Questions and answers

1. Are prices fixed for the entire duration of the contract or will there be half year/ annual reviews?
   - Prices are fixed for the entire duration of the agreement

2. Will there be a quarterly or monthly forecast provided to manage our stock level and production schedules? Please provide if already known or give historical example
   - There is no forecast at this stage. The only estimates that we have so far are the ones described in section 4.1.2

3. You request DDP Pricing - to which destination? Switzerland?
   - The bid shall include only the prices of the services excluding shipping. Shipping will be paid according to the delivery costs at the time of performing the shipment. However, bidders shall be able to provide DDP services, taking care that all customs processes are smooth and monitoring the goods until its final destination. The destination will be different each time, and can be to any country in the world. A single order of transponders can be splitted and delivered to different countries. For example, we may order 200,000 units of blank transponders. 20,000 units may be sent to Togo, 150,000 units to Korea and 80,000 units to Chile.

4. Can we get samples of all variables?
   - Unfortunately, we don't have samples of all services. We would rather the Vendor to produce a sample to validate before launching production. If needed, we have some pre-encoded transponders in stock that we could share with the Vendor, once the contract is signed.

5. Is it possible to get pictures / art works of the labels/tags?
   - Yes, it is

6. Do we understand correctly, only the Single-use blank passive UHF RFID transponders (96 or 160 bits) (1st item on page 13 in Tender Document) needs to be encoded. All other items are encoded on side from the users?
   - "The single-use blank passive UHF RFID transponders (96 or 160 bits) may be sold encoded by the Vendor, or blank.
   - The single-use blank passive UHF RFID transponders embedded in 130 × 90 labels (160 bits) will be always sold blank (not encoded and not printed). They will be encode by the end-user.
   - The reusable passive UHF RFID transponders (96 bits) will be sold blank, and encoded by the end-user."

7. Is 130 x 90 mm the final label size of transponder type 2 or 130 x 190 / Conflicting information on Page 14 and 16
   - Apologies for the typo, the correct label size is 130x90.

8. Can we confirm you are looking for a label with inlay vs. hard tag/ plastic tag?
    - Single use 130 x 90 must be labels with inlay. They will be printed and encoded by the end user using a RFID printer
9. Can we confirm you are looking for a hard tag/ plastic tag and not a label?
    - We believe that a hard tag would be more suitable for this application, but we are open to explore any alternative.

10. Do you require printing on the reusable label?
    - Reusable labels may have a design on it. It can be printed or serigraphied

11. Can you share if and how much stock holding you require for this? Call off examples or alternatively desired lead time.
    - Desired lead time is two weeks.

12. With regard to quantities and delivery times, please note that the typical minimum quantity of a particular type of transponder that we can order from our suppliers is between 100,000 and 150,000 units. The typical delivery time for such orders is 3-4 months. The maximum possible storage time for these transponders is around two years, as the adhesive properties can deteriorate after this time.

With this in mind, our question is: Can you provide an estimated or even guaranteed minimum quantity for each (single use) transpondertype per year or for the entire contract period? This information would be important for us to be able to organise our possible order structure and offer you the best prices.

    - The estimated quantities for the first year can be found in section 4.1.2. We don't have yet an estimation for the subsequent years, but it is possible to define a .

13. About single-use transponders, it is written in section 4.1.1 on page 13 , that "Single-use transponders will be attached to card, paper or plastic surfaces." On page 15 for blank transponders with 96-bits EPC memory bank capacity and on Page 16 for blank transponders with 160-bits EPC memory bank capacity, it is written in section 4.2.1: "Surface for use: paper, card, nylon fabrics or plasticized surfaces."

    As these statements are contradictory, we would like to know whether these transponders are intended for use on nylon fabrics or not.

    - Single-use transponders will have different applications:
        - They can be supplied blank and not encoded – in this case, the transponders will be attached by the end user to a card, paper, plastic, nylon fabrics or plasticized surfaces.
        - They can be supplied in rolls, printed and encoded, if we also purchase the service "printing and encoding of transponders" – in this case, the transponders will be attached by the end user to a card, paper, plastic, nylon fabrics or plasticized surfaces.
        - They can be supplied attached to test letters, if we also purchase the services "printing and encoding of transponders" and "printing of test letters" – in this

case, the transponders will be attached by the end user to a card/paper, surfaces.

14. Implementation of RFID transponders at postal facilities. In section 4.1.1 on page 12, it is written that metal cages and/or pallets containing trays/mailbags are used for transportation. Due to the shielding effect of metal containers, it is important to know whether the metal trolleys and/or their contents should be tagged with transponders. Is it possible to provide photos of these wagons?
    - Whenever the mail is moved with ULDs (metal container) we try to locate readers in an area after these containers are emptied or before they are loaded. Sometimes though, it is not possible, and we need to consider to include additional readers to capture the content of the containers, pointing to the face of the container that is not closed. Another possibility, is to tag the container from the outside, and to create a database (DB) that specifies the content of the container. Once the tag ID is captured, we would consult the container content in the DB.

Here are some examples of the container and cage:

15. In section 4.1.2 on page 13, it is written that single-use blank passive UHF RFID transponders (96 or 160 bits) are "To be encoded by the Vendor using serial numbers created by the UPU, or on site with postal receptacles and item IDs (S9 and S10 identifiers) generated by each designated operator using desktop encoders." Can you explain the the meaning of S9 and S10 identifiers?
    - S9 and S10 identifiers are UPU standards that are created to identify a postal item (in the case of S10) or postal receptacles (in the case of S9).
    - The S10 consists of 13 alphanumeric characters, like the following example: EF200197572KY
    - The S9 consists of 29 alphanumeric characters, like the following example: FJNANAAUSYDBAEN40120001000120

- These codes can be encoded by the end-users inside the memory bank 01 of the tag following a specific conversion process, that includes the adjustment of the Protocol Control Word/Bits to match the length and application family identifier of the item.

16. In section 4.2.1 on page 15 and in section 4.2.2 on page 16, it is written "User memory (MB 11): usage will depend on the use case. Bidders should offer tags with the greatest available memory capacity and specify the MB 11 capacity on the datasheet." A chip and therefore a transponder with a larger memory is correspondingly expensive. If we were to offer a chip with e.g. 2000 bits to cover every possible case, it would be disproportionately expensive and may never be needed in this dimension. In addition, the Dogbone Monza R6 is often mentioned as a reference transponder, but it has a user memory of 0 bit. Is it possible to limit the maximum range?
    - Thank you for the question. MB 11 won't be always used. Please include a rubric for transponders without MB 11, and one with transponder with MB 11 capacity up to 250 bits.

17. In section 4.1.2 on page 14, it is written that "There may be two transponders of this type in use at same time; in such cases, it must be possible to differentiate one from the other." Is this meant to be a visual distinction, i.e. a distinction that is immediately visible to humans or with the help of a reader?
    - Visible to humans, for example with the means of different colors or graphic design. For example, there may be a reusable transponder attached to a postal asset (like a pallet or container) and another one to a reusable mailbag or tray. It should be easy to identify one from the other. A list of potential applications may be defined at a later stage. In any case, the different encoding will be enough to identify them using a RFID reader.

18. What type of seal should the envelope have (self-adhesive, wet-adhesive)?
    - Self-adhesive.

19. In order to be able to offer possible additional services or optimizations, we would like to know how these testletters are to be used in the further process. Could you briefly describe this?
    - Test letters will be used only for measurement purposes. They will be sent to people independent from the post that will post them using the postal services. A recipient will receive them at destination, and will use a platform to certify that the letter arrived. During this process, test letters are captured with the RFID equipment installed up and downstream, measuring the elapsed times between each stretch of the postal operations. In essence, the test letter consist of a thick paper or cardboard where the transponder is attached to. This card is afterwards inserted in an envelope or small packet in a way that the transponders is not visible.

20. How is the transponder (its ID) matched to another data set (How is the information saved that a specific transponder belongs to a specific receiver address, etc.)?

- Test letters are not required to be matched. They follow a specific encoding patterns that identifies them as test letter. In addition, the IDs are baptized in the reporting system that processes them.

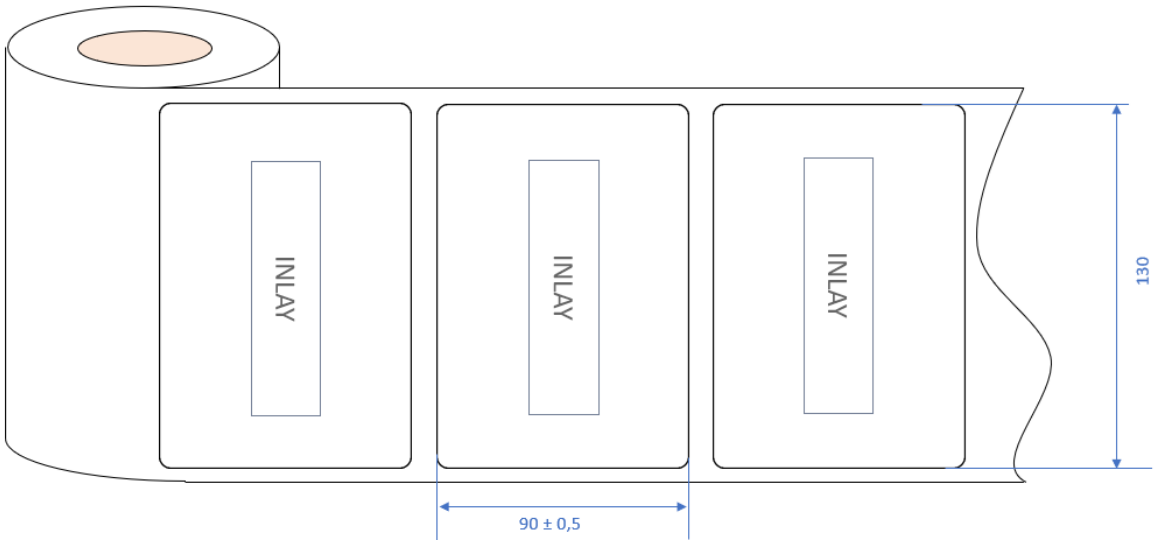
21. In section 4.6 on page 18, it is written "The Vendor shall be responsible for completing all export and customs documentation, in compliance with Incoterms DDP (Delivered Duty Paid);" and Shipments are subject to the prior written consent of the UPU. Reimbursement of any unavoidable costs shall be subject to the presentation, by the Vendor to the UPU, of any and all documents constituting proof of such costs." These two statements mean that the Vendor takes care of the processing (all export and customs documentation), he pays the shipping and customs fees first, but these are reimbursed by the UPU if they can be documented? So should shipping and customs fees be included in the quoted price or will they be reimbursed separately?
    - Your understanding is correct, the Vendor will advance shipment costs and invoice them afterward to the UPU. The UPU will reimburse the shipping costs and customs fees whenever applicable. They don't need to be included in the quoted price, and will be paid separately after each delivery.

22. We noticed that in the tender document §4.1.2, you mention 130x90 labels, but in §4.2.1 you mention 130x190 labels.

Could you clarify :

- which one of the two sizes we have to work with
- which direction should the inlay be placed ? We are joining to this question a draft of a labels roll : is it correct, regarding your requirement ?

    - the correct size is 130 x 90, apologies for the typo. In principle, the inlay will be placed in landscape direction.
    - the assumption shown in the draft is correct.



23. In the tender document §4.2.4, you mention that the UHF RFID transponder should be affixed on a 210x75mm card. We understand we cannot use the specified dimensions 130x90mm, as it will not fit the card size. Can you confirm that we can use an alternative dimension (as an example, we could propose : 97x27 mm) ?
    - yes, you can use them. There are 3 types of single use transponders we are seeking to acquire. 1 of them is the 130x90 label with the chip embedded. The other two do not have a size restriction, and will be the ones used to attached to the cards. Consequently, you can propose the size that suits your processes better (such as 97 x 27)

24. Regarding the §4.2.3 of the tender document, could you please confirm that there will be no link between the printed/enocded elements on the transponder, and the printing to be done on the cards (mentionned in §4.2.4) ?

    - yes, we confirm there's no link. They are two different applications. 130x90 transponders will be used to print labels using RFID printers. The cards mentioned in 4.2.4 have the purpose of being sent by postal mail as test letters.

25. Regarding the tender document § 4.1.1, we understand that the single-use transponder can be directly and permanently affixed to the card, are we correct ?
    - It is correct.

Transponder No. 1

(Single Use- 96 or 160 bits)

The size of this one is 97 x 27, but bidders are able to suggest other formats that are more competitive.

Transponder No. 2

(Single Use 130 × 90 labels - 160 bits)

The picture provides a design of the inlay, as per reference. The inlay will not be printed by the Vendor.

Postes

de

Par avion

CN 35

Format[4]

Dépêche n°

pour

Date d'expédition

Prioritaire –
Courrier en nombre[1]

Nombre d'envois[2]

Ligne n°

Exempt[3] ☐

kg

Aéroport de transbordement

Aéroport de déchargement

FRLEHA IDJKTC CUA5 0003 00200 0155