



The BACW's Bidding Commission hereby presents question 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. **Reference** Basic Project, APPENDIX 1- PRICE COMPARISON CHART, **Question** The price of the AVIONIC EQUIPMENT GRS 7800 is not considered in the final price of the worksheet that has the complete list of all equipment and material involved in the final price. We can observe it because in the column of total. (See page attached). Please confirm if the price of this GRS7800 is added within any other equipment price or it is a mistake, or if this equipment will be delivered by COMAER - CABW. We have a great difference of USD 1,822,300.80 calculated by $80 \text{ ea} \times \text{GRS7800 price of } 22,778.76 = \text{USD } 1,822,300.80$.

Answer: *There was a mistake on the calculation. The information has been updated in the Republishing of the IFB.*

2. **Question** Taking into consideration the Physical-Financial Schedule of the Emb-312 T27 Aircraft Modernization Basic Plan, which requires the delivery of 10 modernized aircraft in the first 6 months following the signing of the project contract, including the certification of the first 2 prototypes, [COMPANY] understands the proposed schedule is not possible. The certification process will not be under control of the contracted party, and it is not possible to mitigate this risk with more resources. [COMPANY] proposes that 8 production aircraft be delivered 6 months after initial certification, in addition of the 2 prototypes, totaling 10 aircraft delivered 6 months after certification.

Answer: *The physical and financial schedule is part of the contract and shall be performed.*

3. **Question** The supply of equipment is subject to the availability and lead time of single source suppliers (e.g. Garmin, L3, etc), and depending on the quantity purchased, could vary from 1 to 6 months or more. [COMPANY] requests clarification if the contracted party will be penalized if the manufacturers lead time is longer then required by the Physical-Financial Schedule.

Answer: *The physical and financial schedule is part of the contract and shall be performed.*

4. **Question** Please clarify what is the item PN INSTALL KIT 1 ELECTRICAL HW included in the list of equipment (attachment D)

Answer: *The item shall be removed from the Annex D, as it is contemplated in the price of consumable items on the table 2 of the Annex B of the Basic Project.*

5. **Reference** According to subject item 7.2. from BID, all documents for ENVELOPE N° 1 must be submitted in ENGLISH. Documents issued in a language other than English, must be submitted along with a certified and notarized translation., **Question** Since the installation service will be performed by a Brazilian Company, all Qualification Documents, such as Power of Attorney; Legal Representative ID, SICAF (Unified Supplier Registration System), Technical Qualification such as Company Registration;



Company Certification issued by ANAC; Proof of Service certificated by public or private entity and others, will be issued in Portuguese, since they are issued by Brazilian government companies and the may takes longer than 2 weeks to perform certified and notarized translation.

6. Lider Signature hereby requests the possibility to postpone the opening session for the receipt of the Qualification Documents and Price Proposals.

Answer: The Invitation for Bid was postponed to March 4, 2019.

7. **Question** There is a substantial error in Appendix 1 – Price Comparison Chart Table 1, for the 010-00816-01 GRS 7800, Unit Only. The price x qty is not included in the Total column. The result is that there is an error in the total price of US\$45.557,52. Instead of US\$221.615,82, it should be US\$267.173,74. With this correction, the cost for equipment alone would be US\$10.687.297,14 (including the single items for the installation), taking into consideration 40 shipsets.

Answer: There was a mistake on the calculation. The information has been updated in the Republishing of the IFB.

8. **Question** The basic project specified 2 GAD43e. This configuration is not possible for the G600 TXi. Only one GAD43e should be required, and it will share information with a Dual G600 TXi.

Answer: There was a mistake on the calculation. The information has been updated in the Republishing of the IFB.

9. **Question** A single TAWS enablement card will enable TAWS on both G600 TXi. There is not need for 2 enablement cards

Answer: There was a mistake on the calculation. The information has been updated in the Republishing of the IFB.

10. **Question** A single Chartview enablement card will enable Chartview on both G600 TXi. There is no need for 2 enablement cards

Answer: There was a mistake on the calculation. The information has been updated in the Republishing of the IFB.

11. **Question** A single data card, TXi, Database is sufficient to provide information on both G600 Txi. There is no need for 2 database cards.

Answer: There was a mistake on the calculation. The information has been updated in the Republishing of the IFB.

12. **Question** The Transponder specified in the basic project is panel mount. It should be remote mount due to space constraints in the panel and in order to be controlled by the GTN650. The correct PN would be 010-01217-02, which is remote mount with a vertical tray due to space constraints in the aft avionics bay. The vertical mount is more expensive then the horizontal mount.



Answer: Right. It Have to change to 010-01217-02 - GTX-345R. It has no price change.

13. **Question:** Considerando que esse é o terceiro certame referente aos T-27 realizado pela FAB e que os preços de referência apresentados pelas empresas dentro deste certame era para execução na base da contratada, questiona-se se a execução do trabalho poderá ser realizada na base da contratada ? Caso negativo, pelo menos as primeiras aeronaves protótipos poderão ser executadas na base da contratada, dentro do território brasileiro?

Answer: There is no provision for the asked question

14. **Question** De acordo com o escrito no edital, todo o material deverá ser entregue na sede do CABW em Washington - USA. Nosso questionamento é referente a entrega do Kit de instalação e consumáveis, se os mesmos também deverão ser entregues na sede da CABW ou se deverão ser entregues juntos do momento do início da modificação de cada aeronave! Favor esclarecer

Answer: In accordance with item 9.3.3 of the Basic Project (ERRATA), "the equipment and respective installations kits to be applied in the above service shall be delivered to the Brazilian Aeronautical Commission in Washington (BACW) for the import process, based on INCOTERMS FCA."

15. **Question** We would like know which equipment's will be connected to antenna model CI-2480-200 and Active GPS Splitter ALDCBS1x4-B ?

Answer: GTN650

16. **Question** According to table price on appendix 1 – Price Comparison Chart, the unit PN 010-00816-01, GRS780Q, quantity of 02 EA per aircraft is not added on final calculation amount. If considered the calculation of USD 22,778.76 per unit, times 02 EA per aircraft, times 40 aircrafts, the total amount of USD 1,822,300.80 should be added to the total final amount as described as parts for 40 aircrafts. The values should be USD 10.687.284,74 instead of USD 8.864.980,45.

Answer: There was a mistake on the calculation. The information has been updated in the Republishing of the IFB.

17. **Question** Also, according to table 2 from appendix 1, value amount related to consumables material for 40 aircrafts is estimated in USD 306,489.63 and main hour amount estimated of USD 1,613,123.56 (27,200 hours / 680 hours per aircraft). If added all together, values related to parts, consumable and labor hours, should be total amount estimated of USD 12,607,006.37, and if compared to estimated budget for object described on item 9 from invitation for BID, the total value informed of USD 10,905,578.05 is much lower from estimated.

18. This way, the BIDDER would request the review of the tables ad amounts informed on BID.

Answer: There was a mistake on the calculation. The information has been updated in the Republishing of the IFB.



19. **Question** According to equipment list, described on attachment D, one unit of PN 010-01216-01, as equipment GTX-345 should be supplied. But according to picture 1, Avionics System Concept, the unit shown as equipment GTX-345R.

Answer: Right. The correct one shall be 010-01217-02 - GTX-345R. It has no price change.

20. **Question** Each AHRS must be supplied with their own GMU44 Part Number 010-00296-10 that comes with the kit (part of kit), this way the BIDDER would like to understand if an extra GMU must be supplied for each extra AHRS?

Answer: No. It has to be provided only one GMU44 Part Number 010-00296-10 per AHRS. If it comes as AHRS's kit, it is ok.

21. **Question** What kind of documents will attend item # 7.5.9 once are also asked similar documents on item 7.5.1 and item 7.5.3.1 ?

Answer: The referred items are self-explanatory.

22. **Question** Please justify why the solicitation is being performed outside Brazil.

Answer: The justification of the solicitation is provided on item 2 of the Basic Project.

23. **Question** On the Item 7.5.9, what sample of prove will be considered to attend this item?

Answer: Items that fulfill the requirements of Item 7.5.9 as for proof, through prior procedures completed, its technical ability to perform the avionics installation, modification and integration service involving communication and radio navigation systems.

24. **Question** A COMPANY THAT HAVE BEEN PARTICIPATED IN AN EARLY T-27 MODERNIZATION BID, AND HAVE ALREADY MADE THE AIRCRAFT INSPECTION, WILL BE ALLOWED TO PRESENT A COPY OF THE EARLY DOCUMENT ATESTING THE COMPLETION OF THE INSPECTION OR WILL BE NECESSARY TO MAKE A NEW INSPECTION?

Answer: Please refer to item 8.10 of the IFB.

25. **Question** On the Item 7.4.4, SICAF must be presented on a certified translation? Or CABW will access it thru the SICAF System?

Answer: Please refer to item 7.2 of the IFB

26. **Question:** Na opção de consorcio com empresa de outro país, ambas as empresas precisam emitir a declaração de participação em consorcio? Caso afirmativo, ambos os documentos precisam ser consularizados/apostilados no seu respectivo país?

Answer: Please refer to item 4 of the IFB



27. **Question** In light of the Brazilian Bid Law principles of legality and publicity, this Company hereby REQUESTS to receive justification of Brand determination for its analysis.

Answer: The justification of the solicitation is provided on item 2 of the Basic Project.

28. **Question** No item “16.1.1 -Comprovar ser revendedor Garmin autorizado, com qualificação para instalação de sistemas aviônicos, possuindo treinamento específico da Garmin, ferramentas, experiência de instalação e experiência de certificação necessárias para integração de novos equipamentos Garmin.”

A) Nosso entendimento é que esse certificado de revendedor da Garmin, pode ser tanto do Licitante, do seu Subcontratado, ou de Ambos. Favor confirmar nosso entendimento! B) Como na Tabela 1 especifica equipamentos de outros fornecedores, perguntamos se esse certificado de revendedor, da mesma forma deverá ser apresentado para os demais fornecedores do Licitante, ou do seu Subcontratado, ou de Ambos. Favor confirmar esclarecer.

Answer: As per item 7 of the Invitation For Bid, the Bidder must present all the documents requested on the Invitation For Bid. Subcontracting is provided on item 16 of the IFB.

29. **Question** "At least ONE of the members of a consortium can prove that it is an authorized Garmin retailer (item 7.5.1), the other members do NOT need to present the same technical qualification, and the consortium is considered qualified for this specific sub item.

Answer: In regards to item 4 of the Invitation for Bid (IFB), the companies responsible for the acquisition and/or installation shall be authorized Garmin Dealer.

30. **Question** In the same reasoning, NOT ALL members in a consortium need to have ALL the technical requirements on sub items 7.5.2 to 7.5.10, as long as ONE of the companies has it, correct?

Answer: The understanding is correct.

31. **Question** Entendemos este INSTALL KIT identificamos como KIT “A” elétrico, o qual deverá ser confeccionado seguindo as normas e procedimentos aeronáuticos aplicáveis. Como estamos baseados em São Paulo, esse kit será montado em nossas instalações em São Paulo. Desta forma, entendemos ser lógico e adequado a entrega do referido item aqui no Brasil diretamente na base onde os trabalhos de modernização serão executados. Não sendo necessária a exportação para a CBAW nos USA e posterior retorno ao Brasil. Por gentileza informar se esse procedimento de entrega do Item INSTALL KI 1 será aceito.

Answer: In accordance with item 9.3.3 of the Basic Project (ERRATA), “the equipment and respective installations kits to be applied in the above service shall be delivered to the Brazilian Aeronautical Commission in Washington (BACW) for the import process, based on INCOTERMS FCA.”.

Notwithstanding, In accordance with the Invitation For Bid 188733/CABW/2018 item 31.1, 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>