

**PANAMA MARITIME AUTHORITY**

**MARKETING CONSULTATION FOR  
THE SUPPLY AND OPERATION OF  
THE IDENTIFICATION AND  
MONITORING SYSTEM OF THE  
REPUBLIC OF PANAMA SHIP  
REGISTRY VESSELS AND RELATED  
SERVICES**

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**General Directorate of Merchant Marine**

**10/03/2021**

**MARKETING CONSULTATION FOR THE SUPPLY AND OPERATION OF THE IDENTIFICATION  
AND MONITORING SYSTEM OF THE REPUBLIC OF PANAMA SHIP REGISTRY VESSELS AND  
RELATED SERVICES**

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# MARKETING CONSULTATION FOR THE SUPPLY AND OPERATION OF THE IDENTIFICATION AND MONITORING SYSTEM OF THE REPUBLIC OF PANAMA SHIP REGISTRY VESSELS AND RELATED SERVICES

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## Legal Basis

The Panama Maritime Authority performed this market consultation based on:

- That through Decree Law No. 7 of February 10, 1998, the Panama Maritime Authority is created and the different maritime entities of the public administration are unified and other provisions are issued.
- That Article 3, items 1 and 3 of Decree Law No. 7 of February 10, 1998, indicate that the Authority has among its main objectives, to administer, promote, regulate, project and execute the policies, strategies, legal standards and regulations, plans and programs that are directly, indirectly and related to the operation and development of the maritime sector; and serve as the supreme maritime authority of the Republic of Panama to exercise the rights and fulfill the responsibility of the Panamanian State within the framework of the United Nations Convention on the Law of the Sea of 1982 and other laws and regulations in force.
- That the Republic of Panama adopted the 1982 United Nations Convention on the Law of the Sea, through Law 38 of June 4, 1995, committing itself to exercise its rights within the obligations as Flag State, Port State and Coastal State.
- That the Republic of Panama adopted The International Convention for the Safety of Life at Sea (SOLAS) 1974, through Law No. 7 of October 27, 1977 and its Protocol of 1978, through Law No. 12 of October 9 November 1981; Similarly, it adopted the 1988 Protocol relative to the International Convention for the Safety of Life at Sea, 1974, by Law No. 31 of July 11, 2007.
- That Article 30, item 25 of Decree Law No. 7 of February 10, 1998, modified by Article 187 of Law No. 57 of August 6, 2008, establishes as a function of the General Directorate of Merchant Marine of the Panama Maritime Authority, "Execute the functions of Flag State and the enforcement on Panama registered and foreigner vessels in jurisdictional waters the national legal regulations and those that are part of the current international conventions ratified by the Republic of Panama, concerning to maritime safety, navigational safety, maritime security and the prevention and control of pollution at sea, as well as the international guidelines and codes related to the Flag State ”.
- That Article 48 of Executive Decree No. 439 of September 10, 2020, which establishes Law 22 of 2006, ordered by Law 153 of 2020, which regulates Public Procurement settles the following: "Before the conclusion of the contractor selection procedure, the tender entities may carry out consultations or meetings with suppliers, through public open calls by electronic means, in order to obtain information about prices, associated costs, characteristics of the goods, services or works required, proposals timings readiness or any other information required for the preparation of the tender specifications ”.

## Introduction and Overview

The Maritime Safety Committee (MSC) of the International Maritime Organization (IMO) adopted, at its eighty-first session on May 2006, modifications to Chapter V of the International Convention for the Safety of Life at Sea (SOLAS, 1974) , in relation to the implementation of the Long Range Vessel Identification and Tracking System (LRIT). This regulation, established in SOLAS regulation V / 19-1, entered into force on January 1, 2008 and establishes the mandatory transmission of the LRIT information for all vessels subject to it.

The regulation defines LRIT information as <sup>1</sup>:

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<sup>1</sup> Resolution MSC.202(81)

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- Identification of the ship;
- Coordinates of the geographical position;
- Date and time of position.

The Republic of Panama, in compliance with the SOLAS Convention, Chapter V, Rule 19-1, through the Panama Maritime Authority (AMP), contracted since 2008 the implementation for the Republic of Panama of the following components of the LRIT system:

- Application Service Provider (ASP) that acts as a recognized ASP for the Republic of Panama.
- A national LRIT data center for the Republic of Panama.

The Panama Maritime Authority requires hiring the necessary services to continue in compliance with regulation V / 19-1 of the SOLAS Convention, after the expiration of the previous contract.

The Panama Maritime Authority has recognized the increase in maritime safety as a result of the implementation of the LRIT system and seeks to extend those security measures to the inland waters service fleet and to all vessels that operate in its jurisdictional waters regardless of the type of vessel, flag state, size or purpose.

The primary objective is that the Panama Maritime Authority has a system that allows it to know the position of every ship operating in its jurisdictional waters in order to provide assistance in case of emergencies.

Knowing the position in real time of all vessels operating in jurisdictional waters will offer the Panama Maritime Authority the following benefits:

- Enables quick and effective coordination of assistance activities in case of maritime emergencies.
- Improves the efficiency and effectiveness of the institution in fulfilling its functions.
- Improves security in the maritime spaces of the Republic of Panama.
- Supports the establishment of the maritime rescue coordination center of the Republic of Panama.
- Improves the environmental protection of the maritime spaces of the Republic of Panama.

It is the Panama Maritime Authority policy to continuously improve its procedures and implement best practices. As part of these improvements, the policy of investigating the background of ships that have indicated their intention to arrive at Panamanian ports prior to docking, or their intention to register with the Panama merchant marine fleet, as well as those ships already registered, allowing to monitor in compliance with national and international standards.

In compliance with these risk mitigation measures, the Panama Maritime Authority requires a system that allows efficient consultation on the background of each and every vessel in the following aspects:

- Lists of international sanctions (affecting the ship or its related companies).
- Deficiencies and detentions record (State Control of the Port).
- Record of ports or areas recently visited.

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- Subject to international sanctions.
- With risks of terrorism or war zones.
- With risks of infection or other health hazards.

Likewise, the Panama Maritime Authority requires to continue to control the enforcement of the ship security alert system (SSAS) tests of the International Ship and Port Facility Security Code (ISPS).

The ship security alert system is part of the ISPS Code and is a system that contributes to reinforcing the efforts of the International Maritime Organization to improve safety at sea and suppress acts of terrorism and piracy against ships.

Proposing candidates must include a platform that offers the following minimum operation:

- Entire fleet management subject to SSAS regulation on a single platform;
- SSAS protection real alerts management;
- Ship security alert system tests managements.

The proposed system should allow easy viewing and access to relevant information on SSAS alerts, discriminating the actual alerts from the test ones. For each security alert, the platform must allow:

- Display specific information of the alert including the navigational track of the ship;
- Consult security procedures;
- Identify other registry ships in the vicinity of the alerted ship (up to 150 nautical miles);
- Generate related notifications;
- Consult particulars of the ship;
- Consult information of the Company Security Officer (CSO).

### **Interested Parties Consultation**

The Panama Maritime Authority, as part of market consultation, seeks information from companies interested in supplying all the components required to implement the vessel identification and tracking center, in strict compliance with the IMO LRIT standards and others related services, including the following:

- National data center services of Panama (CND) along with disaster recovery facilities.
- Recognized application service provider services (ASP) in Panama, including the contracting of communications service providers (CSP).
- Identification and monitoring service for inland water service ships.
- Identification and monitoring service for international service fishing vessels.
- Background vessel investigation service.
- Alerts and SSAS tests receiving service.

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As part of this process, the AMP seeks to obtain preliminary market information and to find out signs of interest on behalf of qualified companies with high worldwide reputation that are performing LRIT system operational activities.

This consultation is only to obtain information from companies with extensive experience in the operation or administration of LRIT system, which will be used in the design phase of the public procurement process.

The range of this consultation is based on obtaining information on:

- Detailed business standard on the following:
  - o Reference prices on services
  - o Targeted Market
  - o Estimated Cost Scale
  - o Grid of Expenses and Personnel
  - o Operation outline
  - o Others
- Technical opinions regarding the development of current and future operations (Breakdown of activities).
- Financial capability of the interested parties: via own company financing or consortium, cash flow and credit worthiness.

All this information will be evaluated by the AMP for the preparation of the tender specifications.

## Interested Parties

For this consultation, the AMP will consider as a qualified interested party, a company, business group or consortium, with proven experience in the operation and administration of the LRIT system, with the capacity to offer the additional related services required.

All interested parties must present evidence of such experience considering the following items:

1. 10 years of experience in the operation and management of the LRIT system.
2. 5-year verified experience through LRIT data center audits performed by the LRIT Coordinator (IMSO) as defined in IMO MSC.1 / Circ.1412 / Rev.1.
3. Must have technical and administrative personnel with more than 5 years of experience in satellite communications systems.
4. Must have established trade relationships with providers of satellite communication services, including the networks used by the LRIT system: Inmarsat C, IsatM2M and Iridium.

## Operational Performance

The AMP considers that the most important aspects for all companies that apply should include the following:

- Satellite communications services.
- Safe back-up data hosting, preferably in Panama.
- Use of computer equipment and programs.
- Training services.
- Full warranty and support services.
- Operation, management, maintenance and updates of services.
- Operation and support staff.
- Third party services required for the implementation of the proposed systems.

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## Those Interested

The AMP welcomes the replies to this inquiry from companies or corporations and consortiums or associations that have a potential interest in applying for the supply and operation of the identification and tracking system on vessels of the Republic of Panama ship registry and related services.

## Marketing Inquiry Design

Publication / Sending of the Market Inquiry	March 10, 2021
Consultation Period	30 days
Submission of Replies by Interested Parties	April 9, 2021

## Point of Contacts

The responses to the Market Inquiry should be sent via email to the following addresses:

- [rcigarruista@amp.gob.pa](mailto:rcigarruista@amp.gob.pa)
- [jlortega@amp.gob.pa](mailto:jlortega@amp.gob.pa)
- [gballesteros@amp.gob.pa](mailto:gballesteros@amp.gob.pa)

## Submission of Replies

The responses to this query must contain information necessary for the AMP to review the criteria identified in this invitation. Provide a brief statement of interest, with the following information:

- Company name, key company directors, point of contact, general company information, record.
- Primary business lines related to the purpose of this inquiry.
- Technical, operational, financial and administrative recommendations in which the supply and operation of the identification and tracking system of the Republic of Panama ship registry and related services should be executed.

## Use of the Information

All the information received from the interested parties will be used exclusively for the purposes of this Market Consultation.

The AMP will guarantee that the data, figure numbers and other information provided will be treated with strict confidentiality and under no circumstances will such information be published.

The AMP is not required to use the information provided in the subsequent phases of the tendering process, although this phase of the process is not of strict compliance requirement to participate in the following phases, we invite those interested in the tendering to participate, in this call for proposals, since this exercise will most likely result in the business model and the contracting conditions that will be used in the following process.