

Q&A document

RFP 26-006: Electronic Monitoring (EM) systems for Pacific Island region longline vessels

Section 1.

1. Recent industry discussions regarding the NMFS funding for this region suggest a distinction between "upfront EM program costs" and "annual operating expenses". Can PSMFC confirm if the Price Proposal evaluation (30% weighting) will focus on the total 3-year cost of ownership?

Offerors should provide details on comprehensive pricing that includes hardware, software and field services, and tasks.

2. The RFP specifies that interpretation of data is the responsibility of PSMFC. However, to reduce storage costs and review time, is PSMFC interested in systems that utilize On-Board Edge Artificial Intelligence to filter out non-fishing footage prior to storage (i.e., "Smart Storage"), provided the raw data for fishing events remains intact?

This RFP's focus is to select a vendor to outfit longline vessels with EM systems and provide continued support to ensure the operation of those systems. Any additional information can be provided in proposal and will be reviewed.

3. For the ~10 vessels based in American Samoa, does PSMFC require a full-time, dedicated technician resident in Pago Pago, or is a "fly-in" support model combined with local sub-contracted "smart hands" acceptable for routine maintenance?

There is no specific requirement for a full-time technician to reside in Pago Pago. PSMFC is interested in reviewing detailed service plan to address support to EM systems deployed in American Samoa as part of this RFP.

4. The RFP requires hydraulic and drum rotation sensors. If the proposed system uses computer vision (AI) to visually verify drum rotation and gear deployment as a redundancy to physical sensors, would this be considered a "value-add" in the technical evaluation?

The requirement is to have the physical hydraulic and pressure sensors as a part of the electronic monitoring systems, but offerors may propose additional technologies as supplementary features.

5. "Cameras should support continuous recording at 30 fps and a minimum resolution of 1080p. Cameras are required to have at least a 4MP sensor to ensure sufficient clarity for detailed digital zooming during review." Does this mean the cameras must record at the full 4MP resolution so reviewers have the option to zoom in at that resolution? Or essentially, 'detailed zooming'.

The requirement of a 4mp sensor is intended to ensure high image clarity allowing for digital zooming during video review. This is to ensure reviewers can zoom in on specific details to gather necessary fisheries data such as species identification and hooking locations.

Section 2.

1. Does the EM service provider need to be certified by NOAA to be eligible for providing EM systems as part of this procurement process?

Similar to this: [List of Approved Electronic Monitoring \(EM\) Service Providers](#)

No, EM service providers applying to this RFP are not required to be certified by NOAA to be eligible to provide EM systems during this process.

2. Regarding Section 2 point 3.f: what review platform are PSMFC currently using? Is there a specific data format the dataset needs to be provided in, or is it sufficient to provide a description of our EM system's data format to enable PSMFC to be able to have it ingested into their review platform?

It will be sufficient to provide details of your EM system's data format to allow for PSMFC to ingest and use with any video review package we use.

3. Is PSMFC looking to engage with a single EM service provider for this fishery, or trialing multiple EM service providers?

Currently PSMFC is looking to engage with a single EM service provider to be selected for the RFP.

Section 3.

1. We ask for confirmation if, and to what extent, the “PSFMC review platform” comprises intellectual property of Archipelago Marine Resources, of Canada, and, if selected, will we have access to this source code to facilitate integration of our wireless solution.

In the RFP, we have asked that applicants describe how the system will allow for transfer or export of encrypted but general format, ingestible video data. Applicant should also describe the tool that will be provided to PSMFC to de-encrypt data. PSMFC will be responsible for the video data de-encryption, ingestion, and usage with any video review package we use.

Section 4.

1. Is there an expected installation schedule or monthly deployment target for the 50 vessels in Year 1, or may the contractor propose an installation timeline? Will PSMFC provide details for the vessels receiving installs in year 1 in advance?

The selection timeline will be March 27, 2026. After that date, PSMFC will be in discussion with the selected vendor regarding rollout of EM equipment. The expectation is that 50 systems will be installed during the 2026 calendar year. Yes, PSMFC will work with the vendor to provide details regarding vessels that require an EM installation.

2. Given that PSMFC does not intend to rely on vessel-provided Starlink while underway, is near-real-time transmission expected, or is post-trip delivery sufficient for Year 1?

Real-time transmission is not expected during year 1, and post-trip data collection will be sufficient.

3. Is there an anticipated turnaround time for NMFS approval of VMPs, and should contractors assume multiple revision cycles?

Contractor will be responsible for multiple components of the Vessel Monitoring Plan document, and sufficient detail will be required for the VMP to be finalized by NMFS. Iterations and turnaround time is dependent on the quality and completeness of the VMP in its first draft. After the VMP is finalized, revisions may also occur when there are any changes to the on-board equipment and configuration, changes to fish handling procedures or mandates, or changes in fleet behavior. The contractor will be responsible for VMP modifications related to these changes as it relates to the equipment and configuration on the vessel.

If vessel configurations change mid-contract, are VMP updates considered part of routine support, or should they be priced as a separate task? Does the EMSP need to provide a VMP template at the time of proposal submission, and does PSMFC expect to provide specific details around protocols and procedure for inclusion in the VMP?

Yes, VMP updates are included in the support scope. Offerors should provide a VMP template or a summary of the information they typically collect regarding equipment, installation, troubleshooting, and support.

5. Is there an expected minimum frequency for refresher training for vessel operators and PSMFC staff?

While there is no specific requirement for refresher training for operators and staff, it would be useful to provide content that can be incorporated into NOAA's existing protected species training and fisher engagement. If there are major updates to the software or use of the equipment, a training module would be expected. Please provide any details with regard to providing training support in the proposal.

6. Given crew demographics, does PSMFC expect training materials or support in languages other than English, and should this be priced separately?

While there is no specific requirement for training materials or support to be provided in languages other than English, this would be highly beneficial to our fishery, as the fishers are comprised of Vietnamese, Filipino, Indonesian, and Micronesian individuals.

7. How does PSMFC define an EM system failure for purposes of the 72-hour repair requirement (e.g., single camera failure vs. total system outage)?

Data must be successfully collected from both cameras to be deemed functional. Any failure that would lead to the loss of video data for either camera would be considered a system failure.

8. Is there a minimum required warranty period beyond installation acceptance, or should offerors propose their own terms?

There is not a minimum required warranty period beyond installation acceptance. Offerors should provide details on the warranty period terms.

9. Is the contractor expected to maintain a local spare parts inventory in Honolulu and/or American Samoa?

There is not a specific requirement to keep a local spare parts inventory in Honolulu and/or American Samoa. However, servicing these relatively remote locations can be difficult due to shipping constraints. Please note 72-hour requirements for addressing system failures.

11. Since all equipment becomes PSMFC property, does ownership transfer upon installation, acceptance, or contract completion? (Flag for fiscal)

Ownership of the equipment will transfer to PSMFC upon final installation and acceptance. Following this transfer, the vendor remains responsible for servicing the equipment under the terms of the warranty.

12. Are the labor hour quantities shown in the Price Proposal Template illustrative only, or does PSMFC expect offerors to adhere closely to those assumptions?

The provided labor hours shown in the Price Proposal Template are an example only, and offerors do not need to adhere to those assumptions.

13. Is the data confidentiality agreement to be provided by the EM service provider or PSMFC? (flag)

The data confidentiality agreement will be provided by PSMFC.

14. Will the EMSP be provided access to the video review software in order to validate the video assets and complete the QA process? Or will the EMSP be responding to data queries on a request basis?

No, the EMSP will not have access to the video review software, and the QA process will occur with coordination of PSMFC staff. The EMSP will not have to respond to data queries

15. Is there a timeline for switching to remote data transmission? And do we need to price in a shift to remote transmission over the course of the EM program implementation

No, there is not a timeline for switching to remote data transmission. However, if the offeror proposal includes the use of remote transmission, please include pricing details in the price proposal.

16. Is PSMFC open to EM service providers suggesting other sensor-driven mechanisms for triggered recording?

Yes, alternative suggestions to trigger recordings are welcomed. However, please fully describe how an alternative sensor system would work.

Section 5.

1. What is the proposed program start-date (e.g. when would first installs occur?)

The selection timeline will be March 27, 2026. After that date, PSMFC will be in discussion with the selected vendor regarding rollout of EM equipment. The expectation is that 50 systems will be installed during the 2026 calendar year.

2. For clarification, would all HDDs be retrieved by PSMFC employees directly from participating vessels?

All Hard drives will be collected directly by PSMFC employees.

3. Will NMFS or PSMFC be supplying the VMP template?

For details regarding the VMP template, please refer to Section 4, Question 3 above.

4. Section 2.1.c.v states “data storage must include redundant systems.” Please provide clarification on this. Does this mean that an EM control unit needs to have multiple drive bays or just the ability to change/swap storage drives during a trip.

The redundant data storage system will primarily be used as a backup drive for overflow and back up for primary storage failure. We want to ensure that video data are captured. The offeror should describe how their approach to redundancy addresses this need.

5. In Section 2.2.e the RFP states the following: e. During fishing: Provide continuous remote and on-site technical support to the vessels for installed equipment, data collection, and data delivery. i. Within 24 hours of notification, the Contractor shall have trained technicians available by telephone or remote communication to resolve the equipment performance issues. Can we assume that this means they are available to trouble-shoot and attempt to resolve the issue, given that 2.2.c states that once reported, issues must be resolved in 72 hours.

That is a correct assumption, though it is important to distinguish between the two scenarios. Section 2.2.c applies when a vessel is in port; the 72-hour resolution window ensures the vessel can depart on schedule after declaring its intent to fish. Section 2.2.e applies while the vessel is at sea. In both scenarios, the 24-hour requirement refers to the initial engagement—the contractor must provide active technical support to begin troubleshooting and attempting a resolution within 24 hours of notification.

6. Section 3.1: a. Are there any limitations to utilizing an external UPS device versus an internal unit? Is a UPS device only required for AC power circuits?

There are no limitations on using an external versus an internal UPS unit. A UPS device would only need to be utilized for AC power circuits.

7. Is it acceptable to have sensor data collected at a 10 second interval rate?

The proposal must specify the system sensor data collection intervals for all integrated hardware (e.g., GPS, hydraulic pressure sensors, winch sensors, etc.). Please define the default logging frequency (e.g., 1-second, 5-second, or 10-second intervals) and confirm if these intervals are remotely configurable to meet varying fishery-specific monitoring requirements.

Section 6.

1. EM Service Provider Approval Requirements: What is the formal process and timeline for becoming a NMFS-approved EM service provider for the Pacific Islands region? We understand that Vessel Monitoring Plans (VMPs) require NMFS approval before vessels can fish.

EM service providers applying to this RFP are not required to be certified by NOAA to be eligible to provide EM systems during this process. EMSP is responsible for multiple sections of the VMP. For more details regarding the VMP, please refer to Section 4, Question 3 above.

2. Timeline Feasibility: Given that the RFP proposal deadline is February 2, 2026, and the project finalist will be selected by March 27, 2026, is it realistic for a new EM service provider to obtain the necessary NMFS certifications and approvals within this timeframe?

EM service providers applying to this RFP are not required to be certified by NOAA to be eligible to provide EM systems during this process.

3. Regulatory Authorization Status: The RFP mentions that "regulatory authorization of EM to meet monitoring requirements for the fishery are expected to be put in place by NMFS in 2026." Could you provide more details on the current status and expected timeline for this regulatory framework?

The selection timeline will be March 27, 2026. After that date, PSMFC will be in discussion with the selected vendor regarding rollout of EM equipment. The expectation is that 50 systems will be installed during the 2026 calendar year.

4. Pre-qualification Requirements: Are there any pre-qualification or pre-approval requirements that need to be completed before submitting a proposal to PSMFC, or can the certification process occur in parallel with the RFP evaluation?

EM service providers applying to this RFP are not required to be certified by NOAA to be eligible to provide EM systems during this process

Section 7.

1. Is there a draft contract available for review?

No, the contract draft for review can be provided after proposal selection is made.

2. What contract type will be awarded? Firm Fixed Price, Time and Materials, etc.?

Contract details will be provided after the RFP stage, but subcontracts are Reimbursement/Time & Materials

3. Please confirm that the Price Quote Proposal Template is an example only, that a detailed rate work up for installations, equipment, travel, and labor is expected for evaluation purposes, and that offerors shall provide all expected costs based on their specific plan and are not limited to the hour examples in the template.

This template is provided as an example; the offeror should provide detailed information based on their expected cost and is not limited to the examples in the template.

4. Will the successful contractor be granted license rights to any data or intellectual property first developed in the performance of any work under this contract? If so, is there a separate license agreement that will be provided for review?

No. Any data or intellectual property during this performance of work would be under the ownership of PSMFC.

5. Is the successful contractor allowed to use previously developed intellectual property and/or data in the performance of work under this contract? If so, what type of license rights does the client wish to obtain to such previously developed IP/data and is there a proposed license agreement you can provide for review?

PSMFC will have ownership of all intellectual property developed or produced under any contractual agreement.

6. Regarding Section 2.1.c., page 5 “Install systems on vessels with consideration for the privacy and dignity of the crew, as well and the operation needs of the vessel’s owners and operators.” Will providers be allowed to use privacy masking on installed cameras to cover areas of the deck that are non-critical for data capture but may impact crew privacy?

No, but providing images of the camera view will be a part of the vessel specific VMP and will be the responsibility of the EMSP to provide.

7. Section 2.1.c.v., page 5 states: “data storage must include redundant systems and data transfer options (which should include a removable, encrypted hard drive functionality).” What is the desired redundant data storage system? Data recorded to 2 locations simultaneously or a backup drive for overflow or primary drive failure?

The redundant data storage system will primarily be used as a backup drive for overflow and back up for primary storage failure. We want to ensure that video data is captured. The offeror should describe how their approach to redundancy addresses this need.

8. Can PSMFC provide a copy of the Confidentiality Agreement mentioned in Section 2.3.a., page 6?

Any confidentiality agreement is applicable after the RFP stage and will be shared at that point.

9. Section 2.3.f., page 6 states: “The dataset provided must have the ability to be ingested into another external review system.” Are you able to share details on the review platform being used and the desired format for ingestion.

In the RFP, we have asked that applicants describe how the system will allow for transfer or export of encrypted but general format, ingestible video data. Applicants should also describe the tool that will be provided to PSMFC to de-encrypt data. PSMFC will be responsible for the video data de-encryption, ingestion, and usage with any video review package we use.

10. Regarding Section 2.4, page 6 “Create and submit a Vessel Monitoring Plan for each vessel” Is a VMP management application similar to the Electronic Monitoring Vessel Monitoring Plan Document Management Application (VMAN) used in the Northeast EM programs available for use or will contractors be responsible for developing a VMP management system?

Currently we are in the process of creating a VMP management system and protocols. However, it will be the responsibility of the EMSP to update the VMP as necessary, to maintain accurate details pertinent to the vendor-specific content (e.g. camera view screen shots).

11. Are vessel owner signatures required to be completed with digital signature application like Docusign or Adobe, or are hand signed and scanned documents acceptable?

Hand signatures are acceptable.

12. Do vessel operators/crew need to sign the VMP as well?

The crew will not be required to sign the VMP. The owner or trusted representative (e.g. captain) will sign.

13. Section 3.1, page 8 states: "Have an internal uninterruptible power supply to power the system through short power interruptions and provide for a controlled shutdown." Is it required that the uninterrupted power supply is built into the EM control box computer? Can it be a separate unit that distributes power to all EM system components?

No, it is not a requirement that the UPS be built into the EM control box computer. A separate unit may be used.

14. Please clarify the following regarding Table 3.2.a., Marine Camera System Requirements, page 10 - "Field of View (FOV): Camera must have a horizontal angle between 90-110 degrees" Is the field of view capped at 110 degrees or can wider angle cameras be used?

The view is not capped at 110 degrees, and a wider angle may be used. The proposal should include this information.

15. Would a 180 degree camera be able to be used if the quality was sufficient for species recognition?

We are not only looking for species recognition but also the ability to zoom into the image in order to gather specific hooking location data necessary for injury determination analysis required for protected species interactions. The proposal should include details on the proposed cameras

16. Please clarify the following regarding Table 3.2.b., Computer & Hardware Requirements, page 10 - "PoE Capability: Must include or be supplied with a PoE or PoE+ Switch (4-6 ports) to power cameras and allow redundancy." Is the intention to have more PoE ports than cameras in the event that a single port fails, or is a failover feature that requires no vessel or technician input required?

This requirement is intended in the case of port failures

17. Please clarify the following regarding Table 3.2.d., Power & Redundancy, page 11.

Do all vessels have 110v AC power available for EM system use or will installations be a mix of 110V AC and DC? If there is a mix of power sources available do you have specifics on the number of vessels with 110v AC or DC available for EM use?

All vessels are expected to have 110V AC power available for the EM system.

18. Please clarify the following regarding Table 3.2.e., Sensors & Environmental Requirements, page 11 - "Hydraulic Sensor: Must be high pressure, installed inline with the hydraulic system. Used to detect gear deployment/hauling and changes in gear use. Triggered video recording. Log frequency: every 1-5 seconds. "

Are you able to specifically define "high pressure". What rating should the sensor have? 1500psi, 3000psi?

No rating is specified. EMSP should provide a rating and justify why that rating is recommended in the proposal.

19. Is the fabrication of arms or poles expected to be required to capture the necessary camera angles? Should the contractor account for the cost of fabricating and installing arms or poles?

Yes, there may be cameras that need mounting arms.

20. Is there a subset of the fleet that switches gear types throughout the year that may require the removal/reinstallation of EM gear on a routine basis? If so, how common is this behavior? Vessels that alter their hydraulic systems or spools throughout the year for different fisheries may require technician visits to detach/reattach hall effect and hydraulic sensors.

While there are some vessels that change gear types to switch between deep-set longline and shallow set longline most of the gear changes do not require removal or reinstallation of EM equipment. These typically would not include any changes to the hydraulic systems or spools requiring sensor removal and replacement.

21. What is the anticipated data collection schedule? Should the contractor expect to collect data after every trip?

EM data will be collected by PSMFC staff after every trip.

22. Will the contractor have access to fleet VMS tracking and/or vessel pre-departure notifications?

There will be pre-departure notifications and possibly pre-arrival notifications. Fleetwide VMS tracking will likely not be available.

23. May a proposal cover and table of contents be included and exempt from page count in addition to resumes, diagrams and attachments as listed on page 16, Section 4.4?

Yes, the cover and table of contents can be exempt for the page count.

24. In their proposal, may offerors use 10 point font in tables, diagrams, and graphics?

Please use a 12-point font.

25. In their proposal, may offerors use 10 point font in headers and footers?

Please use a 12-point font.

26. Section 4.4 states: "The proposal must be prepared in two parts: A technical proposal and a separate price proposal...The Price Proposal Template is directly embedded following the submission instructions within this document. A separate Price Quote Proposal Template (Excel) is also provided as an accompanying attachment to the RFP document for reference and use." Section 4 also states, "The entire proposal inclusive of both parts, if printed, should be double-spaced, with one inch margins, using size 12-font or equivalent, and printed, unreduced in size, on 8-1/2" by 11" paper, not exceeding 36 pages if single-sided (18 pages if double-sided), exclusive of resumes, diagrams and attachments." Please confirm that offerors are to submit a price proposal using the Word Price Proposal Template and not the Excel Template. Please confirm that the Excel Template is only for the offeror's internal use. If Offerors are allowed or expected to submit their Price Proposals using the Excel template, how are they to calculate the page count in the Excel spreadsheet?

Offerors should manage the 36-page constraint by importing data and tables from Excel into the final Word submission.

27. Section 4 states, "The entire proposal inclusive of both parts, if printed, should be double-spaced, with one inch margins, using size 12-font or equivalent..." However, the Price Proposal Template referenced in Section 4.4 and directly embedded in the RFP following the submission instructions is in 11 point font. Please clarify.

This was an error. All materials should be in a 12-point font.

Please clarify why the Phase 2 tab in the Price Quote Proposal Template (Excel) has hours (100, 600, 450) listed in the "4. Other" Section.

These are examples/placeholders.

28. The Period of Performance fields in the Price Quote Proposal Template (Excel) sheets list Years 1, 2, 3 and 4. However, RFP Section 4.2, Price Proposal lists Years 1, 2 and 3.

The information included in the Price Quote Proposal Template is an example. This RFP is for a maximum of 3 years, only.

29. Please clarify the period of performance and how many years should be included in Offerors Price Proposals/Quotes.

We are asking for 3 years of pricing information.

30. May the proposal cover as well as headers and footers be single spaced?

The proposal cover letter may be in any format. Headers and footers may be single-spaced but must be in a 12-point font.

31. May diagrams be single spaced?

Yes, diagrams may use spacing as appropriate for conveying the information, as deemed appropriate and effective by EMSP.