

LIFT project Qs&As

Questions applying to all four requests for proposals (RFPs)

- 1 May a single bidder pursue several of these tenders jointly — sharing one or two aircraft and a single team that redeploys between countries as authorizations are granted — while submitting the required separate tender per RFP? We would want to confirm this is acceptable and would not disadvantage the proposals. Some manufacturers might not offer the very short-term lease required but by coupling them, it can be feasible and cost effective.

A: Yes, you may submit a proposal as described, as long as you can meet the timelines, weather conditions and requirements set out in the specifications for each project.

- 2 We reviewed the LIFT drone-based postal delivery pilots for the Maldives, Bhutan and Mongolia. Their operating environments – maritime humidity and wind, high-altitude mountain routes, and severe cold and wind – make endurance and weather resilience central to reliable service. Our company develops hydrogen-powered UAVs and complete UAV/component integration. Our relevant value is a modular, long-endurance platform for missions where abnormal weather, difficult terrain and extended routes can interrupt conventional battery-UAS operations.

We would like to assess a configuration covering cargo-module and route-specific payload integration, long-endurance hydrogen propulsion, resilient communications and mission planning, and local training, maintenance and operational support through qualified partners.

Could you confirm whether hydrogen-powered UAS architectures are acceptable under these RFPs, and whether our company may participate as the UAV OEM within a consortium or implementation team? We would also appreciate the required payload, route, altitude, wind, precipitation and temperature envelopes for technical matching.

- A: The Call for Tenders does not prescribe a specific propulsion technology. Bidder may offer hydrogen-powered UAS architectures, provided the proposed solution complies with the applicable technical, safety, operational and regulatory requirements set out in the RFP and by the Civil Aviation Authorities (CAA) and is demonstrated to be fit for the intended operating environment. In such case, gas storage/refueling by postal employees (in case refueling is required on the route) might not be possible, therefore, Bidder needs to provide in its tender a plan for that.

As provided for in the Call for Tenders (CFT), Bidders may participate individually or may incorporate subcontractors as part of their proposal. A Bidder may therefore rely on subcontractors for the provision of any part of the services set out in the CFT. Nevertheless, Bidders remain subject to section 2.6 of the CFT as well as article 4 of the General Terms and Conditions for the Provision of Services. Accordingly, the selected Bidder remains fully responsible for the performance of the Contract and the terms of any subcontracting shall be subject to and construed in accordance with all of the terms and conditions of the Contract.”.

The operational information provided in the RFP is intended to enable bidders to develop their technical solutions. Illustration of potential route for the project and route details are given in the Annex 1 to CFT/RFP. Bidders are expected to propose a solution appropriate to the project objectives and operating conditions and to substantiate its suitability in their technical proposal.

RFP 2026 009 DOP – Maldives

- 1 The technical requirements regarding the platform are rather clear. Is transport of dangerous goods like contaminated blood or other also part of what should be transported or is that only regular parcels and documents?
A: No, the transport of dangerous and prohibited goods is not provided for within the scope of the pilot. The items to be transported are postal parcels and documents.
- 2 Given the financial constraints given in 3.4, it is rather complex to fulfil the requirements of the tender within this budgetary ceiling? Do you favour offers that are partial and remain within this budget or can the budget be exceeded?
A: We will favour offers that cover all of the requirements within the budget. The bidder may make an offer that partially covers the requirements but remains within the budget indicated. Such an offer will be duly considered in light of the other competitive offers received.
- 3 Do you have any examples/templates of the required documents listed in 3?
A: No, we do not have any templates. You may choose the format of the submission, as long as the areas listed in section 3 are covered.
- 4 Platform certification (Annex 1, §3.1): Our aircraft is progressing through an operation-specific, SORA-based airworthiness and operational authorization process with the civil aviation authority of an ICAO member state. Given that the Maldives applies an EASA-modelled regulatory framework, would a) evidence of this active certification programme at tender submission, combined with b) an operation-specific authorization from the Maldives CAA obtained during the pre-pilot phase on the basis of a SORA safety case and an in-country flight-test campaign, satisfy the platform certification requirement? May bidders respond “covered with limitations” on this basis?
A: You may respond to the tender, clearly noting these limitations, provided you indicate an estimated certification date to help the UPU assess the likelihood of obtaining the required CAA authorization within the project time frame. The ultimate acknowledgement of the certification requirement and whether the submitted evidence meets the platform certification requirements rests entirely with Maldives’ CAA. The selected bidder will be required to comply with those requirements.
- 5 Cargo volume (Annex 1, §3.1): Please confirm whether the 0.25 m³ minimum cargo volume must be available on a single sortie, or whether it may be satisfied in aggregate across the sorties constituting one flight (one flight being defined as all post offices covered).
A: That is the requirement for an individual sortie.
- 6 Flight definition (Annex 1, §4.2): Please confirm that one flight (all post offices covered) may be executed as a series of individual hub-and-spoke round trips from Kulhudhuffushi within the same operating day, with battery changes/refuelling performed at the hub between sorties.
A: Yes, the route is envisaged as a hub-and-spoke model, as shown in figure 1 of Annex 1.
- 7 Landing zones (Annex 1, §4.4): Several post office landing areas are as small as 7 m × 6 m. Where a site’s dimensions are insufficient for a given platform, may the vendor propose alternative or vendor-prepared landing sites on the same island in coordination with Maldives Post?
A: Yes, the vendor may work with Maldives Post to identify more suitable landing sites, where possible.
- 8 Detect and avoid (Annex 1, §3.1): Please confirm that an ADS-B In/Out-based detect-and-avoid capability, combined with satellite-linked live tracking and pre-coordinated over-water corridors, satisfies the detect-and-avoid requirement.
A: Yes, the combination of these safety features is sufficient, but the final decision rests with the CAA.

- 9 Fuel supply (hybrid platforms): For hybrid-propulsion platforms, please confirm the availability of suitable fuel (e.g. gasoline) at or near Kulhudhuffushi, and whether on-site fuel storage at the distribution hub is permissible subject to local safety regulations.
- A: Yes, fuel is available. On-site fuel storage is not envisaged. The vendor may, however, discuss the feasibility of this with Maldives Post.
- 10 Non-discrimination certification (§2.10, Privileges and immunities): The Bidder's proposed subcontractor for UAS platform provision and flight operations is incorporated in the United States and is therefore subject to US export control and sanctions laws of general application. Please confirm that the certification regarding non-discriminatory provision of services to all UPU member countries may be given subject to, and qualified by, the applicable laws of the countries of incorporation of the Bidder and its subcontractors, and that such a qualification will not render the tender non-compliant.
- A: Vendors and/or their subcontractors may be subject to certain export restrictions. Such restrictions are not, however, applicable to the UPU due to its specific status as an intergovernmental organization and specialized agency of the United Nations. Accordingly, bidders shall confirm that any such restrictions would not prevent them from fully providing the services described in the call for tenders. As such, the call for tenders requires bidders to certify their legal and operational willingness and ability to provide the required services on a non-discriminatory basis, consistent with section 2.10. Any reference by bidders to the laws applicable to them shall be without prejudice to the UPU's privileges and immunities as well as the due completion of the services concerned. In any event, the UPU reserves the right to consider the extent to which such restrictions may affect the feasibility of the project when proceeding to the assessment of bids.
- 11 UPU General Terms and Conditions (§3.8) — intellectual property and data ownership: Please provide the UPU General Terms and Conditions applicable to the resulting contract. Please also confirm the intended ownership and licensing treatment of a) the Vendor's pre-existing technology and background intellectual property, and b) aircraft telemetry, maintenance and engineering data generated by the Vendor's systems during the pilot, as distinct from the operational and postal performance data, logs and reports deliverable to the UPU under the reporting requirements.
- A: The UPU General Terms and Conditions (GTCs) for the provision of services may be found at the following link, with particular reference to article 9 in what pertains to intellectual property rights www.upu.int/UPU/media/upu/TPC_CAA/Reference%20Documents/generalTermsServicesCallForTendersEn.pdf. In accordance with article 9.2 of the GTCs, the contractor shall retain the intellectual property rights that pre-existed the performance by the contractor of its obligations under the contract. In such cases, the contractor grants the UPU a perpetual licence to use such intellectual property or other proprietary rights solely for the purposes of, and in accordance with, the requirements of the contract. Under 9.1 of the GTCs, the UPU shall be entitled to all intellectual property and other proprietary rights with regard to products, processes, inventions, ideas, know-how, or documents and other materials which the contractor has developed for the UPU under the contract and which bear a direct relation to or are produced or prepared or collected in consequence of, or during the course of, the performance of the contract and its deliverables. To the extent that telemetry, maintenance or engineering data forms part of the contractual deliverables or is generated specifically in performance of the contract, the rights in respect of such data will be determined in accordance with articles 9.1 and 9.2 of the GTCs.

RFP 2026 010 DOP – Fiji

- 1 Platform certification (Annex 1, §3.1/§5): Our aircraft is progressing through an operation-specific, SORA-based airworthiness and operational authorization process with the civil aviation authority of an ICAO member state, with authorization anticipated during the pre-pilot phase of this project. Would a) evidence of this active certification programme at tender submission, combined with b) an operation-specific authorization from CAAF obtained during the pre-pilot phase on the basis of a SORA safety case and an in-country flight-test campaign, satisfy the platform certification requirement? May bidders respond to this requirement as "covered with limitations" on this basis?
- A: You may respond to the tender, clearly noting these limitations, provided you indicate an estimated certification date to help the UPU assess the likelihood of obtaining the required CAA authorization

within the project time frame. The ultimate acknowledgement of the certification requirement and whether the submitted evidence meets the platform certification requirements rests entirely with Fiji's CAA. The selected bidder will be required to comply with those requirements.

- 2 Operator certification (Annex 1, §5): Does an RPAS operator certificate or operational authorization issued under a SORA-based framework by an ICAO member state's CAA satisfy the requirement for the pilot/operator to be "certified by an ICAO member state"?

A: The RPAS operator certificate constitutes organizational-level certification and should satisfy the requirement for the pilot/operator to be certified by an ICAO member country. The operational authorization, however, represents approval for a specific operation or type of operation only, and therefore does not, in itself, meet the certification requirements as explicitly stated by Fiji's CAA. As such, the ultimate acknowledgement of the pilot's certification requirements lies fully with Fiji's CAA, and the selected bidder will be required to comply with those requirements. However, you may respond to the tender, clearly noting these limitations.

- 3 Emergency recovery (Annex 1, §3.1): The safety systems requirement lists a "ballistic or emergency recovery solution, such as parachute or equivalent." Please confirm that a fully redundant powered-lift (VTOL) system, independent of the cruise propulsion system and providing controlled vertical emergency landing capability, qualifies as an equivalent emergency recovery solution.

A: A fully redundant powered-lift (VTOL) system is not automatically considered equivalent to a ballistic or emergency recovery system, such as a parachute. Bidders proposing this approach must provide sufficient evidence demonstrating that the system provides an equivalent level of safety by mitigating the failure modes that a ballistic or emergency recovery solution is intended to address. The acceptability of any alternative solution will be assessed by the CAA on a case-by-case basis and remains subject to its approval.

While the inclusion of a parachute or other ballistic recovery system may increase the likelihood of regulatory acceptance, its absence does not automatically exclude a platform from consideration, provided the bidder can demonstrate equivalent safety performance through appropriate evidence.

- 4 Tracking and ADS-B (Annex 1, §3.1): The specification requires live tracking (Spidertracks or equivalent) and notes ADS-B is undesirable. Please clarify whether this concerns the tracking function only, or whether ADS-B carriage as such is discouraged. Specifically, is ADS-B In/Out acceptable for detect-and-avoid purposes provided a separate satellite-based live tracking solution meets the tracking requirement?

A: Proposing the ADS-B In/Out system and (separately) an independent satellite-based live tracking system for the tracking requirements is sufficient.

- 5 Flight definition (Annex 1, §4.2): One flight is defined as a full loop. May the loop be executed as a series of hub-and-spoke sorties from the Suva GPO within the same operating window, provided all five post offices are served? Alternatively, please confirm that battery changes performed by Post Fiji staff at intermediate post offices, as provided for in §4.1, may occur at up to two intermediate stops per loop.

A: The flight is envisaged as a loop, and two intermediate stops per loop may occur. In agreement with the UPU, Post Fiji and all relevant authorities, an alternative route, such as a hub-and-spoke model, may be considered.

- 6 Cargo volume (Annex 1, §3.1): Please confirm whether the 0.1 m³ minimum cargo volume applies per individual flight leg, or in aggregate across the loop/sorties constituting one flight.

A: The volume applies across the entire loop.

- 7 Non-discrimination certification (§2.10, Privileges and immunities): The Bidder's proposed subcontractor for UAS platform provision and flight operations is incorporated in the United States and is therefore subject to US export control and sanctions laws of general application. Please confirm that the certification regarding non-discriminatory provision of services to all UPU member countries may be given subject to, and qualified by, the applicable laws of the countries of incorporation of the Bidder and its sub-

contractors, and that such a qualification will not render the tender non-compliant. Procharter holds this certification.

- A: Vendors and/or their subcontractors may be subject to certain export restrictions. Such restrictions are not, however, applicable to the UPU due to its specific status as an intergovernmental organization and specialized agency of the United Nations. Accordingly, bidders shall confirm that any such restrictions would not prevent them from fully providing the services described in the call for tenders. As such, the call for tenders requires bidders to certify their legal and operational willingness and ability to provide the required services on a non-discriminatory basis, consistent with section 2.10. Any reference by bidders to the laws applicable to them shall be without prejudice to the UPU's privileges and immunities as well as the due completion of the services concerned. In any event, the UPU reserves the right to consider the extent to which such restrictions may affect the feasibility of the project when proceeding to the assessment of bids.
- 8 UPU General Terms and Conditions (§3.8) — intellectual property and data ownership: Please provide the UPU General Terms and Conditions applicable to the resulting contract. Please also confirm the intended ownership and licensing treatment of a) the Vendor's pre-existing technology and background intellectual property, and b) aircraft telemetry, maintenance and engineering data generated by the Vendor's systems during the pilot, as distinct from the operational and postal performance data, logs and reports deliverable to the UPU under the reporting requirements.
- A: The UPU General Terms and Conditions (GTCs) for the provision of services may be found at the following link, with particular reference to article 9 in what pertains to intellectual property rights www.upu.int/UPU/media/upu/TPC_CAA/Reference%20Documents/generalTermsServicesCallForTendersEn.pdf. In accordance with article 9.2 of the GTCs, the contractor shall retain the intellectual property rights that pre-existed the performance by the contractor of its obligations under the contract. In such cases, the contractor grants the UPU a perpetual licence to use such intellectual property or other proprietary rights solely for the purposes of, and in accordance with, the requirements of the contract. Under article 9.1 of the GTCs, the UPU shall be entitled to all intellectual property and other proprietary rights with regard to products, processes, inventions, ideas, know-how, or documents and other materials which the contractor has developed for the UPU under the contract and which bear a direct relation to or are produced or prepared or collected in consequence of, or during the course of, the performance of the contract. To the extent that telemetry, maintenance or engineering data forms part of the contractual deliverables or is generated specifically in performance of the contract, the rights in respect of such data will be determined in accordance with articles 9.1 and 9.2 of the GTCs.

RFP 2026 012 DOP – Bhutan

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RFP 2026 013 DOP – Mongolia

- 1 Joint venture requirement (Annex 1, §5.2 and footnote 6): The annex describes the Mongolian joint-venture requirement for drone-related activities as “a guideline and good practice.” For a pilot project of limited duration (approximately 12 months of in-country activity within a 16-month contract), please confirm: a) whether formation of a formal joint-venture entity is a condition of tender eligibility or of operations; and b) whether a contractual partnership or approved subcontract with a licensed Mongolian entity satisfies the MCAA's expectations for this pilot project.
- A: The ultimate acknowledgement of the joint venture requirements lies fully with Mongolia's CAA, and the selected bidder will be required to comply with those requirements. Forming a partnership with a Mongolian company is a prerequisite for the launch of operations. Bidders should provide a plan describing how they intend to establish this partnership and undertake preparatory steps at the tender stage. They are not required to have a partnership already in place, given the time this typically requires. They must, however, demonstrate that the partnership will be in place by the time operations begin.

A contractual partnership arrangement should satisfy the CAA's expectations, whether structured as the bidder being subcontracted by the Mongolian company, or the Mongolian company acting as a

subcontractor/drone operator. However, bidders are advised to seek independent legal advice regarding the specific structuring and terms of such an arrangement. You may, however, respond to the tender, clearly noting your solution in this regard.

- 2 Scenario scope (Annexes 1 and 2): The call includes two service-requirement annexes (Tuv/Bulgan provinces; Ulaanbaatar urban). Please confirm whether bidders may submit a tender for one scenario only, and whether the scenarios will be evaluated and awarded independently.

A: We aim to engage one provider to cover both scenarios. The scenarios will therefore be evaluated as a package. However, you may respond to the tender, clearly noting your offer.

- 3 Emergency recovery (Annex 1, §3.1): The safety systems requirement lists a parachute recovery system. Would a fully redundant powered-lift (VTOL) system, independent of the cruise propulsion system and providing controlled vertical emergency landing capability, be accepted as an equivalent means of compliance?

A: A fully redundant powered-lift (VTOL) system is not automatically considered equivalent to a ballistic or emergency recovery system, such as a parachute. Bidders proposing this approach must provide sufficient evidence demonstrating that the system delivers an equivalent level of safety by mitigating the failure modes that a ballistic or emergency recovery solution is intended to address. The acceptability of any alternative solution will be assessed by the CAA on a case-by-case basis and remains subject to its approval.

While the inclusion of a parachute or other ballistic recovery system may increase the likelihood of regulatory acceptance, its absence does not automatically exclude a platform from consideration, provided the bidder can demonstrate equivalent safety performance through appropriate evidence.

- 4 Operating window (Annex 1, §4.2): The Vendor must be prepared to execute from February to September. Please confirm whether the two-month pilot execution phase may be scheduled within the warmer portion of this window (e.g. May–September), subject to agreement with Mongol Post and the MCAA.

A: Yes, in agreement with the UPU, Mongol Post and all relevant authorities, this can be accommodated.

- 5 Battery changes on the provincial loop (Annex 1, §4.1/§4.4): Please confirm that spare batteries may be staged and charged at soum post offices using the available 220 V/10 A supply between weekly loops, with changes performed by trained Mongol Post staff, and that this is acceptable at multiple intermediate stops per loop.

A: Yes, this can be accommodated at selected stops and is envisaged under the proposed pilot.

- 6 Coordinate confirmation (Annex 1, Table 1): The main sorting centre is listed at latitude 49.90405842, which lies approximately 220 km north of Ulaanbaatar and of the post office cluster. Please confirm whether the intended latitude is 47.90405842.

A: The correct coordinates for the main sorting centre are 47.90405842 and 106.8741938.

- 7 Certification basis (Annex 1, §5.1): Please confirm that no prior type certificate or foreign airworthiness certificate is required at tender submission, and that operations will be authorized on the basis of an operation-specific safety case under MCAA Parts 101/102.

A: No certificate is required at the submission of the tender.

- 8 Non-discrimination certification (§2.10, Privileges and immunities): The Bidder's proposed subcontractor for UAS platform provision and flight operations is incorporated in the United States and is therefore subject to US export control and sanctions laws of general application. Please confirm that the certification regarding non-discriminatory provision of services to all UPU member countries may be given subject to, and qualified by, the applicable laws of the countries of incorporation of the Bidder and its subcontractors, and that such a qualification will not render the tender non-compliant.

- A: Vendors and/or their subcontractors may be subject to certain export restrictions. Such restrictions are not, however, applicable to the UPU due to its specific status as an intergovernmental organization and specialized agency of the United Nations. Accordingly, bidders shall confirm that any such restrictions would not prevent them from fully providing the services described in the call for tenders. As such, the call for tenders requires bidders to certify their legal and operational willingness and ability to provide the required services on a non-discriminatory basis, consistent with section 2.10. Any reference by bidders to the laws applicable to them shall be without prejudice to the UPU's privileges and immunities as well as the due completion of the services concerned. In any event, the UPU reserves the right to consider the extent to which such restrictions may affect the feasibility of the project when proceeding to the assessment of bids.
- 9 UPU General Terms and Conditions (§3.8) — intellectual property and data ownership: Please provide the UPU General Terms and Conditions applicable to the resulting contract. Please also confirm the intended ownership and licensing treatment of a) the Vendor's pre-existing technology and background intellectual property, and b) aircraft telemetry, maintenance and engineering data generated by the Vendor's systems during the pilot, as distinct from the operational and postal performance data, logs and reports deliverable to the UPU under the reporting requirements.
- A: The UPU General Terms and Conditions (GTCs) for the provision of services may be found at the following link, with particular reference to article 9 in what pertains to intellectual property rights www.upu.int/UPU/media/upu/TPC_CAA/Reference%20Documents/generalTermsServicesCallForTendersEn.pdf. In accordance with article 9.2 of the GTCs, the contractor shall retain the intellectual property rights that pre-existed the performance by the contractor of its obligations under the contract. In such cases, the contractor grants the UPU a perpetual licence to use such intellectual property or other proprietary rights solely for the purposes of, and in accordance with, the requirements of the contract. Under 9.1 of the GTCs, the UPU shall be entitled to all intellectual property and other proprietary rights with regard to products, processes, inventions, ideas, know-how, or documents and other materials which the contractor has developed for the UPU under the contract and which bear a direct relation to or are produced or prepared or collected in consequence of, or during the course of, the performance of the contract. To the extent that telemetry, maintenance or engineering data forms part of the contractual deliverables or is generated specifically in performance of the contract, the rights in respect of such data will be determined in accordance with articles 9.1 and 9.2 of the GTCs.
- 10 In Annex 1 to RFP-2026-013 (Mongolia), the coordinates given for the main sorting centre in Ulaanbaatar (49.90406, 106.87419) appear to place it roughly 220 km north of the city. Could you confirm the intended location of the hub?
- A: The correct coordinates for the main sorting centre are 47.90405842 and 106.8741938.
- 11 Our company holds the relevant operational license(s) for UAS/drone activities, and we have in-house, licensed staff who meet the technical and regulatory requirements described in Section 4.2. Could you please clarify whether our own licensed employees may be counted as the "individual consultants" referred to in Section 4.3, or whether the requirement obliges Bidders to engage consultants external to their own organization?
- A: In this case, these are your individual consultants and you should provide their CVs with the bid documentation. You do not have any obligation to engage consultants external to your company.
- 12 Clarification request in accordance with Section 2.16, regarding the drone technical specifications set out in Annex 2:
- 12.1 Are the minimum 6 kg payload and 25 kg MTOW figures mandatory fixed specifications, or indicative/target values?
- A: A 25 kg MTOW limit for operations in Ulaanbaatar is mandatory. Drones exceeding this weight are not permitted to fly within the city. The 6 kg payload figure, however, is indicative only. If a proposed drone with a lower payload capacity is able to meet all the specified target values, this will be acceptable.

12.2 Is there flexibility for Bidders to propose an alternative combination (e.g., a reduced payload target more consistent with a 25 kg MTOW class), provided the underlying delivery objectives (route distance, volume, frequency) in Annex 2 are still met?

A: Yes, the reduced payload is acceptable, provided the parcel delivery target volume is met.

12.3 Could you clarify the operational rationale behind these specific figures?

A: 25 kg MTOW is the maximum weight at which a drone can operate within Ulaanbaatar. 6 kg is the indicative payload requirement based on the expected volume of parcels delivered. However, if a bidder proposes a reduced payload capacity, accompanied by a rational plan to deliver the same overall volume through increased delivery frequency, this will also be acceptable.

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