

## QUESTIONS AND ANSWERS

### RFP No. 2315-RFP-CUB-21-02 Vigilancia Marítima

1. Q: With reference to training n. 4 described in Annex 1, is it possible to have further specifications to know which are the mentioned *requested variables in Cuban territorial waters and adjacent seas*?

**A: Requested variables, refers to: wind, wave and marine circulation.**

**And “Cuban Territorial waters and adjacent seas” could be exemplified approximately in the following image.**



2. Q: With reference to training n. 4 described in Annex 1, what do you mean for *practical example*?
- A: This means, practical exercises in which the students perform the procedures with the oversight of the professor.**
3. Q: With reference to training n. 4 described in Annex 1, is it possible to have further information about the *comparative patterns* to be developed to assess *Cuban marine forecasting outputs*?
- A: This means that it needs to be developed a product able to compare the results of the marine forecast in Cuban waters for the aforementioned variables (wind, wave, marine circulation) with those obtained through the SAR based system.**
4. Q: With reference to BDS No.16, assuming each Zip file must not exceed 10 MB, is it possible to attach more than one Zip file (thus sending one single email potentially exceeding 10 MB)? If not, is possible to split the proposal in more than one email?
- A: Yes , it can be sent as a single file split over several emails, or as several email containing separate files. Just index them as e.g:\_ email 1/3; email 2/3; email 3/3.**
5. Q: With reference to BDS No.16, is it possible to protect by password the zip file and not the pdf file?
- A: Yes, it is possible to password protect a zip file, or multiple .zip files.**
6. Q: With reference to Financial Standing in the Form D, what is the difference you mean between *Annual Turnover* and *Total/Gross Revenue (TR)*?
- A: For our analysis, it is the same.**
7. Q: With reference to Table 2 and 4 in Form G, as most of records seem not to be applicable to all the items to be priced, is it mandatory to indicate all the items (e.i. Professional Fees) or is it possible to fill just the last record (Total)?

**A: Yes, we need all fields filled. If it is not applicable, just write N/A**

8. **With reference to Table 3 and 4 in Form G, due to COVID-19 pandemic emergency, is it possible to deliver all the trainings (from 1 to 6) remotely?**

**A: For the current proposal, you must adhere to the requested modalities. Face-to-face trainings will be preferred, but once the date approaches, if restrictions related to Covid-19 do not allow it, we can accept and switch to the online version.**