

**SHS-12-005 TwinEHelis**  
Questions From Mandatory Pre Bid Meeting  
October 24, 2012

1. Re: Option Order – Will the two aircraft option be priced in negotiation at the time of activation of the purchase option or must they be priced with the basic order and if the latter will it have to be a unified fixed price for all four aircraft. In such a case the first two basic aircraft will have to be inflated by at least 50% of the escalation connected with a worst case delivery of the last two aircraft which could deliver as late as late in year 4 or year 5 from contract date according to this RFQ.?

*Answer: 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:*

2. Re: Termination for Appropriations Risk – the RFQ appears to be silent on compensation. Does this mean that if the Delaware legislature terminates appropriations for a signed contract prior to any payment there is no compensation of any sort afforded the Seller? Also what happens if the legislature terminates appropriation to pay for helicopters already delivered to the Buyer but still awaiting payment in accordance with Delaware’s NET 30 day payment policy?

*Answer: The section being quoted is standard boilerplate. We will be financing the helicopters so the vendor will be paid upon the appropriate milestones. The Department of Safety and Homeland Security would not have advertised the request for proposal unless funding was reasonably assured through the Office of Management and Budget.*

3. Reference pg 3- A#11

*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?”*

*Answer: Component information will be made available to vendor who attend the meeting via email.*

4. Will an equipment list be available, as well?

*Answer: DSP Aviation Unit will also provide vendor a list from the helicopters log books.*

5. Does the 412 operate in a max continuous power kit?

*Answer: No.*

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6. Reference pg. 13- Q 58

*Q58: "Will the DSP accept alternate terms without penalty of non-compliance as long as the OEM meets the intent of the warranty period? (Appendix A, Item 13.1, p9- RFP)*  
*A58: As long as the manufacture meet the term of the warranty.*

*Answer: Since there are different ways of writing and constructing a warranty, the review committee will review all submissions and take in consideration all warranties submitted. Please note the state position regarding same on page 36 of the RFP and refer to section 13, "Helicopter Warranty" found on page 9.*

7. Reference 14 –Q 65:

*"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?"*

What missions will the RFP being evaluated on?

*Answer: Refer to the evaluation sheets on pgs 16-18 of the RFP. DSP is looking at multi- mission aircraft capable of performing all missions.*

8. When the RFP mentions the flight demonstrations. We [the vendors] would like a timeline in order to better prepare when is DSP planning to have them?"

*Answer: The DSP staff who attend the mandatory pre bid meeting met immediately after and decided to hold the demonstrations during the first two weeks of January 2013. Notifications will be sent out sometime in the beginning of December.*

9. What equipment is necessary to have on the aircraft for the test performance? Flare, Hoist?

*Answer: We would prefer a demonstration aircraft which is as close to our mission configuration as possible (i.e. Hoist, FLIR, Searchlight). We also understand, based on aircraft availability, configuration and even the construction process of certain aircraft being bid that may not be possible. However, as per the RFP a aircraft must be supplied for testing which is of the make and model being bid.*

10. How important is the 4-Axis auto pilot?

*Answer; The 3 axis is not a deal breaker but DSP is looking at all options. IFR reserve vs. VFR reserve allows a safety cushion. Most pilots are flying with 4- axis. The selection committee will weigh all the pro and cons of both types and will evaluate each proposal fairly.*

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October 24, 2012

11. Reference Pg 9 – Q33:

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

Statement from Capt. Hagan- DSP will need to work in a trunk system and all radios must operate in 800mhz. and regarding Q33, vendor will need to explain more in detail what they actually questioning.

12. Reference pg. 11- Q48:

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

Answer: Type E or Jumbo D required.

13. Reference pg 12- Q52:

*Q52: What bios or industry information is necessary for subcontractors? Attachment does not list the questions that the suppliers are required to provide.*

Answer; Attachment 4 is not required for the RFP. The RFP boilerplates are provided by Office of Management and Budget (OMB) and since DSP did not provide any questions on pg 41, this attachment is not required.

14. Reference pg 13-Q56:

*Q56: “Please clarify the nature of any modifications or changes that could be requested after production has begun.”*

Answer: Depends on the vendor who gets the contract. OEM’s are all different and offer different options and kits.

15. Can we [the vendors] assume that amendment changes can be made?

Answer: Amendments are made after a contract has been awarded. Amendments are handled on a case by case basis. We are aware that no one can guarantee a certain type of equipment will be available from year to year. This is when amendments would be made detailing the substitute equipment and added to the contract to reflect changes.

**SHS-12-005 TwinEHelis**  
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October 24, 2012

16. Reference pg. 6 – Q21( 2<sup>nd</sup> part of question)

*Q21: Can DSP please provide weights to use for carry-on equipment required, if any?*

*Answer: 220 pounds are used as the calculated pilot's weight. Please refer to the Weights and Balance calculation spreadsheet (Appendix B in RFP) for additional weight required.*

17. Reference pg 11- Q45:

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

*Answer: Although the RFP spec states, " ...the ability to lower extremities..", actually, DSP requires the ability to raise the head only. The system should still be bid as a sled system; however, modifications may need to be made during the completion process to insure functionality and capability.*

18. Reference pg 12 -Q50:

How many additional equipment outlets are needed in the aircraft?

*Answer: Per the State of Delaware's Aero Medical Regulations, DSP is required to have at least two – one on each side.*

19. Reference pg 12-Q51:

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

*Answer: The DSP Aviation Unit does not use compressed air. DSP is looking at O2 system in aircrafts so, if needed, the Medics can plug into the oxygen system.*

20. Will there be additional negotiations for a vendors "best and final" offer?

*Answer: When submitting your proposal, we [DSP] hopes the vendor will submit their very best offer. Due to the timeline, DSP would like to avoid further delays by having to re- negotiate.*

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21. What if any NVG (night vision goggles) are currently used by DSP Aviation?

Answer: DSP would like to enhance and replace the current goggles used and are looking for something comparable to what is used today. The division currently uses Litten Model 939B – Class B.

22. References pg 11) Section 7.2( 2<sup>nd</sup> part)

The specs states... *“The primary litter must accommodate side loading of litter patient through the left side of aircraft cabin.”* Would DSP consider rear load?

Answer: Although Delaware EMS are currently trained on left side loading, it does not mean we [DSP] will not reconsider and re-train if necessary. All options will be considered.

23. When the helicopter is used for VIP transport, does DSP use the tactical seat?

Answer: During VIP missions, DSP will pull the current seats, remove the litters and replace the seat with standard seats.

24. What are the types of jobs preformed by the unit?

Answer; 60 % are EMS. There is no public use for the division helicopters.

25: What is the average size of persons repealing from the helicopters?

Answer: 300 pounds and above with full tactical gear.

26 Will the vendor get the specs on the current paint scheme of the helicopters?

Answer: DSP will send a photo of the 412 which can be used as a reference for the color of the new helicopters. .Note : the seals on the aircraft are hand painted.

**SHS-12-005 TwinEHelis**  
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27. What equipment will be removed from the current helicopter?

Answer: Here are the items that will come off N97SP and the replacement PN.

Rotor Brake Caliper Remaining 539	PN 407-540-304-101	SN 200	Accum Usage 2460.8
Rotor Brake Caliper Remaining 539	PN 407-540-304-101	SN 299	Accum Usage 2460.8
Tailboom Assy Remaining 1025	PN 407-030-801-107	SN 53458	Accum Usage 3974.8
Mast Pole Remaining 2161	PN 407-040-038-109	SN A-872	Accum Usage 2838.6