Bulk Procurement Bid Briefing – FCF 06/22/2022

Overview

The following is an overview of the bids we received to provide EM services to vessel lots that supply FCF. We believe there are two competitive bids for this lot and in this document we discuss some of the relative pros and cons for each of the EM Service Providers. We would like to discuss these bids with your team and set out a process for you to make a final decision on a preferred EM provider for this vessel lot.

Lot 8 – FCF 20 Vessels

Summary

This lot is composed of 20 longline vessels that supply FCF. These vessels have no EM systems installed and through this tender we solicited bids to provide both hardware and data review services. We received bids from eight EM Service Providers, which are summarized in the table below.

Base Package Pricing (USD)										
Hardware & Maintenance										
Hardware (Per vessel)										
Installation and Training (Per vessel)										
Maintenance (Monthly fee per vessel)										
Recorded Sets (Per set)										
TOTAL 4-Year Hardware Bid (20 vessels)										
Amortized Annual Cost of Hardware and Maintenance per Vessel (4-years)										
Review Services										
Price per reviewed Set										
Total (3-year Data Review Services)										

Amortized Annual Cost of Video Review Per Vessel (3-Year)						
TOTAL - HARDWARE + SERVICE + VIDEO REVIEW						
Total Amortized Cost of Service per Vessel (Hardware (4 years)						
+ Video Review (3 years))		No Bid		No Bid		