



United Nations Procurement Division

REQUEST FOR EXPRESSION OF INTEREST (EOI)

This notice is placed by UNPD. The accuracy, reliability and completeness of the contents of furnished information is the responsibility of United Nations Procurement Division. You are therefore requested to direct all queries regarding this EOI to United Nations Procurement Division using the fax number or e-mail address provided below.

Title of the EOI:

Provision of Enterprise Level Commercial off the Shelf Unmanned Aircraft Systems.

Date of this EOI: 25 April 2024**Closing Date for Receipt of EOI:** 27 May 2024**EOI Number:** EOIUNPD22597**Beneficiary Country/Territory:** Global**Commodity/Service category:** ISR & Electronic Defense Systems**Address EOI response by fax or e-mail to the Attention of:** Valentina Golubnichy**Fax Number:** N/A**E-mail Address:** golubnichy@un.org**UNSPSC Code:**

25000000 - Commercial and Military and Private Vehicles and their Accessories and Components

25130000 - Aircraft

25132100 - Unmanned aerial vehicle

25131705 - Target or reconnaissance drones



DESCRIPTION OF REQUIREMENTS

The United Nations (UN) has a requirement to establish a Global System Contract(s) for the provision of various Enterprise Level Commercial Off The Shelf (COTS) Unmanned Aircraft systems [maximum takeoff weight 25Kg] here on after referred to as UAS, in support of the UN Secretariat in New York (USA), as well as global Peacekeeping and Special Political Missions (<https://www.unmissions.org>), Regional Economic and Social Commissions, and other Offices Away from UN Headquarters (OAHs).

This Request for Expression of Interest (REOI) is to identify qualified vendors interested in participating in the upcoming solicitation for the provision of UAS that meet the requirements of the following use cases where the vendor can provide at least one suitable UAS for one use case, or as many as possible, including associated accessories, spare parts, maintenance & technical support, training, delivery, installation, and disposal (where required). Where a vendor can provide more than one type of UAS for a use case, they will be invited to include these in the tender submission.

UAS Use Cases:

1. GIS and Inspection UAS for:
 - a. Infrastructure Inspection
 - b. Mapping and Surveying
2. Emergency Response UAS for:
 - a. Search and Rescue operations
 - b. Camp / base Security operations
 - c. Emergency response operations
3. Peacekeeping Intelligence, Surveillance, and Reconnaissance (PKISR) UAS for:
 - a. PKISR operations
 - b. Patrolling and convoy overwatch

The types of UAS that will be considered are:

1. Multirotor
2. Fixed Wing
3. Tethered

With operation capability / modality [The UAS may support one or as many as possible]:

1. Remotely Piloted UAS
2. Automatic (Preplanned) UAS
3. Autonomous UAS (e.g. drone in a box)

Environments to be supported [The UAS may support one or as many as possible]:

1. Indoor UAS
2. Outdoor UAS
3. High temperature environments with ambient temperatures of up to 45 degrees C.

Pre-Qualification Requirements:

Qualified vendors interested to participate in the upcoming solicitation must fulfill the minimum eligibility criteria listed below. Only companies that meet below criteria shall be invited to participate in the subsequent solicitation exercise.

Eligibility Criteria:

- 1) The vendor must be the Original Equipment Manufacturer (OEM), or their authorized dealer/partner for all or any of the required equipment types listed above. The authorized dealer must provide proof of the authorized dealer status confirmed by the OEM.
- 2) The vendor or the OEM must operate under a certified Quality Management System and provide a current and valid certification (e.g., ISO-9001 or equivalent). If the vendor is an authorized dealer, it must also provide a quality management certification for the OEM.
- 3) The vendor must have the relevant expertise, capacity, and experience to supply any or all the above listed equipment.
 - a) If the vendor is the OEM, it must have at least two (2) years of international experience in the supply,



design, manufacturing, installation, maintenance, after-sales support, repair, and training for its products at the global level.

b) If the vendor is an authorized dealer, it must have at least two (2) years of international experience in the sale/resale and supply of the products at the global level, as well as in installation/disposal, maintenance, maintenance and repair support, and training if not directly provided by the OEM. The OEM that the vendor represents must have at least two (2) years of experience in the design and manufacturing of its products for supply at the global level, as well as in supply, design, manufacturing, installation, maintenance, after-sales support, repair, and training for its products, if not possessed by its authorized dealer.

SPECIFIC REQUIREMENTS / INFORMATION (IF ANY)

In addition to the electronic Vendor Response Form required for this Expression of Interest as instructed below, vendors interested in participating in the upcoming solicitation must provide the following documents to evidence their compliance with the specified eligibility criteria:

[Completed Questionnaire \(Attachment 1 to this REOI\)](#), along with all documentation and information specified in the attachment.

The complete set of documents comprising items 1 and 2 above must be submitted by e-mail to Valentina Golubnichy at golubnichy@un.org

NOTE

Information on tendering for the UN Procurement System is **available free of charge** at the following address: <https://www.ungm.org/Public/Notice>

Only the United Nations Global Marketplace (UNGM) has been authorised to collect a nominal fee from vendors that wish to receive automatically Procurement Notices or Requests for Expression Of Interest. Vendors interested in this Tender Alert Service are invited to subscribe on <http://www.ungm.org>

Vendors interested in participating in the planned solicitation process should submit the Vendor Response Form of this EOI electronically (through the link available on the next page) before the closing date set forth above.



VENDOR RESPONSE

NOTICE

- Companies can only participate in solicitations of the UN Secretariat after completing their registration (free of charge) at the United Nations Global Marketplace (www.ungm.org).
- As you express interest in the planned solicitation by submitting this response form, please verify that your company is registered under its **full legal** name on the United Nations Global Marketplace (www.ungm.org) and that your application has been submitted to the **UN Secretariat**.
- While companies can participate in solicitations after completion of registration at Basic Level, we strongly recommend all companies to register at least at **Level 1** under the United Nations Secretariat prior to participating in any solicitations.
- Companies are reminded of the restrictions of employment of former UN personnel that were involved in the procurement process during their last three years of service as per ST/SGB/2006/15, including (a) employing those personnel for one year after separation of service and (b) allowing those personnel to communicate with, or appear before, active UN personnel for matters related to the procurement process for two years after separation of service. Violation of the provisions of ST/SGB/2006/15 may lead to suspension of the registration of the company as a UN vendor.

PLEASE NOTE: You should express your interest to this EOI electronically at:

<https://www.ungm.org/Public/Notice/232719>

In case you have difficulties submitting your interest electronically, please contact golubnichy@un.org directly for instructions.



EOI INSTRUCTIONS

1) Registering as a Vendor with the United Nations

Vendors interested in fulfilling the requirement described above must be registered at the UN Global Marketplace (www.ungm.org) with the UN Secretariat in order to be eligible to participate in any solicitation. Information on the registration process can be found at <https://www.un.org/Depts/ptd/vendors>.

Prerequisites for Eligibility

In order to be eligible for UN registration, you must declare that:

- A. Your company (as well as any parent, subsidiary or affiliate companies) is not listed in, or associated with a company or individual listed in:
 - I. the Compendium of United Nations Security Council Sanctions Lists (<https://www.un.org/securitycouncil/content/un-sc-consolidated-list>), or
 - II. the IIC Oil for Food List website or, if listed on either, this has been disclosed to the United Nations Procurement Division in writing.
- B. Your company (as well as any parent, subsidiary or affiliate companies) is not currently removed or suspended by the United Nations or any other UN organisation (including the World Bank);
- C. Your company (as well as any parent, subsidiary or affiliate companies) is not under formal investigation, nor have been sanctioned within the preceding three (3) years, by any national authority of a United Nations Member State for engaging or having engaged in proscribed practices, including but not limited to: corruption, fraud, coercion, collusion, obstruction, or any other unethical practice;
- D. Your company has not declared bankruptcy, are not involved in bankruptcy or receivership proceedings, and there is no judgment or pending legal action against your company that could impair your company's operations in the foreseeable future;
- E. Your company does not employ, or anticipate employing, any person(s) who is, or has been a UN staff member within the last year, if said UN staff member has or had prior professional dealings with the Vendor in his/her capacity as UN staff member within the last three years of service with the UN (in accordance with UN post-employment restrictions published in ST/SGB/2006/15).
- F. Your company undertakes not to engage in proscribed practices (including but not limited to: corruption, fraud, coercion, collusion, obstruction, or any other unethical practice), with the UN or any other party, and to conduct business in a manner that averts any financial, operational, reputational or other undue risk to the UN.

For Registered Vendors: Vendors already registered at the UN Global Marketplace with the UN Secretariat must ensure that the information and documentation (e.g. financial statements, address, contact name, etc.) provided in connection with their registration are up to date in UNGM. Please verify and ensure that your company is registered under its full legal name.

For Vendors Interested in Registration: Vendors not yet registered should apply for registration on the United Nations Global Marketplace (<http://www.ungm.org>); information on the registration process can be found at <https://www.un.org/Depts/ptd/vendors>. Vendors must complete the registration process prior to the closing date of the REOI. Vendors who have not completed the UNGM registration process with the UN Secretariat before the closing date of the REOI are not considered eligible to participate in solicitations of the UN Secretariat. We strongly recommend all companies to register at least at Level 1 under the UN Secretariat prior to participating in any solicitations.

IMPORTANT NOTICE: Any false, incomplete or defective vendor registration may result in the rejection of the application or cancellation of an already existing registration.

2) EOI Process

Vendors interested in participating in the planned solicitation process should forward their expression of interest (EOI) to United Nations Procurement Division (UNPD) by the closing date set forth in this EOI. *Due to the high volume of communications UNPD is not in a position to issue confirmation of receipt of EOIs.*

Please note that no further details of the planned solicitation can be made available to the vendors prior to issuance of the solicitation documents.

This EOI is issued subject to the conditions contained in the EOI introductory page available at <https://www.un.org/Depts/ptd/eoi>.



Attachment 1 :
Vendor Questionnaire (Pre-qualification Form)

**Request for Expression of Interest
for Enterprise Level Commercial off the Shelf Unmanned
Aircraft Systems**

Instructions:

Vendors interested in expressing interest and participating in the upcoming solicitation for the provision of Enterprise Level Commercial off the Shelf Unmanned Aircraft Systems must complete this Questionnaire and submit it by e-mail to the addressee listed in the Request for Expression of Interest (REOI) form: Valentina Golubnichy, email: Golubnichy@un.org

Applicants must complete all sections to provide the relevant information necessary to assess compliance with the eligibility requirements. In addition, respondents **must submit copies of all documentation listed in each section. Submissions will be evaluated based on completeness of responses and proof of compliance with each requirement. All criteria are mandatory to pre-qualify the vendors for the participation in the upcoming RFP, except for section 4.**

DESCRIPTION OF REQUIREMENTS:

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This Request for Expression of Interest (REOI) is to identify qualified vendors interested in participating in the upcoming solicitation for the provision of UAS that meet the requirements of the following use cases where the vendor can provide at least one suitable UAS for one use case,

or as many as possible, including associated accessories, spare parts, maintenance & technical support, training, delivery, installation, and disposal (where required). Where a vendor can provide one or more types of UAS for a use case, they will be invited to include these in the tender submission.

UAS Use Cases:

1. GIS and Inspection UAS for:
 - a. Infrastructure Inspection
 - b. Mapping and Surveying
2. Emergency Response UAS for:
 - a. Search and Rescue operations
 - b. Camp / base Security operations
 - c. Emergency response operations
3. Peacekeeping Intelligence, Surveillance, and Reconnaissance (PKISR) UAS for:
 - a. PKISR operations
 - b. Patrolling and convoy overwatch

The types of UAS that will be considered are:

1. Multirotor
2. Fixed Wing
3. Tethered

With operation capability / modality [The UAS may support one or as many as possible]:

1. Remotely Piloted UAS
2. Automatic (Preplanned) UAS
3. Autonomous UAS (e.g. drone in a box)

Environments to be supported [The UAS may support one or as many as possible]:

1. Indoor UAS
2. Outdoor UAS
3. High temperature environments with ambient temperatures of up to 45 degrees C.

Pre-Qualification Requirements:

Qualified vendors interested to participate in the upcoming solicitation must fulfill the minimum eligibility criteria listed below. Only companies that meet below criteria shall be invited to participate in the subsequent solicitation exercise.

Eligibility Criteria:

- 1) The vendor must be the Original Equipment Manufacturer (OEM), or their authorized dealer/partner for all or any of the required equipment types listed above. The authorized dealer must provide proof of the authorized dealer status confirmed by the OEM.
- 2) The vendor or the OEM must operate under a certified Quality Management System and provide a current and valid certification (e.g., ISO-9001 or equivalent). If the vendor is an authorized dealer, it must also provide a quality management certification for the OEM.

3) The vendor must have the relevant expertise, capacity, and experience to supply any or all the above listed equipment.

a) If the vendor is the OEM, it must have at least two (2) years of international experience in the supply, design, manufacturing, installation, maintenance, after-sales support, repair, and training for its products at the global level.

b) If the vendor is an authorized dealer, it must have at least two (2) years of international experience in the sale/resale and supply of the products at the global level, as well as in installation/disposal, maintenance, maintenance and repair support, and training if not directly provided by the OEM. The OEM that the vendor represents must have at least two (2) years of experience in the design and manufacturing of its products for supply at the global level, as well as in supply, design, manufacturing, installation, maintenance, after-sales support, repair, and training for its products, if not possessed by its authorized dealer.

This Pre-qualification Questionnaire is hereby submitted by:

| | |
|---|--|
| Company Name: | |
| Authorized Representative Signature: | |
| Date: | |

1. Supplier Organization:

1. Please complete the following table with information on your company:

| Information | Applicant's Response |
|---|----------------------|
| Company Name: | |
| Primary Contact Person and Details (Tel and Email): | |
| Alternate Contact Person and Details (Tel and Email): | |
| Official Company Website (URL): | |

2. What equipment is your company potentially interested in and capable of offering under a global long-term contract with the UN? Check the appropriate box(es).

| UAS Use Cases | | Type | Operational Capability | Environment |
|---|---|---|---|--|
| <input type="checkbox"/> GIS and Inspection | <input type="checkbox"/> Infrastructure Inspection | <input type="checkbox"/> Multirotor <input type="checkbox"/> Fixed Wing <input type="checkbox"/> Tethered | <input type="checkbox"/> Remotely Piloted <input type="checkbox"/> Automatic (Preplanned) <input type="checkbox"/> Autonomous | <input type="checkbox"/> Indoor <input type="checkbox"/> Outdoor <input type="checkbox"/> 45°C |
| | <input type="checkbox"/> Mapping and Surveying | <input type="checkbox"/> Multirotor <input type="checkbox"/> Fixed Wing <input type="checkbox"/> Tethered | <input type="checkbox"/> Remotely Piloted <input type="checkbox"/> Automatic (Preplanned) <input type="checkbox"/> Autonomous | <input type="checkbox"/> Indoor <input type="checkbox"/> Outdoor <input type="checkbox"/> 45°C |
| <input type="checkbox"/> Emergency Response | <input type="checkbox"/> Search and Rescue operations | <input type="checkbox"/> Multirotor <input type="checkbox"/> Fixed Wing <input type="checkbox"/> Tethered | <input type="checkbox"/> Remotely Piloted <input type="checkbox"/> Automatic (Preplanned) | <input type="checkbox"/> Indoor <input type="checkbox"/> Outdoor <input type="checkbox"/> 45°C |

| | | | | |
|---|--|---|---|--|
| | | | <input type="checkbox"/> Autonomous | |
| | <input type="checkbox"/> Camp / base Security operations | <input type="checkbox"/> Multirotor <input type="checkbox"/> Fixed Wing <input type="checkbox"/> Tethered | <input type="checkbox"/> Remotely Piloted <input type="checkbox"/> Automatic (Preplanned) <input type="checkbox"/> Autonomous | <input type="checkbox"/> Indoor <input type="checkbox"/> Outdoor <input type="checkbox"/> 45°C |
| | <input type="checkbox"/> Emergency response operations | <input type="checkbox"/> Multirotor <input type="checkbox"/> Fixed Wing <input type="checkbox"/> Tethered | <input type="checkbox"/> Remotely Piloted <input type="checkbox"/> Automatic (Preplanned) <input type="checkbox"/> Autonomous | <input type="checkbox"/> Indoor <input type="checkbox"/> Outdoor <input type="checkbox"/> 45°C |
| <input type="checkbox"/> Peace Keeping Intelligence, Surveillance, and Reconnaissance UAS | <input type="checkbox"/> PKISR operations | <input type="checkbox"/> Multirotor <input type="checkbox"/> Fixed Wing <input type="checkbox"/> Tethered | <input type="checkbox"/> Remotely Piloted <input type="checkbox"/> Automatic (Preplanned) <input type="checkbox"/> Autonomous | <input type="checkbox"/> Indoor <input type="checkbox"/> Outdoor <input type="checkbox"/> 45°C |
| | <input type="checkbox"/> Patrolling and convoy overwatch | <input type="checkbox"/> Multirotor <input type="checkbox"/> Fixed Wing <input type="checkbox"/> Tethered | <input type="checkbox"/> Remotely Piloted <input type="checkbox"/> Automatic (Preplanned) <input type="checkbox"/> Autonomous | <input type="checkbox"/> Indoor <input type="checkbox"/> Outdoor <input type="checkbox"/> 45°C |

3. What is the nature of business of your company (Check the appropriate box):

- Original Equipment Manufacturer (OEM)
- Authorized dealer or re-seller for Enterprise Level Commercial Off the Shelf (COTS) Unmanned Aircraft systems

4. If your company is an authorized dealer, please indicate the name of the manufacturer (OEM) authorizing your sale of any or all the following products. Vendors will not be required to offer all products.

- GIS and Inspection UAS:
OEM: _____
- Emergency Response UAS:
OEM: _____
- Peace Keeping Intelligence, Surveillance, and Reconnaissance UAS:
OEM: _____

2. Company Background and Industry Experience:

1. General Background and Business Portfolio:

In a separate document, please provide a company overview and description of the business portfolio for your company and the OEM (if different). The description should generally include the following information:

- History/background of the company including, the year of establishment, number of years in business, including expansion, growth, and any relevant industry information.
- Description of business portfolio and portfolio of products and services supplied by your company.
- Organizational structure including number, type, and location of employees.
- Description and general locations of clients.
- Description of mission and/or vision statement or any key company policies or practices related to quality, safety, health, social and/or environmental impacts.
- Number of years of experience with supplying Enterprise Level Commercial Off the Shelf (COTS) Unmanned Aircraft systems specified under Section 1, Question 2 above.

2. Experience: Please check the relevant boxes to confirm the following statements. Please provide additional description where indicated.

2.1 If your company is the **manufacturer (OEM)**, please check the box to confirm:

My company has at least two (2) years of international experience in the supply, design, manufacturing, installation, maintenance, after-sales support, repair, and training for all Enterprise Level Commercial Off the Shelf (COTS) Unmanned Aircraft systems products selected under Section 1, Question 2 above.

➤ Please describe how your company meets the above requirement. Please specify the number of years of experience for each specified area. *(You may submit a separate document if necessary.) Please meanwhile provide the supporting document that proves your compliance to this condition (e.g. documentary evidence of contracts implemented, list of projects implemented including the contact of the client, reference letters indicated duration of projects implemented...etc.)*

2.2 If your company is an **authorized dealer**, please check the box to confirm:

My company has at least two (2) years of international experience in the sale/resale and supply of all Enterprise Level Commercial Off the Shelf (COTS) Unmanned Aircraft systems

products selected under Section 1, Question 2 above at the global level, as well as in installation/disposal, maintenance, maintenance and repair support, and training, if not directly provided by the OEM.

The OEM has at least two (2) years of international experience in the supply, design, manufacturing of all Enterprise Level Commercial Off the Shelf (COTS) Unmanned Aircraft systems products selected under Section 1, Question 2 above, as well as the supply, design, manufacturing, installation, maintenance, after-sales support, repair, and training, if not provided by the authorized dealer.

➤ Please describe how your company and the OEM meet the above requirements. Please specify the number of years of experience for each specified area. Please describe the extent to which your company has experience supplying the OEM's products. (You may submit a separate document if necessary.). *Please meanwhile provide the supporting document that proves your compliance to this condition (e.g. documentary evidence of contracts implemented, list of projects implemented including the contact of the client, reference letters indicated duration of projects implemented...etc.)*

3. Quality Management System:

1. **If your company is the manufacturer (OEM), please check the box to indicate whether your company operates within a certified Quality Management System and indicate the certification submitted with this Questionnaire:**

- ISO-9001
- Another internationally recognized equivalent standard. Please specify:
- No Quality Management System certificate.

2. **If your company is an authorized dealer, please check the box to indicate if the OEM operates within a certified Quality Management System and indicate the certification submitted with this Questionnaire:**

- ISO-9001

- Another internationally recognized equivalent standard. Please specify:
- No Quality Management System certificate, but the authorized dealer has a certificate.
- No Quality Management System certificate.

Please provide a copy of the certificate that proves your statement above for items 1 and 2 above.

4. Environmental Management System:

1. If your company is the manufacturer (OEM), please check the box to indicate whether your company operates within a certified Environmental Management System and indicate if any certification is submitted with this Questionnaire:

- OEM has ISO-14001
- OEM has another internationally recognized equivalent standard.
Please specify:
- OEM has No Environmental Management System certificate.

2. If your company is an authorized dealer, please check the box to indicate whether the OEM operates within a certified Environmental Management System and indicate if any certification is submitted with this Questionnaire (desired, not mandatory):

- OEM has ISO-14001
- OEM has another internationally recognized equivalent standard.
Please specify:
- OEM has no Environmental Management System certificate, but the authorized dealer has a certificate.
- Neither the OEM nor the Authorized dealer have an Environmental Management System certificate

Please provide a copy of the certificate that proves your statement above for items 1 and 2 above, if applicable.

5. Supporting Documents

1. Check the box to confirm the following documents are submitted with this Questionnaire by email to the designated recipient:

- General company overview and business portfolio as described in Section 2, Question 1 above, including the letter of incorporation and a list of contracts implemented for similar requirements that proof the relevant experience.
- Description of experience as specified in Section 2, Question 2 (if not provided directly in this Questionnaire document).
- Formal letter of association from the manufacturer (OEM) certifying that your company is an authorized dealer of their products, or equivalent evidence (if applicable).
- Quality Management System Certificate (ISO-9001 or equivalent) for either your company or the manufacturer (OEM)
- Environmental Management System Certificate (ISO-14001 or equivalent) for either your company or the manufacturer (OEM), if applicable