

Request for Proposals

Electronic Monitoring Systems for Alaska Pot Gear Vessels



Actual issue date: September 23, 2016

Deadline for Proposals: October 28, 2016

SECTION 1: REQUEST FOR PROPOSALS (RFP) TIMELINE (2016)

Electronic Monitoring Systems for Alaska Fishing Vessels

September 23	Requests for Proposals (RFP) distributed
October 7	Deadline to indicate interest
October 14	Deadline for written questions on RFP <ul style="list-style-type: none">• All questions should be directed to: Contracting@psmf.org
October 21	Answers to written questions posted on website: http://www.psmfc.org/procurements/blog
October 28	Deadline for proposals - 4:00 PM PDT <ul style="list-style-type: none">• Only e-mailed proposals will be accepted.• Submit proposals to: Contracting@psmf.org
October 29	Proposal Review Starts
November 3	Finalists Selected

SECTION 2: STATEMENT OF WORK

This document provides a Request for Proposal (RFP) for electronic monitoring (EM) camera system provider(s) to employ EM among vessels fishing with pot gear and operating in Alaskan waters.

Beginning in 2013, a restructured funding and deployment system for observer coverage in the North Pacific Groundfish and Pacific halibut fisheries extended observer coverage requirements to a wider range of vessels than had been previously included in the North Pacific Groundfish Observer Program. A percentage of vessels included in this extended coverage may be unable to accommodate an observer onboard to meet the observer coverage requirements primarily due to vessel size or space available for observer sampling duties. To address this challenge, a component of the restructured program includes provisions for the National Marine Fisheries Service (NMFS) to develop and incorporate electronic video monitoring as a means of meeting coverage requirements if NMFS determines an observer cannot be accommodated on these vessels. In addition, development of electronic video monitoring for use on larger vessels to supplement observer data collection activities may be required, inclusive of electronic monitoring of trawl and pot vessels.

For the purposes of this RFP, assume that in Alaska, vessels will only mobilize and demobilize in the ports of Homer, Kodiak, and Sand Point, AK. This port list will likely expand over time.

This project will require a project manager, video/sensor review software, field infrastructure, additional hardware, and logistical funding. PSMFC will assist in the implementation of this project, with collaboration and assistance from the NMFS Alaska Regional Office, NMFS Alaska Fisheries Science Center Fisheries Monitoring and Analysis Division and the Office of Law Enforcement. Details of these objectives will be reviewed and revised as the program is implemented.

SECTION 3: TASKS

To facilitate the option of providing Electronic Monitoring (EM) in Alaska, PSMFC is soliciting services for four main areas:

1. Field support and camera/monitoring systems: Purchase, install, maintain, and remove EM systems on fishing vessels.
2. Provide complete records from all components of the monitoring system (video, tracking, sensor record, etc.) from vessels to PSMFC Portland.
3. Provide review tools to PSMFC Portland to expedite video review and all data capture.
4. Provide logistical support assistance as necessary for these fisheries.

Field Support and Camera Systems

Install Equipment on Designated Vessels

Separate task orders will be issued for the Contractor to install the equipment for the EM system on designated vessels. Installation shall occur as early as 30 days and as few as 3 days prior to the vessel commencing commercial fishing. The Contractor shall ensure that each system is operating and meets PSMFC's requirements. This includes but is not limited to a video acquisition system which will be set to trigger video capture during all fishing events, inclusive of the catch handling period post-fishing to allow data capture of fish handling and/or full monitoring of all at-sea activities. The system should be flexible enough to allow for the length of the post-fishing handling time to be set as needed for specific fishing situations.

The Contractor shall have trained technicians available within 24 hours of notification by vessels to address technical problems and provide vessel support at ports in Alaska. Initial technical support contact and resolution may be provided via telephone. Follow-up technical support shall be provided in person if equipment performance issues cannot be resolved within 24 to 48 hours or cell phone service coverage of participating vessels is limited.

Removal of Electronic Monitoring Equipment

The Contractor shall remove the electronic monitoring equipment from each of the designated vessels once the vessel has completed fishing or after a pre-designated time period (here after as selected fishing period). The Contractor shall remove the equipment without damage to the vessel and restore the vessel to its previous condition within two weeks.

Provide complete sensor data and video records from vessels to PSMFC Portland

Contractor will provide PSMFC with complete monitoring records from each vessel (all sensor, imagery, and etc.). The timing of these data deliveries will be worked out with input from the Contractor, vessels and NMFS with PSMFC reserving the decision authority. All EM data records will be in a format agreed upon with PSMFC. To ensure the confidentiality of the sensor data and video records, PSMFC will own all of the EM data collected by the Contractor. No copies of digital video recordings, sensor information, location data or other confidential vessel data collected during the execution of these tasks will be retained by the Contractor without the written consent of PSMFC.

The Contractor or their designee will be responsible for collection and delivery of video drives (inclusive of all monitoring data) and field services reports as needed. This may include retrieving data from participating vessels on an agreed upon schedule and delivering hard drives to PSMFC on the same schedule as data retrieval. Alternatively, systems and protocols could be established that allow the vessel skippers to deliver these data to PSMFC directly.

Providing video review tools to expedite video review and data capture

Contractor will provide PSMFC with Windows-based review tools with which to review video and capture trip and haul metadata (location, date, time, etc.), as well as catch and species data, sensor and video gap information, etc. Preference will be given to that software which is integrated with vessel sensors which collect information/metadata on hydraulic pressure readings, vessel speed and direction, and other identifying data which expedite the process of

quickly identifying the start, end, and location of fishing trips and hauling activity. The Contractor should demonstrate how their integrated solution supports the video review and data recording processes.

Provide logistical support assistance as necessary for these fisheries

Contractor will provide other logistical support and assistance for vessels participating in this EM project and fishing with pot gear in Alaskan waters as needed.

Government-Furnished Property, Material, Equipment, or Information

In some instances, to allow for the exploration and development of other technologies, PSMFC may provide EM systems or require other equipment on vessels up to 25% of all installations. The Contractor may be called on to assist in the design and be responsible for installation and removal of these EM Systems. These systems may include EM stereo camera systems and/or camera chute systems. PSMFC will provide training for any installation procedures (e.g. camera calibration) differing from standard EM systems supplied by the Contractor.

Data Based Deliverables/Technical Approach

Provide Digital Preview from Electronic Monitoring System

As part of the proposal the Contractor shall provide an example of in-season video and associated sensor/GPS data from a commercial fishing vessel, software to expedite video review, and any associated data produced from these vessels using their EM system. PSMFC staff will review the test deliverable to ensure fishing locations can be identified, fishing effort can be quantified, and retained and discarded fish can be accurately identified to the lowest taxonomic level possible, preferably to species. In order to facilitate the sharing of video with PSMFC partners, the raw video format should also be accessible with Windows Media Player without requiring non-standard or third party CODECs. Collected data shall be delivered via a swappable hard drive intended for use in the field. The video should be formatted for “plug and play” on a Windows 7.0 operating system.

Provide Digital Video Recording of Gear Retrieval

The Contractor shall provide a digital video recording of the entire gear retrieval and fish handling event for all fishing events from each designated vessel. PSMFC anticipates that vessels will routinely start and stop their engines either in port or while anchored / drifting at night and EM systems shall be capable of automatic powering up after an engine stop. The EM system shall have the capability of real-time viewing of the video recording onboard the vessel, which will ensure the system view is capturing the gear retrieval events and will allow the vessel operator to verify that the EM system is functioning properly and is capturing high quality imagery.

For the purposes of this RFP, hard drive space must be sufficient to record a minimum of eight fishing days with the expectation that the Contractor or their designee will recover data

at the completion of every other fishing trip throughout the selected fishing period and before the hard drive space has been filled with EM system data.

Human Review Interface

The Contractor shall provide PSMFC with software to enable review and data capture of the raw video and sensor data retrieved from the vessel.

Other services

EM Methodology and Operation Framework Design

Depending on the fishery, the Contractor may be tasked with assisting in the design of a monitoring methodology and protocols for each individual fleet. This methodology would include: fishing and catch handling methods; application of the technology; expected level of industry cooperation; monitoring objectives, data quality standards, and key success metrics.

Produce a Final Report and Invoice of all Incurred Costs for the Project

For each task order, the Contractor shall submit a report detailing the activities and outcomes of the tasks completed. These reports shall be submitted to PSMFC no later than 30 days after completion of each task order.

Security

The Contractor shall be responsible for the security of their equipment, materials, supplies, and deliverables generated by this contract. To ensure the security of confidential data, the deliverables will be encrypted at the point of data collection, and the Contractor will supply PSMFC with a decryption key.

Travel

Travel may be required by the Contractor to install, service, and remove electronic monitoring equipment on the designated vessels, as well as provide in person technical assistance to the designated vessels in the ports listed in Section 2: Statement of Work.

Other Unique Requirements

Due to the sensitivity of the commercial fishing industry data, a confidentiality agreement must be signed by the Contractor and their designees to ensure complete confidentiality of the project details during the entire period of performance. The period of performance will be established through a contractual arrangement between PSMFC and the Contractor. All outreach and information specific to this project will be approved by PSMFC prior to release by the Contractor. No copies of digital video recordings, sensor information, location data, or other confidential data collected during the execution of these tasks will be retained by the Contractor without the prior written consent of PSMFC. PSMFC will own all of the EM data collected by the Contractor and will be responsible for interpretation of the raw EM data and

reporting.

SECTION 4: PROPOSAL EVALUATION FACTORS AND INSTRUCTIONS

Evaluation Factors

PSMFC reserves the right to make an award without discussions based solely upon initial proposals. Therefore, Contractors should ensure that their initial proposal constitutes their best offer in terms of both price and the technical solution being proposed. Award will be made to the contractor that offers the best value to PSMFC.

The criteria stated below will be used in the evaluation of various factors other than price.

The Offerors will be scored on five criteria:

- 1- Experience (25%)
- 2- Past performance (15%)
- 3- Data capture (25%)
- 4- Human review interface software (25%)
- 5- Cost (10%)

Note: PSMFC may contact Offerors for more information if necessary.

1- Experience

Describe involvement in past and current commercial fishery EM programs. Please include names and contact information of key fishery management personnel involved in these EM programs.

Provide a list of names, resumes, education, background, work experience, expected duties of the proposed key personnel and billing rates for each. Please use the template included as Appendix A below.

In particular, preference will be given to Offerors with experience in commercial fisheries where data collected through EM systems represents an operational component in the management of the fishery. Please identify those projects where video data collected represents an operational component of fishery management and briefly describe how these data are integrated into existing management processes.

2- Past performance

PSMFC may use past performance information obtained from any available reliable source. The Contractor shall provide a list of the contracts or subcontracts completed during the past five years that were the same or similar in nature to the proposed work herein. Contracts listed may include those entered into by the Federal Government, agencies of state and local governments, and commercial customers. Include the following information for each contract and subcontract:

- a. Name of contracting entity
- b. Contract/order number

- c. Contract type
 - d. Total contract value
 - e. Brief description of work
 - f. Contracting officer, telephone and fax number
 - g. The federal or other program manager, telephone and fax number
- Provide information on problems encountered during each contract performance and describe corrective actions taken to resolve those problems.
 - Describe any quality awards or certifications that indicate the Offeror possesses a high quality process for work performed.

The Offeror's past performance on related contracts may be evaluated to determine, as appropriate, successful performance of contract requirements, quality and timeliness of delivery of goods and services, effective management of subcontractors, cost management, level of communication between the contracting parties, proactive management, and customer satisfaction. Please include names and contact information of key fishery management personnel responsible for the contract management of these projects.

PSMFC will use its discretion to determine the sources of past performance information used in the evaluation, and the information may be obtained from references provided by the Offeror, the agency's knowledge of contractor performance, other government agencies or commercial entities, or past performance databases.

If an Offeror does not have a history of relevant contract experience, or if past performance information is not available, the Offeror will receive a neutral past performance rating. More relevant and more recent past performance (five (5) years or less) will be evaluated more favorably than less recent or less relevant past performance. Information should be limited to relevant contracts/projects of similar nature, scope, and complexity, as described in the above Statement of Work and Tasks. As noted above, preference will be given to Offerors with experience in commercial fisheries where data collected through EM systems represents an operational component in the management of the fishery.

3 and 4- Data capture and Human review interface

PSMFC will evaluate the data review and capture tool that provides video review staff with the ability to review EM data efficiently and capture usable data for further data analysis. Integration of sensor and other data to help expedite more efficient review is important. Flexibility and ease of use of the review tool will be considered. For example, allowing reviewers to accelerate or slow the review speed of all the cameras is preferred. Tools to quickly annotate video for fishing effort activity, e.g. start/stop times, is preferred. If necessary, the Contractor will provide training on the use of the software review tool to PSMFC staff.

5- Cost

For the purposes of evaluating this RFP, please provide a cost estimate for providing all costs associated with an EM program including hardware, software, and field services based on the following assumptions:

- 15 vessels; with 5 vessels in each port (Homer, Kodiak, and Sand Point, AK)
- All vessels fish with fixed pot gear
- Fishing activity for 2-4 months
 - 3 vessels in Kodiak, AK fish from September through December;
 - 3 vessels in Homer, AK fish from September through December;
 - 9 vessels in Homer, Kodiak, and Sand Point, AK from January through June;
- Each vessel makes 4 trips/fishing month; each trip lasts 4 days
- Hard drives have to be retrieved and shipped to PSMFC twice/month during active months
- High level scans of hard drives will be completed by Contractor staff or designee at each retrieval for data quality, missing data, etc.
- Status report provided by Contractor staff or designee to vessel operator and PSMFC on issues each time hard drives are retrieved
- Each port has 1 tech support visit/year separate from initial EM system installation and final removal.

The price evaluation will determine whether the proposed prices are realistic, complete, and reasonable in relation to the solicitation requirements. Proposed prices must be entirely compatible with the technical proposal.

Prices will be evaluated for all technically qualified Offerors.

General Instructions

Only proposals that address and meet all tasks, requirements and services set forth in this solicitation will be considered acceptable. Non-response of any item will lead to that element receiving a score of zero of the total percentage points. In addition, the following instructions establish the acceptable minimum requirements for the format and content of proposals.

The proposal must be prepared in two parts: A technical proposal and a separate price proposal. Each of the parts shall be separate and complete in itself so that evaluation of one may be accomplished independently from evaluation of the other. The technical proposal must not contain reference to price; however, resource information (such as data concerning labor hours and categories, materials, subcontracts, etc.), must be contained in the technical proposal so that the Offeror's technical approach is sufficiently detailed to provide a clear and concise presentation that addresses all contract requirements and demonstrates a clear understanding of the requirements.

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. Any pages in excess of 36 pages will be disregarded at the discretion of PSMFC and will not be included in the proposal evaluation.

The Offeror shall electronically submit:

- Technical Proposal
- Price Proposal

Each part shall be clearly marked by title.

Offerors shall not merely offer to perform work in accordance with the Statement of Work, but shall outline the actual work proposed as specifically as practical.

The Offerors shall identify and explain any exceptions or deviations taken to any part of the solicitation, or conditional assumptions made, with respect to the technical requirements of the solicitation.

Appendix A. Personnel

Person 1

Name:

Title/Role:

Hourly rate:

Residence (City, State):

Person 2

Name:

Title/Role:

Hourly rate:

Residence (City, State):

Person 3

Name:

Title/Role:

Hourly rate:

Residence (City, State):

Person 4

Name:

Title/Role:

Hourly rate:

Residence (City, State):

Person 5

Name:

Title/Role:

Hourly rate:

Residence (City, State):

Person 6

Name:

Title/Role:

Hourly rate:

Residence (City, State):

Repeat as needed.