



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

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

- 1. Question** – Pursuing the most advantageous proposal for the Administration and in order to better estimate workload for Module 1 as per chapter 2.2.1 of the Invitation for BID 181301/CABW/2018 (herein after referred to as "RFP"), we kindly request Brazilian Air Force (herein after referred to as FAB) to please inform ISO inspection due dates for the 12 aircraft included in the bid object fleet

ANSWER: *Information will be presented to the company during the Site Survey. For the moment, Zip file "Questao nr 1" has some information concerning the issue.*

- 2.** Given that chapter 6.1.11 of the Basic Project PB 001/SDFC/2018 BSC (herein after referred to as "Basic Project") indicates the limit of 50% of man/hours and 50% of material above the programmed man/hours and material as a parameter to be included in the price of the flight hour, we kindly request FAB to formally define those limits in man/hour quantity and material value.

ANSWER: *This limits are proposed by it company at its commercial proposal. If company states that it will execute the ISOCHRONAL with X man-hour labour and Y dollars of material, 50% of X man-hour labour and 50% of USD for material to execute findings must be included at the price for the flight hour.*

- 3.** Given the difference between Modules 2 and 4 of the contract according to chapters 2.2.2 and 2.2.4 of the RFP is based on the definition of "normal wear", we kindly ask FAB the method of how this "natural wear" of the parts will be characterized in cases not clearly defined. What will be the objective classification criteria to differentiate "natural wear" and tear from an incorrect or inadequate maintenance as is discriminated in chapters 4.1.b) and 4.1.d) of the Basic Project?

ANSWER: *During the maintenance of the item, company will prepare and present a formal report with all material evidences that material has been operated, handled or maintained incorrectly. If company is capable to identify this issue, item will be managed by managed by Module 4. Other way, the failure will be considered a normal wear or tear and it will be handled by Module 2, at the flight hour price.*

- 4.** Given that chapter 2.3 of the RFP (see also chapters 4.4 and 12.3.1 of Basic Project) contemplates material to be provided by the Administration and further deducted from the bill of services provided by the Contractor, we kindly ask FAB about the possibility that the Contractor will have on the choice of which items will be specifically transferred



ANSWER: *From the 6th month to the 30th month of the contract execution, the company will have this right. From the 1st month to the 5th month and from the 31st to the 60th month of the contract execution, Contracting party will choose the items that will be transferred.*

5. Given that Module nr. 1 will have its cost estimation substantially affected by the regular annual consumption of; consumable, repairable and/or workable material and, on the other hand, the annual consumption of repairable and/or workable items for an operational aircraft (available in flight line) is closely related to the type and quality of maintenance provided throughout the lifetime of each item, we kindly request FAB to please inform in monetary amounts or a part number list the regular annual consumption of consumable, repairable and/or workable material for an operational aircraft.

ANSWER: *According Brazilian Air Force statistics records, C-130 fleet has a historical expense of USD 1,683.65 / Flight hour, for consumables, and USD 1,891.15 / Flight hour, for repairables and workables*

6. For the same reason above, we kindly ask FAB to inform the MTBF (mean time between failures) of the FAB serviceable rotatable and/or workable items.

ANSWER: *This information will be presented to the company during the Site Survey.*

7. Whereas, chapter 7.6.3 of the RFP and chapter 14.5.1 of the Basic Project requires to the participants a proof of existence of a contract for technical publications updating and, given that, the aircraft manufacturer is the sole owner of the rights over them, so being the unique provider of tech pubs signatures. We inquire about a possible situation of disadvantage in the participation of companies competing with the manufacturer itself or even a previously LMHSC authorized by the OEM, in order to avoid a situation that could harm the principle of isonomy

ANSWER: *The Company must have a contract with the aircraft and components manufacturers for the Technical Publications to execute aircraft inspection and for CMM for equipment's and components that will be inspected or repaired at company's workshop facilities.*

8. Considering the method and terms for performed services measurement in order to allow partial receipts of the object (refer to 19.3.1 of the RFP), we kindly ask FAB to please confirm the measurement unit for those services provided according to the Module nr. 3. (eg. accomplished task cards, complete phase, labor quantity in man/hours, etc.).

ANSWER: *Module 3 refers aircraft inspections that are not covered by the flight hour price. The performance will be measured in relation to the inspection duration and the reference will be the duration defined at the USAF Technical Orders.*



9. Once the performance of Modules nr. 1 and nr. 3 will be measured by the accomplishment time of each ISOCHRONAL and PDM maintenance inspections compared to the times provided by the maintenance manuals as per USAF maintenance plan, we kindly request FAB to formally inform, the expected accomplishment times that will be established as the basis for ISO I, ISO II, ISO III, ISO IV and PDM inspections performance [Ref: PB items 4.1 (a) and 4.1 (d)].

ANSWER: *This information will be presented to the company during the Site Survey.*

10. Basic Project chapters 4.1 (a) and 4.1 (b) include penalty rules for inspection accomplishment times and spare parts supply times when there are also availability and reliability KPI's that must be met, constituting a situation of double penalty. We kindly inquire about whether penalties will be overlaid or added?

ANSWER: *Availability and reliability KPI measure company capacity for managing Contracting party inventory, configuration and maintenance planning management. Inspection duration, Turn around time and lead time measure company capacity for executing maintenance activities.*

11. Given that table 6 of the Basic Project defines the adjust formula for flight-hour cost based on real flight effort, we kindly ask FAB, in order to avoid any misunderstandings, to express that formula in mathematical notation and to please provide a numerical example applying it

ANSWER: *Math formula is $PHV = (((4100/12) \times CHV - CEE) / (4100/12)) \times HRS + CEE$, as established at Annex A of Basic Project. At the same Annex A, company may find the meaning each term.*

12. In the event that a real flight effort less than the minimum established by causes attributable to the Employer (eg.: lack or failures of engines, lack of crews, non working days, days without scheduled missions and other factors affecting flight hours and/or availability or reliability KPIs), we kindly ask FAB about how these situations will be managed and considered in the calculation of any penalties?

ANSWER: *If availability and reliability KPI reaches values below the minimum established at Basic Project, because of issues concerning Contracting party, administrative sanctions will not be applied, after the respective administrative practice.*

13. Pursuing the most advantageous proposal for the Administration and in order to adjust the cost and risk calculations, we kindly request FAB to inform history of flown hours for the last 5 years, the size of fleet in the same period and the availability and reliability KPI's.

ANSWER: *Data are:*

2013: Acft # 14; 7051 Flown hours; 47% Availability.

2014: Acft # 14; 5917 Flown hours; 44% Availability.

2015: Acft # 10; 4501 Flown hours; 55% Availability.



2016: Acft # 8, 3036 Flown hours; 53% Availability.

2017: Acft # 8; 3169 Flown hours; 40% Availability.

14. Given that the project is intended to provide logistic support for a fleet of twelve aircraft, we kindly ask the Administration to confirm that all twelve aircraft will be complete (eg.: without any consumable, repairable and/or workable item missing, not operational and/or due within the configuration) and that they will be in airworthy status at the beginning of the contract.

ANSWER: *This situation cannot be guaranteed, because fleet is flying and some tail numbers will be stopped for maintenance or inspection.*

15. In the event that the answer to the previous question is positive regarding that there will be aircraft not complete or unavailable at the beginning of the contract, we kindly request FAB to provide a list of missing, non-operational and/or expired items and confirm that the services and materials required to complete and place in airworthy status will be considered as an on-demand service to be paid as additional or Over & Above upon formal request, formal presentation of a proposal and payment of specific invoice.

ANSWER: *Required list is not possible, because fleet is flying and parts missing now will be replaced for recovering of airworthiness. The recovery of non-airworthiness aircrafts must be provided by the supply of material, equipment's and components by Module 4 and aircraft maintenance activities provided by Module 3.*

16. Given that there is no provision as per Basic Project for additional services to those corresponding to the object of the contract, we kindly ask FAB to confirm if those may be requested by the Contractor and whether they will be considered as an on-demand service to be paid as additional or Over & Above upon formal request, formal presentation of a proposal and payment of specific invoice. As an example included but not limited in this condition: modifications or upgrades to aircraft or aircraft components, needs to comply with service bulletins or old TCTOs, as well as, the appearance of new service bulletins or TCTOs for the aircraft or components to be complied with.

ANSWER: *Mandatory modifications related to airworthiness are included at the flight hour price. Recommended modifications must be approved by Air Force and will be paid by dedicated invoices.*

17. Considering that chapter 5 of the Basic Project requires availability and reliability KPI's to be met, we kindly ask FAB to confirm that the Contractor will have the authority to determine the aircraft to be part of the available equipment, thereby determining the investment priorities by choice and interest of the Contractor in favor of a better and more efficient performance of the object.

ANSWER: *No. Contractor must obey the number of aircrafts defined at table of item 5.1.1.*



18. Pursuing a better understanding of Module nr.2 of the project and to allow us to get the most advantageous proposal for the Administration, we kindly request FAB to inform if is there an initial demand for repair of components and to provide a listing of such items.

ANSWER: *This evaluation is part of Contractor analysis, because it depends on Contractor capacity of repairing failed components and equipment's.*

19. Pursuing a better understanding of Module nr.2 of the project, and to allow us to offer the most advantageous proposal for the Administration, we kindly request FAB to inform if is there any repairable or workable item considered of critical need to the current operation and to please inform the quantity in serviceable status within FABs assets and its correspondent MTBF (mean time between failures).

ANSWER: *Today critical items are:*

PN 463001-7130-0506, CONTROL UNIT, NAVIGATION SET;

PN 104901, DRIVE UNIT, AIR TURBINE;

PN 106616-1-1, REGULATOR, AIR PRESSURE, AIRCRAFT CABIN;

PN 31220-004, GENERATOR, ALTERNATING CURRENT, 20KV ATM;

PN 9560685, BRAKE, MULTIPLE DISK.

20. Pursuing the most advantageous proposal for the Administration and considering the variability of a real flight effort, we kindly request FAB to inform if there will be a fixed monthly payment in case of not achieving the minimum flight effort indicated as per chapter 5.1.1 of the Basic Project

ANSWER: *Payments will be done according math formula $PHV = (((4100/12) \times CHV - CEE) / (4100/12)) \times HRS + CEE$, as established at Annex A of Basic Project and, at the same Annex A, company may find the meaning each term.*

21. In the event that a component (consumable, repairable or workable) of the aircraft and / or any of its original or retrofit or retrofit systems becomes obsolete, we request to confirm that the replacement cost for an equivalent but more modern item may be considered as an on-demand service to be paid as additional or Over & Above upon formal request of the Employer, formal bill presentation and specific bill payment.

ANSWER: *Obsolescence must be discussed case by case.*

22. In the event of needs for scheduled or unscheduled maintenance services other than those included in ISO inspections contracted by Module nr. 1 or those included in PDM inspections contracted by Module nr. 3, whether the needs are in the location of the operators (Galeão Air Base) as well as in any location within Brazil and/or other country, we kindly ask FAB to confirm that those services will be considered as an on demand service to be paid as additional or Over &



Above upon formal request, formal presentation of a proposal and payment of specific invoice.
AOG support out of fixed location to be considered as O&A.

ANSWER: *ISOCHRONAL or PDM requested out of Contractor's premises will be paid accordingly to Module 3 by a dedicated invoice.*

23. Given that chapters 4.1 (b) and 4.1 (d) of the Basic Project, as well as chapters 2.2.2 and 2.2.4 of the RFP, indicates that organizational level maintenance will be performed by FAB teams, we kindly request FAB to confirm about the possibility of the Contractor to have a technical team confirming and auditing the needs for consumable, repairable and/or workable material and the eventual condemnation check of those items during the organizational maintenance.

ANSWER: *Contractor may have its staff at Air Force auditing maintenance activities or managing Air Force inventory to help Contractor's managers to control supply chain.*

24. Pursuing the most advantageous proposal for the Administration and in order to grant objectivity during the performance of the contract, we kindly ask FAB to formally and specifically define, either through a list of specific part numbers or indicating the specific ATA-100 chapters as per AIPC (Aircraft Illustrated Parts Catalogue – or Aircraft Illustrated Parts Breakdown) what will be the scope of modules nr. 1 and nr. 2 in view of the need for consumable, repairable and/or workable material corresponding to the power plant of the aircraft. In other words, we kindly ask FAB to confirm when in the RFP or Basic Project is indicated "T56A-15 complete" engines, if all parts and/or services appearing in the technical publication's chapters from ATA 71 to ATA 80 included (as per ATA-100 designation) should be considered as excluded from the services and therefore of the prices corresponding to Modules nr. 1 and nr. 2 of the project.

ANSWER: *T56A-15 complete engine is the PN 376190-77 including all items that are part of its configuration, according to engine Technical Orders. PN 376190-77 and all items of its configuration are excluded from this Basic Project.*

25. Pursuing the most advantageous proposal for the Administration and in order to deliver the best price proposal, we kindly ask FAB to confirm whether it will be the Contractor or the Administration who will be responsible for the costs of transferring the aircraft to the service center?

ANSWER: *Crew, fuel and all other expenses for the transferring flight are Air Force responsibility.*

26. Pursuing the most advantageous proposal for the Administration and in order to deliver the best price proposal, we kindly ask FAB to confirm if the aircraft will be retired at the end of the contract or during the contract as per its PDM inspection expire dates.

ANSWER: *During the contract, when the aircraft PDM expires.*



27. In the case of the answer of number 26 is partially or totally positive, we kindly ask FAB to confirm if the aircraft repairable and/or workable components including propellers will be available to be cannibalized by the contractor to fulfill this contract and to attend the needs of operative aircraft.

ANSWER: *No. Aircraft must rest complete. No cannibalization of retires aircrafts will be allowed.*

28. With reference to chapter 6.4 of the Basic Project, we kindly ask FAB to confirm if this item only concerning spares?

ANSWER: *No, Module 4 includes spares, equipment's, components, aircraft ground equipment's, special tools, BER items and all others items identified at the Basic Project.*

29. With reference to chapter 6.4.1 of the Basic Project, we kindly ask FAB to confirm if this item is only applicable to non-normal (non routine) wear and tear items?

ANSWER: *Yes.*

30. With reference to chapter 6.4.3 of the Basic Project, we kindly ask FAB to confirm if this item is only applicable to non-normal (non routine) wear and tear items?

ANSWER: *No. Item 6.4.3 applies to any case of BER and SCRAP. Air Force payment will be done according Module 4.*

31. Finally, pursuing the most advantageous proposal for the Administration and in order to better obtain a fair price proposal we kindly request to FAB authorize a site survey of the planes and parts included in this project.

ANSWER: *The Site Survey is allowed.*

Notwithstanding, In accordance with the Invitation For Bid 181301/CABW/2018 item 37.1, *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



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>