.

**Q12. RFP page 8: Annex I, Item #17 - The system shall be able to immobilize the car if movement is not authorized"**

**a) What do you mean by not authorized, get out of specific zone (i.e. safe zones)?**

**b) This will use the Immobilizer mentioned in Item #18 (optional). If so then this item#17 is optional as well, right?**

**A12.**

**a) The user should be able to define specific cases that are not authorized. These include: getting out of a specific zone, being in a specific zone, driving afterhours, non-authorized driver, etc.**

**b) Yes. Item 17 is optional**

**Q13. RFP page 8: Annex I, Item #16 – “The system shall be able to track fuel consumption per vehicle”**

- Do you mean monitoring fuel consumption according to driver behavior through?
- Monitoring Speeds - Speeding is a major waste of fuel. Your GPS vehicle tracking system can be set to alert you when any of your drivers are exceeding the legal speed limit. The driver will be alerted as well, encouraging them to slow down. This functionality also helps you ensure that company vehicles are being operated safely?
- Unauthorized Vehicle Usage - GPS fleet tracking enables you to monitor the usage and location of each of your vehicles, at all times, thus making it impossible for an employee to use a company vehicle without your knowledge. The reporting functionality of your GPS tracking solution will enable you to definitively prove when a vehicle has been misused helping you to eliminate unauthorized vehicle use?
- Reduce Time Spent Idling - Allowing a vehicle to idle is an unnecessary waste of fuel. Your GPS tracking system can also be set to alert you, and your driver, when a vehicle has been left idling for a given period of time. This functionality often proves to save businesses a substantial amount of money?
- Or sensor connected to the fuel tank to measure and report its level periodically?

**A13.** All of the above options for tracking fuel consumption are valid. Bidders are welcomed to indicate in their proposal the options/modules available taking into account the cost per vehicle of each module and the efficiency of it. The cost of these items should be listed separately in the financial proposal.

**Q14. The RFP stipulates the use of an in-house, private web based service: From our experience and our U.S. technology partner experience, this web server is designed to target public safety, service providers and military as this server is considered as an expensive proposition. To reduce the cost of the project, we propose and advise approving a supply of a server/client workstations solution that is considered as a cost effective solution, with more powerful features and with fast processing, this solution will be installed within the TCP/IP network of ASEZA and can be accessed directly through any client inside this network connection and can be accessed remotely from outside users through VPN or remote desktop. Below are some reasons that give an advantage to server/workstation application:**

- Secure
- Cost effective

- Faster processing
- Provide more features such as the integration with navigation terminal to do dispatching, provide maintenance module...etc
- The cost of the web Server, web Microsoft database, web operating system, deployment etc is estimated to be expensive world

**A14.** ASEZA as a government entity prefers the use of an in-house, private web-based service as opposed to any other solution.

**Q15.** This fuel consumption tracking requires CANBUS integration, and CANBUS is not considered a must feature in the RFP (therefore can we provide a module for fuel consumption that can calculate the daily fuel consumption through an equation of "mileage driven" and "estimated consumption rate of each vehicle L/100Km". Is this okay with you?

**A.15** Yes. Bidders can suggest additional modules or solutions that can achieve the requirement of tracking fuel consumption.

**Q16.** Install the tracking software (as per the specifications in Annex I) at ASEZA servers and ensure its integration with the Oracle ERP system and the ASEZA GIS System. Could you please explain what is needed exactly from the Oracle ERP system integration?

**A16.** Two-way integration with the HR and IFS modules.

**Q17.** We didn't notice anything regarding bank guarantees. Do you want a bank guarantee at this stage.

**A17.** Not at this stage

**Q18.** How many vehicles are planned to be tracked? Is it required to start with a pilot project (i.e. 10 vehicles)?

**A18.** Up to 200 vehicles (as per the RFP). It is not required to start with a pilot project.

**Q19.** Shall we provide the offer for GPRS data bundles? Or ASEZA will provide the logistics for the needed communication channels?

**A19.** As per the RFP, the bidder must provide their offer for data bundles, but this is an optional item and ASEZA may seek its own offer if necessary.

**Q20.** Is ASEZA interested in maintaining drivers' information (i.e. Drivers skills, driving licenses and performance evaluations)?

**A20.** No. This is outside the scope of this project.

**Q21.** Is there any interest in having a vehicle profile logging? That may include vehicles insurance, registration, traffic violations, movements, etc.?

**A21.** Yes, but as an optional module.

**Q22.** Is it required to manage transportation orders, drivers' assignment to vehicles and schedules and movement feedback?

**A22.** This is acceptable but as an optional module.

**Q23. The technical specification in the RFP does mention the maintenance functions, is ASEZA interested in implementing corrective and preventive maintenance modules?**

**A23. Bidders may mention the available modules, but keeping in mind that they are optional.**

**Q24. Does ASEZA have their own maintenance workshops and technicians? Is it important to manage the maintenance operations for external and internal workshops?**

**A24. No need for managing maintenance operations.**

**Q25. Is important to have an executive dashboard? Dashboard can be used with the reports and notification.**

**A25. Yes an executive dashboard is required.**

**Q26. In regards to the optional requirements (RFID, CANBus, etc), in order to provide accurate estimates we would appreciate it if ASEZA could provide us with the detailed technical requirements?**

**A26. Please refer to A.10 of this document.**

**Q27. As you know tracking system is newly provided in Jordan market. We start providing tracking services before six month ago but we have more than 5 years' experience in providing other IT related services , is that make us candidate for the bid?**

**A27. Please refer to A1.**

**Q28. You asked for 3 similar projects and you don't identify your project size. We have customers with 50 cars; can we consider it as similar project?**

**A28. Yes, that can be considered as a similar project. Bidders are also reminded to mention the details of their previous projects in the proposal.**

**Q29. You asked for US origin product, our system is developed and manufactured by US Company but manufactured in china. Is that match you requirement?**

**A29. Refer to Answer A2 above.**

## Annex A – Sample list of Vehicles at ASEZA

الموديل	النوع	
2008	متسوبيشي	بك اب/ نقل مشترك
2008	متسوبيشي	بك اب/ نقل مشترك
2008	متسوبيشي	بك اب/ نقل مشترك
2008	متسوبيشي	بك اب/ نقل مشترك
2009	متسوبيشي	بك اب/ نقل مشترك
2009	فورد	بك اب/ نقل مشترك
2009	متسوبيشي	بك اب/ نقل مشترك
2009	ميتسوبيشي	بك اب/ نقل مشترك
2009	ميتسوبيشي	بك اب/ نقل مشترك
2009	ميتسوبيشي	بك اب/ نقل مشترك
2009	ميتسوبيشي	بك اب/ نقل مشترك
2009	اسوزو / ديماكس	بك اب/ نقل مشترك
2009	ميتسوبيشي	بك اب/ نقل مشترك
2009	ميتسوبيشي	بك اب/ نقل مشترك
2008	متسوبيشي	بك اب/ نقل مشترك
2008	متسوبيشي	بك اب/ نقل مشترك
2008	متسوبيشي	بك اب/ نقل مشترك
2008	متسوبيشي	بك اب/ نقل مشترك
2008	متسوبيشي	بك اب/ نقل مشترك
2008	متسوبيشي	بك اب/ نقل مشترك
2009	ميتسوبيشي	بك اب/ نقل مشترك
2009	فورد	بك اب/ نقل مشترك
2008	متسوبيشي	بك اب/ نقل مشترك
2009	اسوزو / ديماكس	بك اب/ نقل مشترك
2009	اسوزو / ديماكس	بك اب/ نقل مشترك
2008	متسوبيشي	بك اب/ نقل مشترك
2008	ميتسوبيشي	بك اب/ نقل مشترك
2008	تويوتا / هايلاكس	بك اب/ نقل مشترك
2008	تويوتا / هايلاكس	بك اب/ نقل مشترك
2009	اسوزو / ديماكس	بك اب/ نقل مشترك
2009	اسوزو / ديماكس	بك اب/ نقل مشترك
2009	فورد	بك اب/ نقل مشترك
2009	فورد	بك اب/ نقل مشترك
2008	متسوبيشي	بك اب/ نقل مشترك
2008	متسوبيشي / لانسر	صالون ركوب
2009	متسوبيش	بك اب/ نقل مشترك
2009	اسوزو / ديماكس	بك اب/ نقل مشترك

بک اب/ نقل مشترک	میتسوبیشی	2009
بک اب/ نقل مشترک	میتسوبیشی	2009
بک اب/ نقل مشترک	فورد	2009
بک اب/ نقل مشترک	اسوزو / دیماکس	2009
بک اب/ نقل مشترک	اسوزو / دیماکس	2009
بک اب/ نقل مشترک	اسوزو / دیماکس	2009
بک اب/ نقل مشترک	اسوزو / دیماکس	2009
بک اب/ نقل مشترک	میتسوبیشی	2009
بک اب/ نقل مشترک	میتسوبیشی	2008
بک اب/ نقل مشترک	میتسوبیشی	2008
بک اب/ نقل مشترک	میتسوبیشی	2007
بک اب/ نقل مشترک	اسوزو / دیماکس	2008
بک اب/ نقل مشترک	میتسوبیشی	2008
بک اب/ نقل مشترک	میتسوبیشی	2008