

International Competitive Tender for Container Telematics Hardware, Sensors, and Supporting Services

Purchaser: Conteu — conteu.io

Official Tender Contact: info@conteu.io

RFP Reference: CONTEU-RFP-2026-CTM (*Provisional*)

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Document Status: Publication-Ready Tender Notice & Legal Framework

1. Invitation to Bid (ITB)

Conteu (hereinafter referred to as “the Purchaser”) hereby issues this Request for Proposals (RFP) for the procurement of production-ready container telematics hardware, sensors, global connectivity, and cloud integration services. The equipment is intended for permanent, unattended installation on five distinct container types: **Dry, Reefer, Tank, Hazardous Cargo, and Sensitive Cargo** containers.

This competitive tender is open to qualified Manufacturers/OEMs, Authorised Distributors/Resellers, and Technology Integrators. The procurement process will be conducted in international commercial English, adhering to standard commercial procurement practices.

Key Tender Parameters:

- **Tender Dossier Fee:** A non-refundable fee of **1000 USDT** is required to obtain the complete, unredacted RFP Dossier and API schemas. Payment is accepted exclusively via **TRC-20, BEP-20, or ERC-20** networks.
 - **Sample Units:** Bidders must submit **one working, free-of-charge, non-refundable, production-representative sample unit** of each proposed equipment configuration to the Conteu corporate office in London, UK, on a **DDP (Incoterms® 2020)** basis.
 - **Bid Security:** **No bank bid security, tender bond, or bid guarantee is required.** All costs associated with tender preparation and sample delivery are borne solely by the bidder.
 - **Submission Deadline:** Mid-September 2026. The planning deadline is set for **16 September 2026 at 17:00 Europe/London (BST)**, subject to final written confirmation.
 - **Official Correspondence:** All queries, fee verifications, and electronic proposals must be submitted to the official email: info@conteu.io.
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2. Scope of Supply & Services

The successful bidder shall supply a complete, integrated telematics solution. The scope of supply covers hardware, embedded firmware, mounting accessories, global cellular connectivity, device management APIs, and lifecycle technical support.

Deployment Categories & Capability Matrix:

The telematics equipment must be adapted to the specific operational environments of the following five container categories:

Sensor/Telematics Capability	Dry	Reefer	Tank	Hazardous	Sensitive Cargo
GNSS (GPS/Galileo/GLONASS/BeiDou)	M	M	M	M	M
Global Cellular eSIM (LTE-M/NB-IoT)	M	M	M	M	M
Temperature	P	M	P	P	M
Humidity	P	P	P	P	M
3-Axis Shock & Vibration	M	M	M	M	M
Tilt & Orientation	M	M	M	M	M
Door Open & Tamper Detection	M	M	M	M	M
Light Intrusion Detection	M	M	P	P	M
Pressure Sensing	BD	BD	M (Note 1)	P/M (Note 2)	P
VOC/Gas Detection	BD	BD	P/M (Note 2)	M (Note 2)	P/M (Note 3)
Reefer Controller Interface (Modbus/CAN)	N/A	M	N/A	N/A	N/A
Intrinsically Safe Certification (ATEX/IECEX)	N/A	N/A	M (Note 2)	M	M (Note 2)
Autonomous Power (Battery/Solar)	M	M	M	M	M

*Legend: **M** = Mandatory; **P** = Preferred; **BD** = Bidder-Declared.

Note 1: Mandatory where required by the specific tank design/cargo safety case.

Note 2: Subject to hazardous-area classification (Zone 0/1/2) and cargo safety profile.

Note 3: Subject to specific sensitive cargo profile requirements.*

3. Technical Specifications

Proposed equipment must meet or exceed the following performance and design thresholds:

3.1 Core Telematics, GNSS, & Cellular Connectivity

- **GNSS Positioning:** Multi-constellation receiver (GPS, Galileo, GLONASS, BeiDou). Open-sky horizontal accuracy must not be worse than 10 meters at the 95th percentile. Acquisition times must be ≤ 60 s for cold start and ≤ 5 s for reacquisition.
- **Cellular Network:** Global multi-band LTE Cat-M1 (eMTC) and/or NB-IoT with 2G fallback where legally and network supported. LTE Cat-1 bis proposals are acceptable with technical justification.
- **eSIM / eUICC:** Integrated, soldered eSIM/eUICC supporting remote profile management and multi-operator global roaming. Physical SIM slot designs are not accepted.
- **Resilience:** Automatic network selection/retry, queueing, and store-and-forward capability supporting a minimum of 30 days of standard telemetry and event logs during coverage blackouts.
- **Antennas:** Internal high-efficiency antennas for cellular and GNSS, with option for external rugged antennas where required.

3.2 Sensor Profiles & Measurable Indicators

- **Temperature (Reefer & Sensitive Cargo):** Minimum range -30°C to $+70^{\circ}\text{C}$. Target accuracy of $\pm 0.5^{\circ}\text{C}$ over 0°C to 50°C , and $\pm 1.0^{\circ}\text{C}$ over the full range. Resolution $\leq 0.1^{\circ}\text{C}$. Factory-calibrated with traceable certification.
- **Humidity (Sensitive Cargo):** 0–100% RH non-condensing. Target accuracy of $\pm 3\%$ RH over 20–80% RH. Resolution $\leq 1\%$ RH. Temperature-compensated.
- **Shock & Vibration:** 3-axis accelerometer. Configurable measurement range from 1 g to 16 g. Capture of peak vector, axis direction, event timestamp, and pre/post-trigger event windows.
- **Tilt/Orientation:** 3-axis tilt measurement. Range 1° to 45° , resolution $\leq 1^{\circ}$. Reports orientation relative to the container's physical longitudinal/transverse axes.
- **Tamper & Door Detection:** Door transitions (open/closed) detected via Hall effect, magnetic reed, or optical sensors. Enclosure tamper detection for removal or housing breach. Light intrusion detection with configurable lux thresholds.
- **Pressure:** Gauge, absolute, or differential pressure sensing (primarily for tank containers). Materials in contact with cargo must be verified for chemical compatibility.
- **VOC/Gas Detection:** Sensing of specific gas species as defined by cargo profiles. Bidders must state cross-sensitivities, recovery times, and drift characteristics. *General VOC sensors are not to be represented as life-safety indicators.*
- **Reefer Modbus/CAN Interface:** Non-interfering, electrically isolated, read-only physical interface (RS-485 Modbus RTU/TCP or CAN) compatible with major refrigeration controller makes (Carrier, Thermoking, Daikin, Star Cool). Data collection includes temperature setpoints, supply/return air, compressor/fan states, and controller diagnostic codes.

3.3 Power, Mechanical, & Environmental

- **Autonomous Power:** Internal battery with nominal capacity sufficient for a minimum of 12 months of operation under a 15-minute standard reporting profile. High-efficiency solar panels with integrated smart charge controllers are preferred for dry and tank assets.
- **Ingress Protection:** Minimum IP67 for all exposed electronics; IP69K is required for components subject to high-pressure hot water washdowns (such as reefers and tanks).
- **Hazardous Area Certification:** For tank and hazardous cargo applications, all components (gateway, sensors, batteries, wiring) must carry active **ATEX (Directive 2014/34/EU)**, **UKEX (UKSI 2016/1107)**, and/or **IECEX** certifications for Zone 0 or Zone 1 installations. IP rating alone is not evidence of explosive-atmosphere suitability.

3.4 Data & Security Architecture

- **Data API:** Documented REST/JSON and/or MQTT API over secure HTTPS/TLS. Secure data export in machine-readable formats (JSON/CSV).
 - **Firmware Updates:** Over-The-Air (OTA) firmware updates, cryptographically signed, with secure rollback capability.
 - **Cybersecurity:** Unique device credentials (no default passwords), Role-Based Access Control (RBAC), and multi-factor authentication (MFA) for administrative platforms.
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4. Eligibility & Minimum Qualification Criteria

Bidders must submit documented evidence to satisfy the following pass/fail criteria. Failure to satisfy any mandatory **(M)** requirement will result in the immediate disqualification of the proposal.

- **Q-01 Corporate Standing (M):** Certificate of Incorporation, registered address, and active tax registration.
- **Q-02 Bidding Authority (M):** Signatory authority evidence, Board resolutions, and Manufacturer's Authorisation Letters (where the bidder is a distributor or integrator).
- **Q-03 Sanctions & Compliance Screening (M):** Completed beneficial ownership disclosure to natural-person level. Bidders, manufacturers, and paying agents must not be subject to UK, UN, EU, or US sanctions.
- **Q-04 Experience & References (M):** Minimum of three verifiable references for similar deployments of container telematics within the past three years.
- **Q-05 Quality Management (M):** Valid ISO 9001 certification (or equivalent quality control system) covering manufacturing and support facilities.
- **Q-06 Conformity Evidence (M):** Technical compliance dossier including UK Declarations of Conformity, EU Declarations of Conformity (Radio Equipment Directive 2014/53/EU), RoHS declarations, and REACH SVHC statements.
- **Q-07 Dangerous Goods Transportation Compliance (M):** UN 38.3 Test Summary for all lithium battery packs to verify compliance with dangerous goods air/sea transport regulations.

- **Q-08 Financial Capacity (M):** Audited financial statements for the past two fiscal years demonstrating solvency and adequate working capital.
 - **Q-09 Insurance (M):** Valid certificates for Product Liability, Cyber Liability/Data Breach, and Professional Indemnity insurance.
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5. Tender Dossier Purchase Process (1000 USDT)

Bidders must purchase the complete Tender Dossier, which contains detailed API schemas, mechanical drawings, and draft contracts, for a non-refundable fee of **1000 USDT**.

5.1 Payment Instructions

1. **Supported Networks:** Payments are accepted only in USDT via TRC-20, BEP-20, or ERC-20 networks.
2. **Wallet Address Request:** Bidders must email info@conteu.io to receive the official, dedicated wallet address. *Do not send funds to any address received via unofficial communication channels.*
3. **Payment Verification:** The bidder must email info@conteu.io with the subject: RFP Dossier Fee - [Bidder Legal Name] - [Network Name]. The email must include:
 - Legal company name, address, and VAT registration number.
 - Transaction hash (TXID).
 - Sending wallet address.
 - Exact timestamp and network block confirmation.
4. **Dossier Release:** Upon independent blockchain verification and compliance/sanctions screening of the sending address, Conteu will issue the encrypted Tender Dossier.

Note: The fee is fixed at 1000 USDT. All gas fees, conversion costs, and network charges must be paid by the bidder. Shortfalls will result in the withholding of the dossier.

6. Proposal Submission & Sample Delivery Guidelines

6.1 Electronic Proposal Submission

- **Channel:** Proposals must be sent via email to info@conteu.io.
- **File Format:** Submissions must consist of searchable, macro-free PDF and XLSX documents enclosed in an AES-256 encrypted archive (.7z or .zip).
- **Decryption Key:** The decryption password must be sent in a separate, follow-up email.
- **Naming Convention:** All files must follow the strict pattern:

6.2 Physical Sample Delivery

Bidders must deliver one representative working sample of each proposed category configuration to the corporate office in London, UK.

- **Incoterms:** Strictly **DDP (Incoterms® 2020) London, UK**. The bidder acts as exporter and importer of record, and is responsible for UK customs clearance, duties, import VAT, and courier fees.
- **Battery Shipping:** Shipments must fully comply with IATA/ICAO dangerous goods regulations for lithium batteries. The UN 38.3 test summary and safety data sheets (SDS) must be enclosed.
- **Labelling:** Packages must be marked:

CONTEU INTERNATIONAL RFP - EVALUATION SAMPLE - FREE OF CHARGE - NOT FOR RESALE

- **Tracking:** Bidders must email courier tracking numbers, packing lists, and customs declarations to info@conteu.io upon dispatch.

7. Evaluation Criteria & Scoring

Evaluation will follow a two-stage process. Only bids passing the administrative and mandatory qualification gates (Pass/Fail) will proceed to weighted scoring.

7.1 Weighted Evaluation (70% Technical / 30% Financial)

Overall Score = Technical Score (Max 70) + Financial Score (Max 30)

A. Technical Evaluation (Maximum 70 Points):

1. **Technical Matrix Compliance (15 Points):** Completeness, alignment with specifications, and clarity of the compliance schedule.
2. **Laboratory & Sample Testing (25 Points):** Empirically verified sensor accuracy, cellular antenna efficiency, event latency, and power consumption during testing of the submitted physical sample.
3. **Architecture & Interoperability (8 Points):** Platform robustness, API completeness, ease of integration, and reefer interface fail-safes.
4. **Cybersecurity & Regulatory Compliance (8 Points):** Strength of device identity management, secure OTA updates, and validity of ATEX/UKEX/IECEx certifications.
5. **Implementation & Support SLA (7 Points):** Installation guides, calibration plans, response times, and field training schedules.

6. **Lifecycle Value (7 Points):** Hardware durability, battery chemistry, warranty terms, and spare parts availability.

A minimum score of 42 out of 70 is required on the technical evaluation to progress to the financial evaluation.

B. Financial Evaluation (Maximum 30 Points):

Financial scoring will be based on the Evaluated Lifecycle Cost (ELC) over a projected 36-month operational cycle, including hardware acquisition, connectivity subscriptions, installation, and platform API licensing.

$$\text{Financial Points} = (\text{Lowest Compliant ELC} / \text{Evaluated Bidder's ELC}) * 30$$

8. Indicative Timeline

All dates are provisional and subject to change by official addenda:

- **24 August 2026:** Publication of Tender Notice & Opening of Dossier Purchase Window.
 - **31 August 2026 (17:00 BST):** Deadline for Dossier Fee Payment & Request.
 - **4 September 2026 (17:00 BST):** Deadline for Submission of Clarification Questions.
 - **4 September 2026:** Target Dispatch Date for Sample Units.
 - **8 September 2026:** Consolidated Clarification Responses Issued.
 - **15 September 2026 (17:00 BST):** Deadline for Physical Sample Delivery (DDP London).
 - **16 September 2026 (17:00 BST): Proposal Submission Deadline.**
 - **28 September – 9 October 2026:** Laboratory Testing of Sample Units.
 - **15 – 16 October 2026:** Moderation, Financial Evaluation, and Award Recommendation.
 - **30 October 2026:** Target Date for Contract Signature.
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9. Regulatory & Legal References

Bidders must ensure all proposed configurations comply with the relevant national and international frameworks:

- **UK Radio Equipment:** [Placing radio equipment on the GB market \(Radio Equipment Regulations 2017\)](#)
- **EU Radio Conformity:** [Radio Equipment Directive \(RED\) 2014/53/EU](#)
- **Cybersecurity standards:** [EU Cyber Resilience Act \(Regulation \(EU\) 2024/2847\)](#) & [UK NCSC Device Security Principles](#)
- **Hazardous Area Certification:** [EU ATEX Product Directive 2014/34/EU](#) & [UK Equipment for Explosive Atmospheres 2016](#)

- **Dangerous Goods & Battery Shipping:** [UN Manual of Tests and Criteria \(Section 38.3\)](#) & [IATA Dangerous Goods Regulations \(DGR\)](#)
 - **Import Procedures:** [UK Government Import Guidance](#) & [ICC Incoterms® 2020](#)
 - **Data Protection:** [UK GDPR \(Data Protection Act 2018\)](#) & [EU GDPR Regulation \(EU\) 2016/679](#)
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10. Key Takeaways

1. **Complete Ingress and Safety Protection:** All sensors and telematics enclosures must carry a minimum of IP67 ingress protection, with IP69K required for reefers and tanks. Tank and hazardous cargo containers require formal ATEX/IECEX Zone 0/1 certifications.
 2. **No Bid Bonds, But Physical Samples Required:** While no bank bid security is required, bidders must send one working, DDP London, non-refundable sample unit for lab testing.
 3. **Strict 500 USDT Dossier Fee:** Unredacted technical documentation and schemas will only be issued upon verified receipt of 500 USDT via the specified cryptocurrency networks (TRC-20, BEP-20, or ERC-20).
 4. **70/30 Scoring Balance:** Scoring is heavily weighted towards technical performance (70%), including physical laboratory validation, ensuring high hardware quality, connectivity resilience, and cybersecurity.
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Official Notice Issued by:

Conteu Procurement Directorate

Official Communication: info@conteu.io

Website: conteu.io