

**Memorandum of Information Tender Document 'Client offshore representatives various Wind Farm Zone (Geophysical and Geotechnical Investigations)' reference 202206068**

Date of publication September 21, 2022

In this Memorandum of Information, the department inviting tenders provides answers to the questions asked and remarks posted in the context of the above-mentioned Tender Document. This Memorandum of Information forms an integral part of the Tender Document.

| Ref. nr. | Subject                                                                                       | Question                                                                                                                                                                                                                                    | Answer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|----------|-----------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1.       | Annex 2: References                                                                           | This document seems to apply to a different tender (European tender Supply of metocean data at three Dutch Offshore Windfarm Zones Investigation Area). Can RVO supply the correct document please.                                         | The reference to "metocean data" is incorrect. The correct document is uploaded.                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 2.       | Annex 4: rates                                                                                | Is this spreadsheet functioning correct ?<br>And is this spreadsheet the same for Lot 1 and Lot 2 ?                                                                                                                                         | Yes, the spreadsheet is functioning correct.<br><br>The spreadsheet can be used for both Lot 1 and Lot 2; please use separate tabs if you apply for both lots (and indicate clearly which lot each sheet refers to).                                                                                                                                                                                                                                                                                                                                  |
| 3.       | Annex 8a, SoW Lot 1 (Geophysical Survey)                                                      | Why differ between a "back-up OCR" and a "main OCR" ? As multiple OCRs are necessary for allowing rotation / crew changes, and thus all could be considered "main OCRs" (with reference to Lot 2 where there are only main OCRs required) ? | The main OCRs are considered the expected number of OCRs to execute the works. The actual number of the OCRs required will depend on the number of vessels the GP contractor will utilize.<br>It is expected that the majority of the OCRs will be supplied from the main pool. Due to the nature of the works it is expected that sometimes the main experts will become unavailable, hence the backup will be required.<br>There is a difference in the number of required OCRs between lot 1 and lot 2, therefore different approaches are chosen. |
| 4.       | Annex 8a, SoW Lot 1 (Geophysical Survey), 2.4 Requirements to Offshore Client Representatives | Would experience in similar roles in Oil & Gas projects also be acceptable ? (as geophysical soil investigations are the same for Oil & Gas as for Wind)                                                                                    | Experience in Oil & Gas is also acceptable but the experience in offshore wind (foundations) is preferred. There are differences in Geophysical surveys between Offshore wind and Oil & Gas. Differences are for example the resolution and depth of interest required for UHRS or other shallow data.                                                                                                                                                                                                                                                |

|    |                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                             |
|----|-------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 5. | 'Tender document '3.2.1 | "have a working permit (the right to work in the investigation area of Nederwiek) valid for the duration of the contract" How can this working permit be obtained and why is it only applicable for the geophysical survey (i.e. Lot 1)?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | "How can this working permit be obtained" Given the nature of the contract, the Contracting Authority believes that it is up to the tenderer to determine what is required to be allowed to carry out work in the Netherlands and how this should be arranged.<br>"why is it only applicable for the geophysical survey (i.e. Lot 1)?" The working permit is required for both lots. This is the responsibility of the Tenderer.            |
| 6. | 'Tender document 3.6    | Can the Contracting Authority please provide examples of previous SROI projects for similar (offshore wind site characterisation) tenders? The examples (proeftuinen) on <a href="http://www.maatwerkvoormensen.nl">www.maatwerkvoormensen.nl</a> appear to be imitated by large(r) companies who have resources and knowledge in this area. There are no examples from offshore (wind) industry players.                                                                                                                                                                                                                                                                                                                            | RVO does not yet have any examples of these testing grounds (proeftuinen), but these do not have to be an obstacle for smaller companies. The most important thing is that the contractor is committed to reducing the distance for people with a distance to the labor market. This can be done in all kinds of different ways and places within the company. These proposals do not have to have a direct connection with the assignment. |
| 7. | Tender document         | Is it possible to provide a financial contribution to (existing) SROI projects, initiated by other companies or the Dutch Government?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | This is possible, but not preferred as this option has the least impact.                                                                                                                                                                                                                                                                                                                                                                    |
| 8. | 'Tender document 5.3.1  | Top line of the table: "Every working day offshore will be compensated with one (proven) rest day. Only working days will be compensated for by Client." Can Contracting Authority please clarify this sentence since it is not completely clear for us. We intend to work with freelance OCRs and have no control on what they do outside their contractual (i.e. contract with us) period, which will be only offshore working days. Furthermore, an offshore day is 12 hours, which implies that we have to compensate 1.5 days (based on an 8 hour workday) per offshore working day. We will respect the resting time on a 'project basis', e.g., the OCR will not be scheduled for working on another vessel in his rest days. | RVO agrees that Contractor has no control on what OCRs do in their time off. It is considered sufficient if Contractor does not schedule the OCR in his/her resting time.<br>RVO expects the resting time is more or less equal with duration of the offshore trip. Therefore the OCR cannot be scheduled, for example, for 5 weeks (on the vessel) and then 2 weeks off the vessel.                                                        |

|     |                             |                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                                                                                                        |
|-----|-----------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 9.  | Tender Document '7.3.15     | Can the table with deliverables please be updated? Earlier it is mentioned that CVs and Annex 3 should be part of the submission.                                                                                                                                                                                                                                                                                               | These documents are part of the award criteria in the table in 7.3.15. So Indeed, CVs and Annex 3a and 3b are part of the Tender.                                                                                                                                                                                                      |
| 10. | Annex 2 Reference Contracts | The document appears to be for another tender (i.e. supply of metocean data). Can the Contracting Authority please provide the correct document(s)?                                                                                                                                                                                                                                                                             | See the answer to question 1.                                                                                                                                                                                                                                                                                                          |
| 11. | Annex 4 Rates               | Can this document be used for both Lots and if so, can Contracting Authority please indicate in what format they want this? E.g. a separate sheet per Lot or another tab in the same sheet? The project name refers to Ijmuiden Ver WFZ only. Can we assume this is for all the WFZ as mentioned in Section 1 Introduction?                                                                                                     | See the answer to questions 2 and 15.<br><br>The title indicates only IJmuiden Ver, but the sheet can be used for both lots, therefore applies to all areas that are included in that lot.                                                                                                                                             |
| 12. | General                     | Can Contracting Authority provide a reasonable extension of time for proposal submission given that some annexes are not correct or incomplete. We need time to get this information from our subcontractors and 1.5 week may be too short.                                                                                                                                                                                     | No, unfortunately this is not possible. RVO regards the incorrectness of some Annexes as too minimal to provide for extra time.                                                                                                                                                                                                        |
| 13. | Tenderdocument, 7.3.15      | The checklist for submission specifically excludes Annex 3a and b – Qualifications of Personnel.<br>Please clarify that Annex Annex 3a and b are to be submitted?                                                                                                                                                                                                                                                               | See the answer to question 9.                                                                                                                                                                                                                                                                                                          |
| 14. | Tenderdocument              | In the Tender Document, the Geophysical assessment defines a “similar service” as surveys containing all of the following:<br>b. the survey did contain, as a minimum, the following aspects;<br>o High resolution bathymetry data acquisition using a Multi-Beam Echo Sounder (MBES);<br>o High resolution Side Scan Sonar data acquisition;<br>o Magnetometer data acquisition;<br>o High-resolution seismic data acquisition | A similar service counts if at least four (4) of the listed aspects have been carried out in one service.<br>If the tenderer offers an OCR for Lot 1, who has experience with 3D Multi-Channel Ultra High-Resolution Seismic (3D-UHRS) profiling survey, then only this experience is sufficient and the other aspects may be omitted. |

|     |                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                     |
|-----|------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|     |                                          | <p>using sub-bottom profilers, single-channel boomer or sparker acquisition, and ultra-high resolution multi-channel sparker or air gun sources of power.</p> <ul style="list-style-type: none"> <li>o 3D Multi-Channel Ultra High-Resolution Seismic (3D-UHRS) profiling survey</li> </ul> <p>This technically means that if the survey did NOT contain 3D or any other individual tool on the list, then it is not “similar” which excludes almost all surveys.<br/>Can we please clarify this?</p> |                                                                                                                                                                                                                     |
| 15. | Tenderdocument, 5.3                      | <p>As only one copy of Annex 4 is included in the Tender Package, are different rates to be proposed for the geophysics and Geotech QC roles or is the Client expecting one set of rates for both?<br/>Please clarify.</p>                                                                                                                                                                                                                                                                            | The spreadsheet can be used for both Lot 1 and Lot 2; please use separate tabs if you apply for both lots (and indicate clearly which lot each sheet refers to).                                                    |
| 16. | Annex 2 List of Reference Contracts-F    | <p>Reference is made in the title to Metocean Data and also in the underlying bullet points . There is also no reference to Key Competences 1 and 2<br/>Is this correct? If so what are the key competences that we are expected to provide details for?<br/>Also- what are those details? Could RVO please clarify.</p>                                                                                                                                                                              | The title is indeed incorrect. See the answer to question 1.                                                                                                                                                        |
| 17. | Annex 5d standby contract (draft)Lot 2-F | <p>Reference is made in the title to geotechnical and in the text to geophysical. Please confirm the focus of the document.</p>                                                                                                                                                                                                                                                                                                                                                                       | <p>The sentence should read:</p> <p>“The Contracting Authority requires the services of Client Offshore Representatives during <b>geotechnical</b> surveys at various Wind Farm Zones;”</p>                         |
| 18. | Tenderdocument, 7.3.15                   | <p>In article 7.3.15 of the Tenderdocument checklist for submission there is no mention of either Annex 3a or 3b.</p>                                                                                                                                                                                                                                                                                                                                                                                 | <p>Please see questions 9 and 13 also. The table in 7.3.15 can be used as a checklist but for the full range of deliverables we refer to Chapter 5. Indeed, CVs and Annex 3a and 3b are part of the submission.</p> |

|     |                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                |
|-----|------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------|
|     |                              | Can you confirm if Annex 3a or 3b should be submitted as part of our tender response?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                |
| 19. | Tenderdocument, 5.2.1        | <p>From article 5.2.1 of the Tenderdocument:</p> <p>Please confirm if all listed aspects must have been carried out in the same survey for it to count as "similar services" or can there have been a majority of these aspects and it still be counted as a "similar service"?</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | See the answer to question 14. |
| 20. | Annex 4: Rates               | As only one copy of Annex 4 is included in the Tender Package, are different rates to be proposed for the Geophysics and Geotech QC roles or is RVO expecting one set of rates for both?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | See the answer to question 15. |
| 21. | Annex 2: Reference contracts | <p>In Annex 2 reference is made in the title to Metocean Data and also in the underlying bullet points, as below:</p> <p>European tender Supply of metocean data at three Dutch Offshore Windfarm Zones Investigation Area</p> <ul style="list-style-type: none"> <li>• Capability to provide meteorological measurement data by means of a floating measurement system equipped with LiDAR;</li> <li>• Capability to provide oceanographical data by means of a floating measurement system equipped with appropriate instrumentation to measure waves, currents and water levels.</li> </ul> <p>This does not appear to match the scope for this tender.<br/>Please confirm if this is correct? If not, please provide the key competencies we should provide details for to complete this Annex 2</p> | See the answer to question 1.  |

|     |                                                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                |
|-----|-----------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------|
| 22. | Document<br>VS_20220815_RVO_CR<br>GT_Annex 5d standby<br>contract (draft) Lot 2-F | <p>In Annex 5d it states:</p> <p>(In the title) Standby contract Offshore Client Representatives geotechnical survey various sites (Lot 2)</p> <p>(later in the document) WHEREAS:</p> <p>– The Contracting Authority requires the services of Client Offshore Representatives during geophysical surveys at various Wind Farm Zone;</p> <p>In this document in the title Geotechnical Survey is mentioned, later in the document it mentions geophysical surveying. Please confirm which is correct?</p>                                                                                                                                                                      | See the answer to question 17. |
| 23. | Document<br>AVT18/BZ125884C, clause 26.2                                          | <p>Article 26.2 ARVODI-2018 states that:</p> <p>At the Contracting Authority's request, the Contractor will immediately present either the original or certified copies of the policies and proof of the payment of premium for the insurances referred to in paragraph 1 or a statement from the insurer to the effect that these policies exist and the premium has been paid.</p> <p>Please amend this clause as such details are private and confidential with our insurers and as such we cannot agree to this requirement.</p> <p>As an alternative, we can offer to provide an 'Evidence of Cover' document to demonstrate that the required insurance is in place.</p> | This proposal is accepted.     |

|     |                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                 |
|-----|---------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 24. | Document<br>VS_20220815_RVO_CR<br>GT_Annex 5b Contract (draft)<br>Lot 2-F, clause 3.4 | <p>In Annex 5b article 3.4, please clarify or confirm this contract has 30 day payment terms as it is not clear from this wording.</p> <p>This term seems to indicate payment will not be made until the end of the contract.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | <p>Payment will be made as described in the ARVODI (article 4 and 18) and not at the end of the contract.</p> <p>See paragraph 3.5.1 of the Tender document:<br/>The following payment schedule applies: invoices can be sent in every month based on the actual hours/days worked.</p>                                                                         |
| 25. | Document<br>AVT18/BZ125884C, clause 24.4                                              | <p>In ARVODI-2018 please remove article 24.4 in its entirety, as we cannot agree to provide you with the authorisation to sign legally binding documentation on our behalf.</p> <p>Please provide a justification if this is not agreed to and state under what conditions you would invoke this right?</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | <p>This proposal is not accepted.</p> <p>This article will only be invoked if formal documents are required to actually transfer the rights under art. 24.1 and 24.2 to the Client. The Contractor must then not be able to stop this. It is also agreed if the Contractor agrees to always cooperate in the preparation of those documents in such a case.</p> |
| 26. | Document<br>AVT18/BZ125884C, clause 21.3 to 21.6                                      | <p>From ARVODI-2018 please remove articles 21.3 to 21.6 and replace this with the following wording so that the cap operates on an aggregate basis, if you do not agree please provide a justification;</p> <p>Notwithstanding anything to the contrary in this Contract, the liability of the Contractor under or in connection with this Contract whether in contract or in tort, in negligence, for breach of statutory duty or otherwise (other than in respect of personal injury or death) shall not exceed in aggregate the sum of the total fees paid to the Contractor by the Contracting Authority.</p> <p>Neither Party shall under any circumstances whatsoever be liable to the other for any direct or indirect loss of profit, loss of business or anticipated saving or special, indirect or consequential damage suffered by the other</p> | <p>This proposal is not accepted.</p> <p>Art. 21 already limits the scope of liability compared to what is prescribed by law, namely unlimited liability. The nature and scope of this assignment do not give the Contracting Authority any special reason to further limit the liability for this assignment.</p>                                              |

|     |                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                          |
|-----|---------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------|
|     |                                       | Party that arises under or in connection with this Contract.                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                          |
| 27. | Document AVT18/BZ125884C, clause 19.3 | <p>As per article 19.3 of ARVODI-2018 requesting an on demand bank guarantee:</p> <p>As a consultancy service provider of international standing and repute we kindly request that Bank Guarantee not be required where we are a Contractor for provision of these Services.</p> <p>Please confirm that no bank guarantee will be requested in the performance of this contract.</p> <p>Please provide a justification if this is not agreed to.</p> | This proposal is not accepted. Article 19.1 is not applicable to this assignment, therefore article 19.3 does not apply. |
| 28. | Document AVT18/BZ125884C, clause 19.1 | <p>As per article 19.1 of ARVODI-2018 requesting a bank guarantee:</p> <p>As a consultancy service provider of international standing and repute we kindly request that Bank Guarantee not be required where we are a Contractor for provision of these Services.</p> <p>Please confirm that no bank guarantee will be requested in the performance of this contract.</p> <p>Please provide a justification if this is not agreed to.</p>            | See the answer to question 27.                                                                                           |

|     |                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                    |
|-----|---------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------|
| 29. | Document<br>AVT18/BZ125884C, clause<br>13.3 | <p>Please revise the text of Article 13.3 of ARVODI-2018 to add in this wording at the start:</p> <p>Notwithstanding anything to this contrary in this Contract, the Contractor may share information to its personnel, affiliates, subcontractors and professional advisors, provided they are bound by confidentiality terms similar to those stated in this Contract. The Contractor will not divulge to third parties in any way the results of the Services performed or provide any information on the results to third parties without the Contracting Authority's express consent. The Contracting Authority may attach conditions to such consent.</p> <p>This will ensure are able to share information with our advisors as needed.</p> <p>Please provide a justification if this is not agreed to.</p> | This proposal is accepted.                                                                                                         |
| 30. | Time schedule                               | Will there be a second round for asking questions about the contracts, the terms and conditions and the annexes?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | No, there won't be a second round for questions.                                                                                   |
| 31. | Service description                         | The description of the Services in art 2.1 of the Tender Document is rather vague; does the Contracting Authority agree that the Service is the provision of OCR's by Contractor to be present at the at the vessels or sites as described in art 2.1 of the Tender document?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Art. 2.1 can be considered as an introduction to the services. Please see Chapter 3 for a full coverage of the requested services. |
| 32. | Supervision                                 | Does the Contracting Authority agree that the OCRs work under the supervision of the Contracting Authority?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | No, the OCRs will not work under the supervision of the Contracting Authority.                                                     |
| 33. | Independant contractors                     | Will it be permitted for the OCR's to be independent contractors (zfp'ers)?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Yes, it is permitted for the OCRs to be independent contractors (zfp'ers).                                                         |

|     |                                            |                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                     |
|-----|--------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 34. | Subcontractors                             | Will it be allowed to work with subcontractors from the UK?                                                                                                                                                                                                                                               | Yes, it is permitted to work with subcontractors from the UK.                                                                                                                                                                                                       |
| 35. | Definition of Contract                     | Does the Contracting Authority agree that the word "Contracts" as used in art 21.3 of the General Government Terms and Conditions for Public Service Contracts (ARVODI) means the specific agreement or call off order in which one single OCR is deployed?                                               | This proposal is not agreed. The word Contract in art. 21.3 of the ARVODI refers to the Contract of Contracting Authority with Contractor as a whole.                                                                                                               |
| 36. | Article 6.1 of the Public Service contract | Contractor does not have a Product liability insurance as stated in art 6.1 of the Public Service contract as Contractor does not provide products. Can this clause be revised?                                                                                                                           | This proposal is accepted, the product liability will be dispensed.                                                                                                                                                                                                 |
| 37. | ARVODI article 18.5                        | This article states the Contractor is not entitled to suspend or terminate work on account of Contracting Authority's failure to pay an invoice.<br>It does not state how long such failure to pay would be. Could therefore this statement please be removed as we need to be paid to continue the work? | This proposal is not accepted. Between professional parties the discussion about the (in)correctness of an invoice should always be conducted separately from the work and should not stand in the way of the continuation of the execution of the agreed services. |
| 38. | ARVODI article 20                          | Are the delays limited to those relating to availability of Offshore Client Reps and sending OCR reports?                                                                                                                                                                                                 | No, the article refers to all forms of delay caused by the Contractor.                                                                                                                                                                                              |