

**Request for Information on CRV project**  
**Questions/answers 3**

**25 Sep. 14**

**Questions from vendor**

- 1) Will you be able to provide the installation address for those sites without the addresses (highlighted in red in the attached excel)?
- 2) For Schedule 2.3 – Can you explain what do you mean by “operate in country”?
- 3) Please clarify what component constitute to schedule 7.10 “Core CRV network cost”. There’s already a breakdown of individual components costing in the other schedules
- 4) For sites without terrestrial connectivity, are you open to using IPSec solution (via Internet)?
- 5) Do we leave the mustard cells blank for the excel sheet – PL Performance Matrix?

**Answers**

- 1) It will not be possible to provide the installation address for those sites without the addresses during the RFI process. Please see our answer 1 dated 05 Sep. 2014 on the ICAO CRV web page [http://www.icao.int/APAC/Documents/apac\\_projects/CRV%20RFI%20-%20question-answer%201.pdf](http://www.icao.int/APAC/Documents/apac_projects/CRV%20RFI%20-%20question-answer%201.pdf) and check [http://www.icao.int/APAC/Documents/apac\\_projects/4%20APAC%20CRV%20RFI%20Participant%20Site%20Schedule%20-%20FINAL.xlsx](http://www.icao.int/APAC/Documents/apac_projects/4%20APAC%20CRV%20RFI%20Participant%20Site%20Schedule%20-%20FINAL.xlsx) to have the latest version of the Site schedule.

- 2) Concerning the schedule in general, it should be read in conjunction with the document Asia Pacific CRV - RFI Response Schedule

Concerning the Schedule 2.3 specifically, what is meant by “operate in country” is whether or not the communication service provider has already been providing IP VPN Networking Services to customers in the considered country.

- 3) Under the Core CRV network cost, you have to indicate the indicative recurrent costs for the provision of the core CRV network per country in US Dollars annually over a 5 year contract. As a matter of fact it is assumed that costs are structured as follows:
  - Access lines to the core network /management of terminal equipment
  - Core network/support/helpdesk, supposed to be more or less fixed costs.

The intention of 7.10 “Core CRV network cost” is to collect information about the fixed costs and associated pricing scheme, since there would be an expectation that such costs be reduced as the number of countries/sites increase, for a given Service Level Agreement.

If you plan to have a pricing scheme based on a number of countries/sites/Service Level Agreement/years, getting this information would help us.

- 4) Any solution will be driven by the performance, safety and security requirements that will be documented in the sealed tender documents.

It is understood that in a number of countries terrestrial connectivity may not be available as an existing option. In that case IPSec may be one of the solutions that vendors will propose. In the

past, States and ICAO have already studied such solution for AFTN exchanges (see <http://www.icao.int/APAC/Documents/edocs/cns/Public-Internet.pdf>).

They provide the benefit to drastically reduce the price and be easily deployed. As such they have to be proposed.

However exchanges over Internet do not allow requiring or meeting a specified quality of service, being only “a best effort” solution, which will bring limitations to such use.

That is why vendors should analyse and potentially propose any other possible solution where quality of service will meet the performance requirements associated to certain flows of data, including solutions that involve investments in infrastructure, considering the envisaged 5+5 years long contract. Such solutions, if reasonably priced, may provide a good differentiator against other competitors.

- 5) In the Site schedule (Excel format) Mustard cells in sheet – “PL Performance Matrix” does not have to be completed but can be used for any other Performance measurement you would like to be made known to the CRV Task force.