



The BACW's Bidding Commission hereby present questions made by companies with their respective answers.

REMARK: The questions presented in this "Questions and Answers" shall be numbered as they are received by the Bidding Commission and may not match the numbering provided by the companies.

Therefore, the Bidding Commission has answered previous questions on November 6, 2017, November 8, 2017, November 10, 2017, and November 13, 2017. They are published on BACW's website.

Question 21 – *In the commercial proposal, the price must be presented separately depending on the competence of each consortium company. Is our understanding correct?*

Answer: No. The price shall be presented as requested on item 7 of the Invitation For Bid (IFB) and in accordance with the Price Proposal Model, annex II of the IFB. Therefore, the consortium shall present the unit price, the total price and the BATCH price as a whole, not as the shares of each company of the consortium.

Question 22 - *Regarding item 13.1 Annex I - Basic Project in the PAYMENTS AND PHYSICAL-FINANCIAL SCHEDULE which taxes need to be considered in the formation of the final price of services?*

Answer: For the supply of the goods, based on Incoterms DAP logistic model, there will be no Brazilian customs taxes (federal and/or state taxes, fees or duties based on customs operations) to be borne by the CONTRACTED PARTY. For the services, provided directly by the CONTRACTED PARTY, there will be no Brazilian taxes, fees or duties, since the invoice will be issued based on services abroad. For the services, contracted from local companies by the CONTRACTED PARTY, all taxes, fees and duties will be already be included by the local companies on their prices. It shall be noted that all invoices to be paid by CENSIPAM must be issued by the CONTRACTED PARTY.

Question 23 - *Regarding item 13.1 Annex I - Basic Project in the PAYMENTS AND PHYSICAL-FINANCIAL SCHEDULE which invoices are considered as "service"?*

Answer: Only item 2 (SLA) of each batch shall be considered as "service", and the payment for this service will not begin before event #12 of the Physical-financial schedule. The CONTRACTED PARTY shall issue invoices based on the Physical-financial schedule but also limited to the prices of each contracted item (ANTENNA, SLA and KIT). For the events #1 to #11, the invoices shall be considered supplying of permanent goods (equipment). For each event from #12 to #18, the CONTRACTED PARTY may need to issue two simultaneous and complementary invoices, one for supplying of permanent goods (ANTENNA and KIT) and the other for services (SLA). In this scenario, moving forward from event #12 to event #18, there will be a moment when only service invoices will begin to be issued. This moment will depend on the contracted prices of the equipment items (ANTENNA and KIT) compared to the service item (SLA). All invoices issued shall mention the amount to be paid to each contracted item (ANTENNA, SLA and KIT). For example, if the



ANTENNA costs \$1,000.00, the SLA costs \$250.00 and the KIT costs \$500.00, the invoices would be issued:

#	Project milestone	Deadline	% payment	% accumulated	equipment invoice	service invoice
1	Signature of the contract	T0	0	0		
2	Provision of contractual guarantee and down payment guarantee	T0 + 20 days	40	40	\$700.00	
3	Indication of the company (s) that will assume the local support, maintenance and repair of components	T0 + 360 days	0	40		
4	Provision of FAT guarantee	T0 + 360 days	0	0		
5	FAT	T0 + 420 days	30	70	\$525.00	
6	Arrival in Brazil	T0 + 450 days	2	72	\$35.00	
7	DAP - Final destination	T0 + 495 days	3	75	\$52.50	
8	FAT and down payment guarantees release	T0 + 510 days	0	75		
9	Antenna installed	T0 + 555 days	3	78	\$52.50	
10	Accreditation of the company (s) that will assume the local support, maintenance and repair of components	T0 + 560 days	0	75		
11	SAT	T1=T0 + 570 days	2	80	\$35.00	
12	Assisted operation	T1 + 90 days	2	82	\$35.00	
13	Warranty report 1st / Year-1	T1 + 6 months	3	85	\$52.50	
14	Warranty report 2nd / Year-1	T1 + 12 months	3	88	\$12.50	\$40.00
15	Warranty report 1st / Year-2	T1 + 18 months	3	91		\$52.50
16	Warranty report 2nd / Year-2	T1 + 24 months	3	94		\$52.50
17	Warranty report 1st / Year-3	T1 + 30 months	3	97		\$52.50
18	Warranty report 2nd / Year-3	T1 + 36 months	3	100		\$52.50
19	Release of the contract performance guarantee	T1 + 37 months	0	100		
TOTAL			100		\$1,500.00	\$250.00

Question 24 - In case of participation in the bid as a consortium, the value of the guarantees should be presented depending on the participation quota of each company?

Answer: The consortium, as the winning bidder, is responsible for the guarantee. The sharing of the guarantee is among the members of the consortium, who can distribute it as they wish. The leader of the consortium assumes joint responsibility with the others before the Administration.

Question 25 - If one bidder is participating to Batch n. 1 and Batch n. 2 needs to send two separate proposal (1 for each Batch)?

Answer: No. Each bidder shall submit one oversized envelope, with two envelopes inside, one with qualification documents and the other with price proposal (Item 5.4 of the IFB). Furthermore, when preparing its price proposal, the bidder must adhere to the requirements of clause 7 of the IFB.

Notwithstanding, In accordance with the Invitation For Bid 173576/CABW/2017 item 25.1 “Any doubts arising from the provisions of this Invitation for Bid may be the subject of consultation, in writing, to the **Bidding Commission** in charge of this bidding process, up to 48 hours before the delivery of the proposals.



Based on that, the BACW's Bidding Commission reinforces that questions shall be submitted to con@cabw.org and no agents outside BACW should be copied in the e-mail. Thus, only answers published in BACW's website are considered official and part of the solicitation file.

Furthermore, the Brazilian Aeronautical Commission appreciates the question, and stands available to clarify and explain any doubts or concerns in order to increase the BID quality. Any questions or concerns must be submitted to [**con@cabw.org**](mailto:con@cabw.org)

Note: This information has been made available at BACW website in the publishing for the related Bidding Process.
<http://www.cabwnews.com/index.php/solicitations.html>