

SHS-12-005 TwinEHelis
Questions Submitted before Mandatory Pre Bid Meeting
October 24, 2012

Exceptions (page 9)

“Vendors may elect to take minor exception to the specifications, terms and conditions of this RFP by completing Attachment 3”

Q1: What is meant by "minor"? Can the State provide example(s)?

A1: Vendor can provide any exceptions and must be listed on attachment 3. All will be evaluated based on the terms and conditions. All exceptions that do not conform to the state bidding laws will be rejected.

Q2: Re: Optional Kits 4.1 - Is the substantive requirement a "cool cockpit and cabin" or "Belt or accessory drive compressor/evaporative type air conditioning system"?

A2: Options of equal or greater capability than those listed will be considered unless otherwise noted.

Confidentiality (page 10)

“ Vendor(s) must submit such information in a separate, sealed envelope labeled "Proprietary Information" with the RFP number.

Q3: The envelope must contain Attachment 5... "But section 5 on page 22 requires a "letter from Vendor's legal counsel". Which one?

A3: Both are required. The separate sealed envelope will contain the actual proprietary information which will be available to the review committee. This is accompanied by the cover letter from the vendor's legal counsel, who states that the counsel has reviewed Delaware Code Title 29, Chapter 100 and that the material contained in the envelope is proprietary (i.e. not something that is available through other means such as sales literature or on the internet). However the information within the envelope will not be available to the general public or under a Freedom of Information Act (FOIA) request. Attachment A will have generic descriptions of the propriety information and goes into the portion of the proposal that is releasable under FOIA.

D. Criteria and Scoring
& Requirements of the Vendor:: (page 15)

Q4: There are two sections labeled "D", and no section "E". Is this a typographical error or is section "E" missing?

A4: Yes, Section D is requirements of the vendor and Section E should be Criteria and scoring.

SHS-12-005 TwinEHelis
Questions Submitted before Mandatory Pre Bid Meeting
October 24, 2012

Attachement 4
Company Profile & Capibilities (page 41)

Q5: Suppliers are required to provide a reply to each question listed below. There are no questions listed below. What are the (3) "questions"?

A5. During the time of constructing the specification for the RFP, the question were left off therefore this page should be disregarded and vendor should focus on the Technical Specifications. and the Scope of Work.

Attachment 10

Q6: OMWBE Certification Application Link to Certification Application does not work - "Link cannot be found"

A6: To better serve the public OMWBE has made changes and restructured their section. Unfortunately, when the RFP was advertised the new link to their site was not provided. The new link is as follows:

http://gss.omb.delaware.gov/osd/docs/certapp_0612e.pdf

Q7: What Bios or Industry information is necessary for subcontractors? Attachment does not list the questions that the suppliers are required to provide. (Reference Attachment 4, Company Profile & Capibilities, Page 41)

A7: The only form required for the subcontractors is Attachment 7. Attachment 4 does not have questions on it so it is not required for the primary vendor.

Proposal Evaluation Procedures

General Administration – Page 12:

“Disqualification of Vendors: More than one proposal for the same contract from an individual, firm, or corporation under the same or different names.”

Q8: Is it acceptable for a bidding vendor to offer more than one airframe model in a single proposal that will each meet the mission requirements for the State of Delaware?

A8: Each vendor may submit only one proposal, however that proposal may include multiple airframes or different options. If there are multiple airframes or options submitted in the proposal, price each item separately. The vendor may include “package deal” options; however they should price out the items within the package. Although the prices will not be used as criteria to select the vendor, the prices will be needed to secure funding as soon as the awarded vendor is selected, so please make the prices the “best and final” ones.

SHS-12-005 TwinEHelis
Questions Submitted before Mandatory Pre Bid Meeting
October 24, 2012

Mandatory Pre Bid Meeting-Page 19

“The 2 trade-in Helicopters will be available for review and appraisal at this time. Please be prepared to have a qualified person attend who can appraise the helicopters.”

Q9: What installed equipment, if any, does the State intend to remove and retain when the Proposed Trade-In Aircraft are transferred to the awarded vendor?

A9: Hoist, FLIR, portable GPS, Police Radios, Medical Equipment, Video Downlink hardware, medical equipment and carry on equipment.

Q10: What are the projected not-to-exceed Aircraft Total Time and Engine Cycles for the Proposed Trade-In Aircraft when they are transferred to the awarded vendor?

A10: This will depend on the delivery date of the new aircraft. Historically we fly approximately 300 - 400 hours per year per aircraft.

Q11: Will the State provide current Aircraft and Engine Component Status Reports and Service Directive Compliance Listings for the Proposed Trade-In Aircraft at the October 24 Pre-Bid Meeting?

A11: We are having that put together and hope to have it available at the meeting.

Q12: Should the bidding vendor require more time to inspect the Proposed Trade-In Aircraft and perform the records review can that be accommodated by the State Police on October 25?

A12: The aircraft will be at the meeting on the 24th. We will stay as late as necessary to accommodate the vendor's review of the aircraft. Aircraft will be aback in service on the 25th.

Definitions and General Provisions

Prices – Page 24:

“Prices and/or rates shall remain firm for the initial 3 year term of the contract, unless further negotiations are deemed necessary by the State.”

Q13: May bidding vendor present a pricing structure that is “tiered” for each of the first 3 years, or must they provide one (1) price that is valid during the entire three(3) year period?

A13: Although the state would prefer fixed pricing for the initial contract term of 3 years, vendors may provide reasonable price escalations with in their proposals. Examples of this are rental increases in a lease or increases in training costs. If there are price escalations in the proposal, please state at what point the escalation takes place and the cost basis for the escalation.

SHS-12-005 TwinEHelis
Questions Submitted before Mandatory Pre Bid Meeting
October 24, 2012

Q14: Will the DSP accept a payment schedule which requires a 20% down payment at the time of contract award and 80% payment of balance at the time of Final Acceptance?
(Reference Section B. General Provisions, Item 27 Method of Payment, Page 29)

A14: The State of Delaware intends to finance this purchase and trade in two helicopters. The amount of down payment depends on the vendor's price. Upon award of the contract the term of down payment can be discussed and agreed upon.

REQUEST FOR PROPOSAL

Criteria and Scoring, Page 15

Q15: In regards to Section D Criteria and Scoring, how is price taken into consideration and how will it impact scoring? What rating is it given? Will any consideration be given if a vendor exceeds the specification or requirement? (Reference IV Proposal Evaluation Procedures, Section D.)

A15: Price is not a selection criterion. However prices should be submitted in the proposal with each item prices separately. The prices will be needed to secure funding as soon as the awarded vendor is selected, so please make the prices the "best and final" ones.

Required Reporting –
Increasing Supplier Diversity – Page 28:

Q16: Are the MWBE vendors required to be located within in the State of Delaware?
Or is it okay to report on MWBE vendors within the prime contractor's home state?

A16: Some states give MWBE vendors and "extra" 5 points or so on scoring. However Delaware does not adjust scoring on proposals for MWBE vendors, unless it is part of the scoring criteria and there is a business need for a MWBE vendor on the contract. Delaware does collect MWBE/Veteran information of the awarded vendor and any subcontractors for statistical purposes so if they were registered as MWBE/Veteran in their home state, they would "X" the correct block on the forms included with the RFP. Vendors would register as MWBE/Veteran businesses with the State of Delaware if they wanted to be included in Delaware's Supplier Diversity programs and database; and to have the opportunity at under threshold purchases unrelated to this contract.

Q17: If the bidding vendor does not meet the MWBE requirements through sub contractors due to the nature of our business, is the bidding vendor allowed to take exception to this requirement?

SHS-12-005 TwinEHelis
Questions Submitted before Mandatory Pre Bid Meeting
October 24, 2012

A17: There is no requirement in this contract for the vendor to be MWBE/Veteran so no exception need be taken

Audit Access to Records – Page 34:

Q18: Is it the State's intent in this section to be able to audit the bidding vendor's "pricing"? In view of the fact that this is a commercial procurement, "costs" are proprietary and are not reviewable.

A18: The State reserves the right to audit any vendors records related to the contract to ensure compliance with the contract.

PROPOSAL REPLY SECTION

Attachment 2 – Non-Collusion Statement – Page 39:

Q19: Is only the primary vendor required to complete the Non-Collusion Statement, or are sub-contractors required to complete the Non-Collusion Statement as well.

A19: Only the primary vendor completes this section.

SECTION 1, TECHNICAL SPECIFICATION

Appendix A, Item 1.1-Page 2

Q20: What is considered zero time? Is there a tolerance, such as 25 hours to conduct the ferry flight to Delaware State Police (DSP) and flight test to test installed mission equipment and integration?

A20: Yes there is a tolerance. The intent of Zero time was to prevent used aircraft from being submitted. 25 hours for ferry flight, testing and integration is acceptable.

SECTION 2, ENGINE

* No question submitted

SHS-12-005 TwinEHelis
Questions Submitted before Mandatory Pre Bid Meeting
October 24, 2012

SECTION 3, PERFORMANCE

Appendix A, Item 3.5-Page 4

Q21: Have specific mission profiles been defined for use in calculating a performance analysis? Can DSP please provide weights to use for carry-on equipment required, if any?

A21: Additional configurations would be without the hoist(LE/EMS Missions), without the medical interior and FLIR (Hoist Missions), and without medical interior, FLIR and hoist (Tactical Missions). However, no weights have been assigned beyond the crew weights.

SECTION 4, OPTIONAL KITS

Appendix A, Item 4.4- Page 4

Q22: What is the operational intent for the requirements of the 400 pound fixture? Do you have a requirement to rappel more than one person at one time from either side of the aircraft? If so, would dual fixtures per side, the combined weight of which exceed the 400 pound requirement be acceptable?

A22: One mount on each side.

Appendix A, Item 4.6- Page 4

Q23: Federal Aviation Regulations (14 CFR, Part 43, Section 43.3) limit the holder of a pilots certificate to performing preventative maintenance. Appendix A, Section (c) of Part 43 provides a specific and restrictive list of actions classified as preventative maintenance. A request for exception to this FAR for removal of the equipment specified would be required by the operator. Will the FAA Flight Standards District Office allow DSP flight crews to remove the Goodrich 600 pound rescue hoist?

A23: An A&P will be performing this unless a waiver is obtained. However, the 15 minute removal time is still expected.

SECTION 5, AVIONICS AND FLIGHT SYSTEMS

Appendix A, Item 5.1- Page 5

Q24 Is the requirement for two flexible mounted NVG compatible map light systems on each side of the cockpit for a total of 4 map lights or is the actual requirement for 1 map light on each side for a total of 2?

A24; One light on each side.

SHS-12-005 TwinEHelis
Questions Submitted before Mandatory Pre Bid Meeting
October 24, 2012

Appendix A, Items 5.3 and 5.6, Page 5

Q25: Is the requirement stating that the HTAWS be displayed on the EFIS or is HTAWS displayed on a GNS-530 or better acceptable?

A25: That is acceptable.

Appendix A, Items 5.3 and 5.6, Page 5

Q26: Please clarify the intent of the Avionics Master. If the battery switch is powering up essential equipment only and another bus is acting as an Avionics Master, is that an acceptable alternate solution?

A26: That is acceptable.

Section 5:12

“Digital ICS/Radio interface system with three (3) control boxes. One of each shall be located at the pilot station, co-pilot station and forward crew seat position with three (3) additional ICS connection in the aircraft cabin. This ICS system shall be the Becker DVCS 6100 System. ICS system shall be switchable to allow the pilot or pilot and copilot to be isolated out of the ICS loop. Radios shall also have a program port accessible so the radios do not have to be removed to be reprogrammed. (Also refers to Specialized Equipment – Page 6 – Section 6.24: Noise cancelling headsets for all aircraft positions.)”

Q27: How many ICS jacks/headsets are required in the cabin?

A27: 6 jacks/headsets. One for each potential cabin occupant.

Q28: Is certification for WAAS instrument approaches a requirement?

A28: Yes

SECTION 6, SPECIALIZED EQUIPMENT

Appendix A, Item 6.1, Page 6

Q29: Federal Aviation Regulations (14 CFR, Part 43, Section 43.3) limit the holder of a pilots certificate to performing preventative maintenance. Appendix A, Section (c) of Part 43 provides a specific and restrictive list of actions classified as preventative maintenance. A request for exception to this FAR for removal of the equipment specified would be required by the operator.

SHS-12-005 TwinEHelis
Questions Submitted before Mandatory Pre Bid Meeting
October 24, 2012

A29: An A&P will be performing this unless a waiver is obtained. However, the 15 minute removal time is still expected.

Appendix A, Item 6.2-Page 6

Q30: Federal Aviation Regulations (14 CFR, Part 43, Section 43.3) limit the holder of a pilots certificate to performing preventative maintenance. Appendix A, Section (c) of Part 43 provides a specific and restrictive list of actions classified as preventative maintenance. A request for exception to this FAR for removal of the equipment specified would be required by the operator.

A30: An A&P will be performing this unless a waiver is obtained. However, the 15 minutes removal time is still expected.

Section 6.2

Q31: Regarding the Trakka A-800 Searchlight, Power Control Interface Unit (PCIU), Remote Control and Cabling. The preferred mounting location of the Turret assembly is within 6 Inches of aircraft centerline. In any case, it shall be removable by the flight crew (2 persons) in less than 15 minutes without the necessity of an FAA or A&P sign-off.. Is slaving of the searchlight and FLIR required? What filters are required for the Trakka A-800 Searchlight?

A31: Yes. In any case, it shall be removable by the flight crew (2 persons) in less than 15 minutes without the necessity of an FAA or A&P sign-off. The filters needed are 820 IR Filter, 880 IR Filter, 940 IR Filter, Amber & Red

Section 6:4

AeroComputers LE-5000 Digital Moving Map System or newest equivalent with a stowable keyboard located for easy access by a crewmember seated in the copilot seat.

Q32: What parcel data/maps interface does the State require?

A32: Would have to decided after seeing what is available and what the system is capable of holding.

Section 6.5

“Technisonics TDFM-7000 N/V and TFM-550 N/V in cabin accessible to both seated and belted occupants of forward facing cabin seats.”

SHS-12-005 TwinEHelis
Questions Submitted before Mandatory Pre Bid Meeting
October 24, 2012

Q33: What are the project numbers for the TDFM-7000 and RFM-550 N/V (which frequencies will be operated from which radios)?

A33: This has been sent to state communications for an answer.

Section 6.11

Q34: Does the mission require HD interface for the MX-10, Monitors and Digital Video Recorder?

A34: HD interface is not required

Q 35: Console mounted Digital Video Recorder with input from Aero Computers LE-5000 and MX-10 or equivalent System and output for controls to pilot side monitor..Is a multichannel recorder required?

A35: Yes

Q36: Is in-flight cockpit playback required?

A36: Yes

“RE: 2-Zoll X Series Defibrillator/Heart Monitors per aircraft. – Details of installation listed in Medical Interior Section 7.”

Q37: Are both the defibrillators provided by the bidding vendor to be installed, or should one be installed and the other provided as loose equipment?

A37: Both should be provided as loose equipment but should be capable of being quickly mounted in the aircraft. Mounts should be installed.

Section 6.13

Q38: 2-Zoll X Series Defibrillator /Heart Monitors per aircraft. – details of installation listed in Medical Interior Section 7. Are bidders required to provide the medical equipment or just mounting provisions?

A38: Provide the equipment and mounting unit.

Section 6.14 Re: Allied EPV 100:

Q39: Are bidders required to provide the medical equipment or just mounting provisions?

A39: Provide the equipment and mounting unit.

SHS-12-005 TwinEHelis
Questions Submitted before Mandatory Pre Bid Meeting
October 24, 2012

Section 6:15

“Three (3) Oxygen Cylinders “E” size bottles, interconnects, rack and pressure gauges and all necessary equipment to properly fill the system.’

Q40: Where in the cabin should the (3) E cylinders be mounted?

A40: This would be determined during the completion process after the contract is awarded as it is most likely different for each aircraft

Section 6.17

Q41: Regarding the Impact Instruments E-28K 24-28 VDC suction/vacuum pump. Are bidders required to provide the medical equipment or just mounting provisions?

A41: Provide the equipment and mounting unit.

Q42: Regarding the Cockpit camera and recording system, which interfaces with ICS system. How many voice channels are required to be recorded? Can this be same system as video recorder?

A42: ICS and selected radio frequency. System can be the same but it should be capable of recording both from the FLIR and the cockpit at the same time.

Q43: RFP States, ” Offeror to provide one set of all required specialty airframe tools to complete all airframe maintenance functions up to and including 2,500 flight hours.” Is this to be one set for all helicopters, or one set for each helicopter?

A43: We do not do our own maintenance so this can be removed.

SECTION 7- MEDICAL INTERIOR

Section 7.1

“Blood and fluid resistant standard or modified cabin floor capable of securing litters, crew seats as described in the Technical Specifications (Section 1) and equipment specified in this section.’

Q44: What type of blood barrier floor type does the State prefer--composite or machined aluminum?

A44: Composite

SHS-12-005 TwinEHelis
Questions Submitted before Mandatory Pre Bid Meeting
October 24, 2012

Section 7.2

“Primary litter with the ability to elevate torso and lower extremities and mounted such that the top of litter is elevated above cabin floor. The primary litter must accommodate side loading of litter patient through the left side of aircraft cabin.”

Q45: What type of primary patient litter is required (Roll on Litter, Sled System (no wheels), or Standard EMS backboard)?

A 45: Light weight Sled System that will accept any standard backboard.

Appendix A, Item 7.2- Page 7

Q46: As medical interiors and options vary greatly, we are assuming the Delaware State Police plans to have a design review to develop the final detailed configuration. When will the Delaware State Police have a design review to develop the final configuration? (*Reference*)

A46: As part of the completion process.

Section 7.7

“Cabin overhead panel with internal lighting adequate for patient care (NVG and standard lighting system as described in 5.1.13) and with mounting provisions for Zoll X Series, Allied EPV Portable Vent, IV Pump, and IV hooks.”

Q47: What type of accessory lighting is required, such as interior loading lights, exterior loading lights, scene lighting and/or tail lighting?

A47: All the above, LED

Section 7.8

“Mount or tie-down for Customer furnished stand-by oxygen bottle.”

Q48: What type of Customer furnished stand-by oxygen bottle will be provided?

A48: Will have the answer at the meeting.

Q49: Does the customer want an integrated air system?

A49: We do not use compressed air, this not needed.

SHS-12-005 TwinEHelis
Questions Submitted before Mandatory Pre Bid Meeting
October 24, 2012

Q50: What are the electrical power requirements for the rear cabin? Power type? Outlet type(s)? Number of power outlet(s)?

A50: Electric power outlet (with a minimum of 750 voltage amperage capacity) is provided, 28 volt DC and/or 115 volt AC, with sufficient output to meet the requirements of the complete specialized equipment package without compromising the operation of any electrical aircraft equipment. We do not see anything that pulls more than 8 amps.

Q51 Will the state require an Integrated Oxygen System? If so, will compressed gas or liquid oxygen be utilized?

A51: We will use an integrated system which will be compressed gas (oxygen).

Q52: What Bios or Industry information is necessary for subcontractors? Attachment does not list the questions that the suppliers are required to provide. (*Reference Attachment 4, Company Profile & Capabilities, Page 41*)

A52: Information is pending

SECTION 8 – EXTERIOR

* No questions submitted

SECTION 9 - MAINTENANCE

Section 9.4

“Offeror to provide one set of all required specialty airframe tools to complete all airframe maintenance functions up to and including 2,500 flight hours”.

Q53: Is there a calendar limit for the 2,500 flight hours so we can also include calendar maintenance tools in the specialty airframe tooling list?

A53: We contract maintenance so we do not need airframe tools.

SECTION 10- COLOR SCHEME AND PAINT

Section 10.1

Q54: Will the paint scheme be consistent with the fleet 407s or the 412 design?

A54: Consistent with newest aircraft in current fleet.

SHS-12-005 TwinEHelis
Questions Submitted before Mandatory Pre Bid Meeting
October 24, 2012

SECTION 11- TESTING AND EVALUATION

Q55; Can the DSP provide an anticipated timeline or timeframe for bidders to provide an aircraft at KEVY for evaluation? (*Reference Appendix A, Item 11.1, Page 8*)

A55: Listed at the beginning of the RFP.

SECTION 12- INSPECTION AND DELIVERY

Q56; Please clarify the nature of any modifications or changes that could be requested after production has begun. (*Reference Appendix A, Item 12.2, Page 9*)

A56: Define production? Production of green aircraft, completion process? Will discuss during meeting.

SECTION 13- HELICOPTER WARRANTY

Section 13.3 Page 9

“All maintenance technician labor provided by the State to resolving warranty issues shall be credited the State or the State’s contracted maintenance provider at the current contractual shop rate of that provider for the purposes of procuring airframe parts from the contractor after warranty expiration.”

Q57: *What is the current maintenance labor rate under the state contract?*

A57: \$85.00

Q58: Will the DSP accept alternate terms without penalty of non-compliance as long as the OEM meets the intent of the warranty period? (*Reference Appendix A, Item 13.1, Page 9*)

A58: As long as the manufacture meet the term of the warranty.

Q59: Can the DSP provide an estimated number of flight hours per year, per ship? (*Reference Appendix A, Item 13.1, Page 9*)

A59: 300-400

Q60: Please clarify if the DSP is requiring the OEM to cover maintenance labor for ordering parts after the warranty has expired. (*Reference Appendix A, Item 13.3, Page 9*)

A60: No

SHS-12-005 TwinEHelis
Questions Submitted before Mandatory Pre Bid Meeting
October 24, 2012

Q61: How will the DSP calculate the cost of lost aircraft availability? (*Reference Appendix A, Item 13.5, Page 9*)

A61: The cost of the aircraft would be on case by case basis, for example, if the state is forced into renting or borrowing a aircraft from either a for profit vendor or a neighboring state, the vendor would have to reimburse the state for expenses.

Q62: As this is industry standard that cannot be controlled by the OEM, will the state penalize the OEM for non-compliance for this principle? (*Reference Appendix A, Item 13.6, Page 9*)

A62: This is what is expected by the state.

SECTION 14- PUBLICATIONS AND DATABASE

* No questions submitted

SECTION 15- TRAINING

Q63: Does the DSP anticipate 16 pilots will require recurrent flight training in Year 1 following the delivery of the aircraft and 16 pilots in Year 2? Please clarify. (*Reference Appendix A, Item 15.2, Page10*)

A63: 16 prior to delivery and then 16 recurrent during the next two years (annually).

Appendix B – Page 11:

SHS-12-005-Primarily Weight and Balance Calculation Form

Q64: Since the State is requiring an IFR-certified aircraft, shouldn't the fuel reserve be based on IFR requirements (30-minutes fuel reserve)?

A64: Yes

Q65: Will the Proposal Evaluation Committee be making recommendations for aircraft selection based on the mission weights provided with the helicopter equipped with the rescue hoist, or will additional configurations that are not listed also be considered?

A65: Yes to both. Additional configurations would be without the hoist(LE/EMS Missions), without the medical interior and FLIR (Hoist Missions), and without medical interior, FLIR and hoist (Tactical Missions).

SHS-12-005 TwinEHelis
Questions Submitted before Mandatory Pre Bid Meeting
October 24, 2012

SCOPE OF WORK

General Specification– Page 3:

1.23 “Helicopters shall also be capable of accepting a VIP and Tactical-seating configurations (kits) in the cabin area. These seating arrangements shall be included with the aircraft on delivery. “

Q66: What are the seating requirements (number of people to be carried) with both the VIP and tactical seating configurations?

A66: 4 VIP, 6 Tactical

Q67: For the VIP seating, shall the bidding vendor provide for special interior finishing’s or will factory seat coverings be acceptable?

A67: Factory coverings are acceptable.

Q68: For the tactical seating, is troop-type seating a requirement or could the VIP seats be used for this mission profile?

A68: Troop type seating is preferred for tactical seating but options would be considered. This type of seating would not be appropriate for VIP seating.