

How to Respond to the Invitation to Tender Aerial Firefighting Services 2014+



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HIGH LEVEL PROCESS

RECOMMENDED TENDERER TASKS

It is recommended that Tenderers apply the suggested process noted below. All documents are available on the www.nafc.org.au website. All of the documents are also available in the portal.

Review Documents

- NAFC Standards
- •ITT AFS document
- Specimen Contract
- Services Table
- Aircraft and Services
 Tender Form

Consider Response

- •Select aircraft and Services to respond to
- Multiple Services
- •Contract compliance
- •Compile response data

Complete

- Review the process for completing the response in the portal (shown below)
- Register in the portal
- •Complete the response
- Review and submit

REVIEW DOCUMENTS

Tenderers are expected to have thoroughly reviewed all of the documents below prior to commencing a response.

HOW TO RESPOND TO ITT AFS 2014+

Read this guide through before preparing to respond.

NAFC STANDARDS



Tenderers are expected to have reviewed and understood the NAFC Standards which are available and updated from time to time and the NAFC website: http://www.nafc.org.au

INVITATION TO TENDER AFS 2014+

The Invitation to Tender document is referred to here as the ITT.

INTRODUCTION

The introduction of the ITT presents contextual statements for the tender. This section also contains the definitions of common terms used throughout the tender. These definitions are consistent with those defined terms used in the Specimen Contract.

PART A - TERMS AND CONDITIONS OF THE TENDER

Part A of the ITT describes the plan for the stages of the tender, the conditions for participation and the method of lodgement.

PART B - SERVICE REQUIREMENTS

Part B of the ITT describes the Services required, availability and the contracting conditions and options and a range of requirements around delivery of the Services.

PART C - TENDER RESPONSE

Part C of the ITT describes the response, comprising nine sections:

Tenderer Information – Details of the organisation;

Declarations – Acceptance of the terms of the ITT and other items;

Executive Summary - a summary of the response;

Organisation – Details of the organisation structure, ownership, history and experience. The section also requires details of the skills and experience of the management and operations staff. This section includes financial information, incidents and current references

Management Systems – Details of the systems used to manage the organisation, such as Quality Management, Workplace Health and Safety, Emergency Response Plans, Flight Crew, etc.;

Infrastructure and Maintenance – Requires details of the facilities and maintenance support proposed for the Services;

Aircraft and Services – Proposed aircraft, aircraft specifications and Services tendered for. Detail of technical information is requested along with separate narrative documentation to support the technical data;



Contract Compliance – Confirmation of compliance to the AFS Specimen Contract and Schedules and to the Preferred and Optional clauses;

Pricing – Proposed Aircraft and Services are priced in detail.

Certification - Available certification such as Air Operators Certificate and others.

AFS SPECIMEN CONTRACT

The Services to be provided by the successful Tenderers will be in accordance with a contract based on the Specimen Contract. The Specimen Contract is available at the NAFC website Tenders page and on the portal.

AFS 2014+ TABLE OF SERVICES

The Services required for the ITT AFS Services 2014+ are defined in the document: AFS Services 2014+ Table of Services. This document is in both PDF and MS Excel format in the Job Info tab of the portal.

AIRCRAFT AND SERVICES TENDER FORM

The data required to be compiled on each aircraft and Service is defined in the Aircraft and Services Tender form (an MS Excel template) available on the Job Info tab of the portal.

Tenderers may begin compiling information based on the ITT AFS 2014+ and the documents available on www.nafc.org.au prior to the opening of the tender in the portal.



PREPARE TO RESPOND

Tenderers may tender for one or more of the individual Services. A single tender response should include all of the Services being tendered and all of the options offered for each Service. Only one tender response is permitted for each Tenderer.

Noted below are suggested subjects for consideration by Tenderers. These are not directions and should not be interpreted as the entire task of preparation. Refer to the ITT, Terms of Participation.

SELECT AIRCRAFT & SERVICES

Determine the specific Services to tender for. Refer to the AFS 2014+ Table of Services, Part B of the ITT and the Aircraft and Services Tender form.

MULTIPLE SERVICES

Perform analysis to determine the organisational capacity to perform Services and to deliver additional capability. Refer to the AFS 2014+ Table of Services, all of Part B of the ITT and the Specimen Contract.

CONTRACT COMPLIANCE

Consider the Service delivery, contractual commercial and financial risk in contract departures. Refer Part A and Part B of the ITT and the Specimen Contract. Consider the Preferred and Optional clauses and complete a compliance form in the portal.

COMPILE RESPONSE DATA

Tenderers will note, from the ITT response section, Part C, that there are 10 major response subjects. Of these one is most significant in scope and complexity: 'Aircraft and Services'.



HOW TO USE THE PORTAL

HOW THE PORTAL WORKS

The portal is a secure system with features that enable online tender submission and evaluation. The portal manages the documents and workflow of a tender. The major benefits are:

- Secure storage of data and immediate availability of tender documents and responses;
- No need for paper submissions or collation of a wide variety of data from dispersed sources;
- Consistent use of format and presentation of data to eliminate non-comparable submissions;
- Tenderers can re-open, amend and re-submit the response until the closing date, and;
- The system enables remote evaluation and a range of reporting tools.

Tenderers do not have to re-create ITT AFS documents or format and do not need to present their own form of response documents.

All the templates for completion are provided in each tab in the portal.

It's simply a document download, complete, save and upload process.

Some users may need to activate an 'Enable Edit' function in MS Word, when downloading files from the internet.

PORTAL ISSUES AND CONTACTS

For issues regarding the content of the ITT, any issue related to the Services, the Specimen Contract, and interpretation, direct enquires to tenders@nafc.org.au. No phone contact is permitted in relation to this ITT. Tenderers can also contact NAFC using the 'Contact Job Manager' button on the top right hand of every portal screen.

In most circumstances, answers to any questions submitted regarding the ITT AFS will be provided via email or as Addenda in the NAFC Electronic Tender Portal or via email. These Addenda will be available to all organisations who have registered in the portal for this ITT.

For issues related to access to the portal or the functions of the portal, direct these queries to support@langeconsulting.com.au.

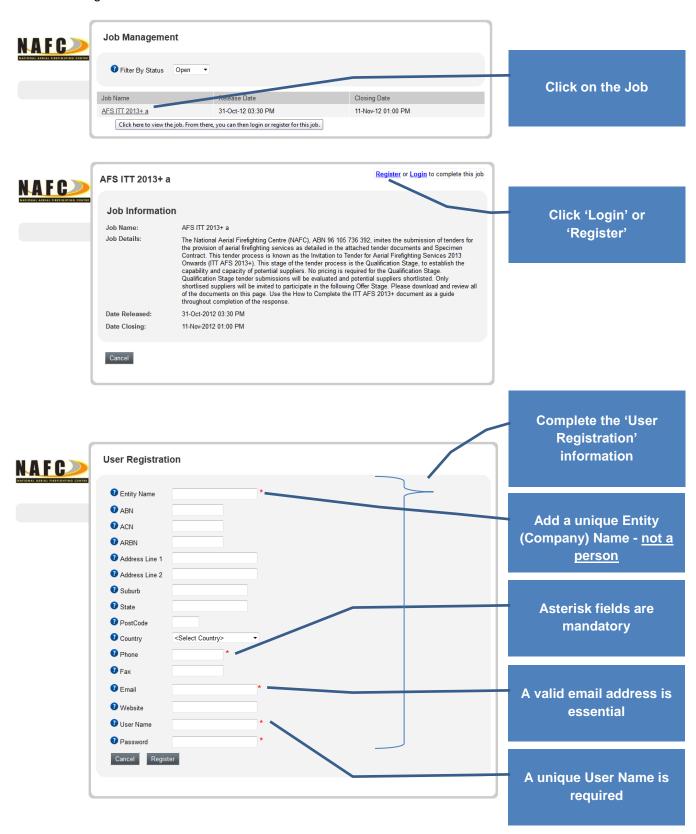
LOGGING INTO THE PORTAL

Users with an existing account can simply 'Login' at https://360users.apetsoftware.com.au/Jobs.aspx

NEW USERS: New Tenderers can 'Register' an account and then login. There is no other formal registration process. Use the following URL link to the tender portal: http://360providers.apetsoftware.com.au/Public/PublicJobs.aspx?Code=nafcatm



The portal terminology for a Tender is a 'Job'. Jobs appear when they have been released by NAFC. Proceed through three screens as follows:





RECOMMENDED PROCEDURE FOR COMPLETION

- Create three subdirectories on your local hard drive:
 - 1. **Job Info** for the supporting documents which make up the Tender. These are the files downloaded from the Job Info tab only;
 - 2. **Other Documents** for the support information and other data compiled by the Tenderer, and:
 - 3. **Response** for the documents that are to be downloaded from the 9 other response tabs, completed, saved and uploaded back to the portal.

In total, there are 11 tabs, or sections, in the portal (see below). The first section, 'Job Info', is a short definition of the ITT and provides copies of the major supporting documents. The final tab, 'Completion', is instructions only.

In between there are 9 tabs to complete, each of which include one or more response documents. As you go through the tabs each document must be downloaded, completed, saved and uploaded. These 9 sections correspond to each section of Part C of the ITT.

Following Registration, always use the following link to log on and complete further work on the response. http://360providers.apetsoftware.com.au

- Download all of the Job Info tab Supporting Documents to the Job Info subdirectory you created on your local drive. These are the reference documents for the ITT. Review all of the documents before you begin preparing a response.
- Go back into the portal and complete the download files in 10 tabs, one by one. Save to your local drive and then upload them into the portal as you complete them.
- Review and then submit the response in the portal. Whilst completing tabs, keep the Job Info Supporting Documents and Part C of the ITT nearby for reference.

Guide notes are provided below for completion of each tab in the portal.



IMPORTANT ADDITIONAL NOTES

Following Registration, always use the following link to log on and complete further work on the response.

https://360providers.apetsoftware.com.au

The format and order of the response templates downloaded from the portal must not be amended or reorganised. Please do not change any file names.

In all the response documents from the Executive Summary tab through to Aircraft and Services Tenderers are able to provide answers to questions in 'free-form', that is the forms allow a response that is as extensive as Tenderers determine is appropriate. While NAFC encourages thorough responses, please attempt to be concise.

Tenderers are invited to attach additional visual material (graphical, narrative or pictorial) at particular points in the response. Only materials relevant to the tab subject should be uploaded. Tabs where additional uploads are not permitted are the Executive Summary, Contract Compliance and Completion tabs. Please use the following naming convention when attaching additional files: Company Name_File Name, e.g.: Aeroworld_AOC.doc.To upload additional files, simply press the Upload files button on the relevant tab.

If you would like to move ahead to a tab or simply download all of the response documents, use the tabs to navigate directly.

Tenderers can re-open, amend and re-submit the response until the closing date.

Before submitting a response, Tenderers should:

- a. Take all steps to ensure that the tender is free from anything that might reasonably affect useability or the security or operations of NAFC's electronic portal and/or NAFC's computing environment;
- Ensure that tender files do not contain macros, script or executable code of any kind unless that specific material has previously been supplied and approved in writing by NAFC; and
- c. Ensure that the tender complies with all file type, format, naming conventions, or other requirements advised by NAFC.

Tenderers must allow sufficient time for tender lodgement, including time that may be required for any problem analysis and resolution with NAFC's electronic tendering portal prior to the closing date.

Please ensure you make yourself aware of NAFC's electronic tendering portal process if you are not familiar with it.

Tenderers should lodge their tender in accordance with the requirements set out in Part A of the ITT. Failure to comply with any or all of these requirements may result in the tender not uploading successfully or may eliminate the response from consideration.



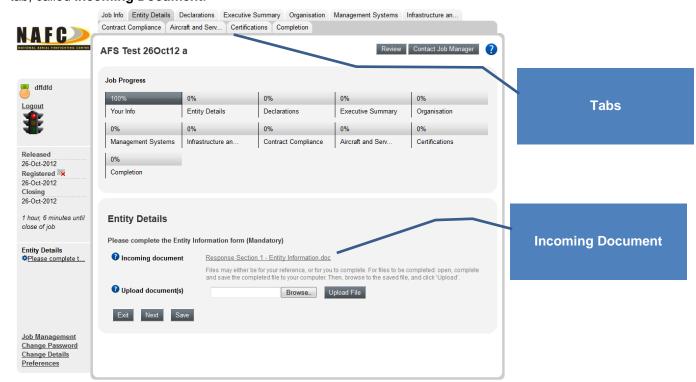
DOWNLOADING AND UPLOADING

The simplest way to remember the process for the 9 tabs is:



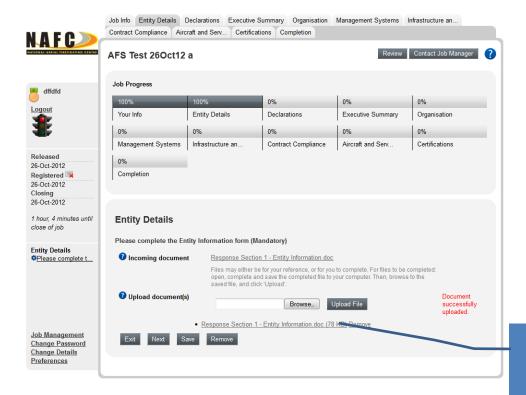
There is only one exception to this process. The 'Aircraft and Services Tender' form (an MS Excel workbook) where the data about the aircraft and Services tendered is input for the response. This form is provided in the Job Info tab (the first tab). However, it will be requested to be uploaded at response tab 'Aircraft and Services' (the eighth tab).

All the download documents in the 9 response tabs are situated in the same position on each portal tab, called **Incoming Document**:





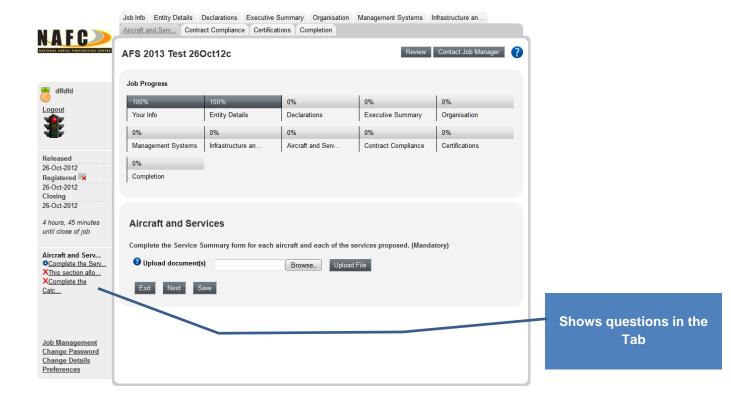
Step	In the Portal	On your Local Drive
1	Click on the Incoming Document . This will open a file or your system will request where you want to save it.	
2		Save the file to your Response subdirectory and do not change the name of the file. Your response will be completed in each of these files.
3		Complete the file content as requested.
4		Save and close the file in your subdirectory
5	Return to the portal and upload the document by pressing Browse . Retrieve the document from the Response subdirectory. When selected, press Upload File . The portal will show the message: Document successfully uploaded	
6	Press the Save button and proceed by pressing the Next button.	



The uploaded file



Note the message block close to the bottom of the left column. This shows the questions in the tab that the Tenderer is responding to. Users can click between them if they want to check their response in progress.



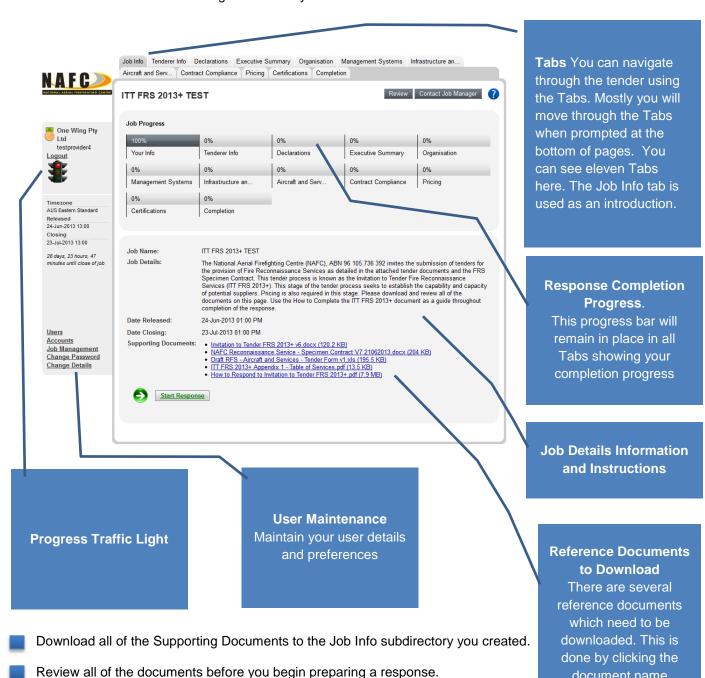


COMPLETE THE RESPONSE

TAB: JOB INFO

Number of Files to Download

Once the Job is selected, the Job Info screen will show. The tabs, Job Progress and left sidebar sections will be the same throughout on every tab.



document name



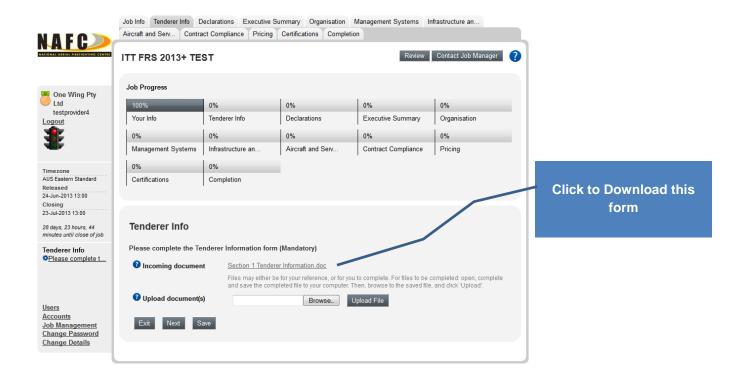
TAB: TENDERER INFORMATION

Number of Files to Complete

1

This is a 'Download / Complete & Save / Upload' tab.

The download form requires information on the tendering entity and related entities.





TAB: DECLARATIONS

Number of Files to Complete

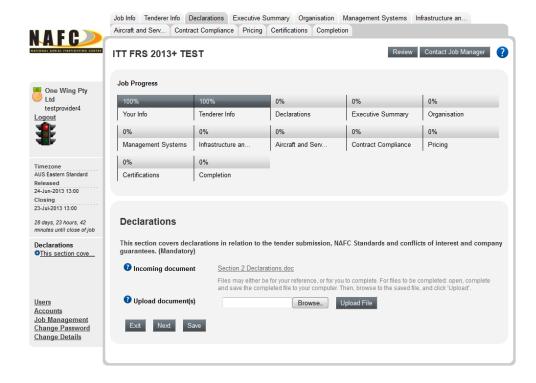
1

This is a 'Download / Complete & Save / Upload' tab.

The download form requires:

- 1. In submitting this tender, pursuant to the Electronic Transactions Act 1999 (Cth), the person identified by the user registration is duly authorised by the responding organisation to submit this tender. If this is the case then enter your name and the word "Agree".eg "Mary Smith Agree". If this is not the case, write the reason why you do not agree with the statement;
- 2. The Tenderer to confirm that they have read and understood the Invitation to Tender Part A Terms and Conditions of Tender and confirm that they will comply with ITT Part A. (Note: If there is any qualification or reservation of rights, the response may be set aside.);
- 3. The Tenderer to confirm that they have not identified any conflict of interest or perceived conflict of interest that may arise if their tender is accepted and;
- 4. The Tenderer to confirm that they will ensure that where a Tenderer is a subsidiary company or proposes to contract as a trustee, a guarantee or indemnity is given by the parent company in respect of the Tenderer's obligations.

The questions in this form can also be viewed in Part C of the ITT.



How to Respond to ITT AFS 2014+



TAB: EXECUTIVE SUMMARY

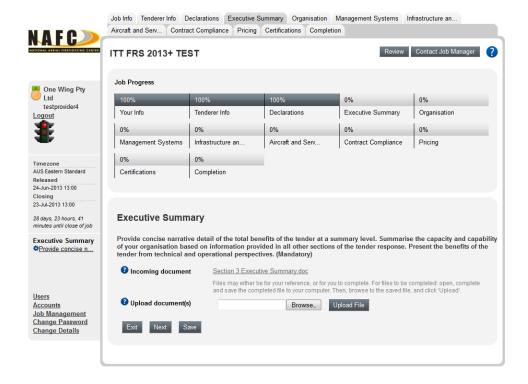
Number of Files to Complete

- 1

This is a 'Download / Complete & Save / Upload' tab.

The download form requires a summary of the Services proposed by the Tenderer.

Only text content should be used with no visual material.





TAB: ORGANISATION

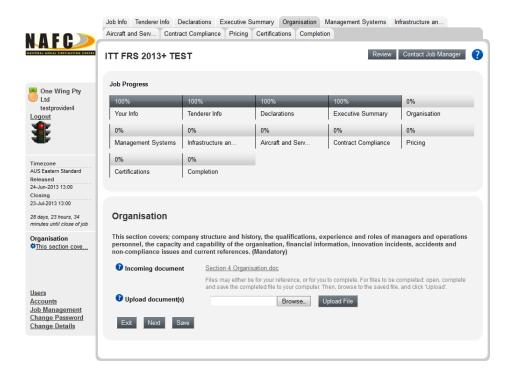
Number of Files to Complete

1

This is a 'Download / Complete & Save / Upload' tab.

The download form requires a range of information about the Tenderer's organisation and capabilities.

Relevant diagrams and tables may be included in the response.





TAB: MANAGEMENT SYSTEMS

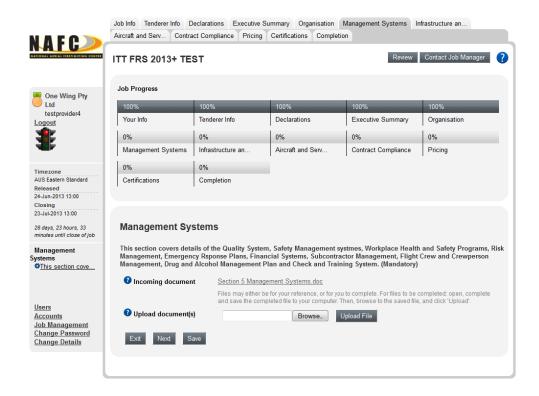
Number of Files to Complete

1

This is a 'Download / Complete & Save / Upload' tab.

The download form requires a range of information about the Tenderer's management systems.

Relevant diagrams and tables may be included in the response.





TAB: INFRASTRUCTURE AND MAINTENANCE SYSTEMS

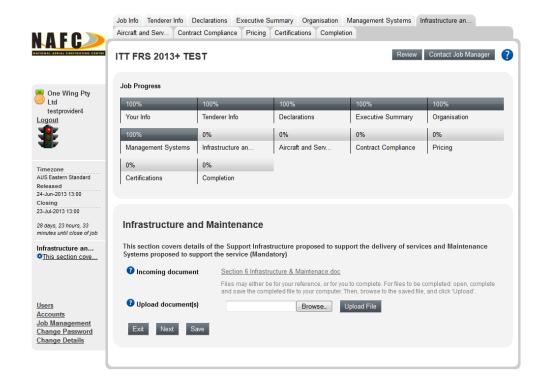
Number of Files to Complete

1

This is a 'Download / Complete & Save / Upload' tab.

The download form requires a range of information about the Tenderer's infrastructure and maintenance systems.

Relevant diagrams and tables may be included in the response.





TAB: AIRCRAFT AND SERVICES

Number of Files to Complete

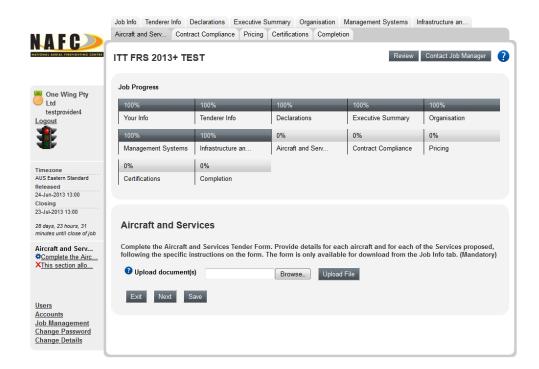
2

This is a 'Download / Complete & Save / Upload' tab. Note that there are 2 download files in this tab.

The first download, the 'Aircraft and Services Tender form', is only available for download at the Job Info tab. This form (an MS Excel workbook) requires a range of information about the Tenderer's aircraft and Services. Instructions on how to complete the form appear on the first page of the workbook.

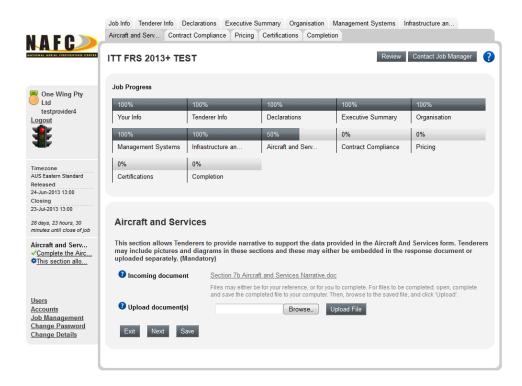
The instructions and questions in the 'Aircraft and Services Tender form' are **not** shown in Part C of the ITT.

The completed 'Aircraft and Services Tender form' should be uploaded to this tab.





The second download form, called 'Aircraft and Services Narrative', requires a range of narrative information to support the data provided in the 'Aircraft and Services Tender form'. Relevant diagrams and tables may be included in the response.





TAB: CONTRACT COMPLIANCE

Number of Files to Complete

1

This is a 'Download / Complete & Save / Upload' tab.

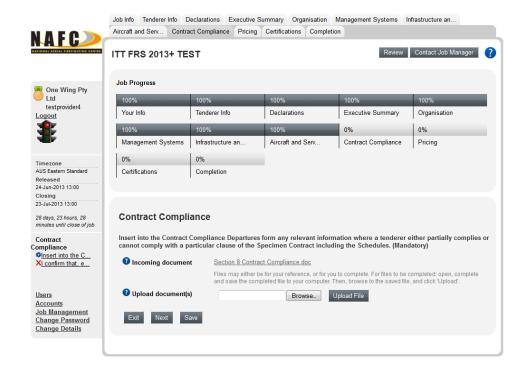
The first download form requires a range of information about the Tenderer's compliance to the Specimen Contract clauses and Schedules.

NAFC no longer requires a complete Compliance Statement, where Tenderers are required to state the extent of compliance with every individual clause of the Specimen Contract. Instead, a Contract Departures statement must be completed, along with a single statement that all other relevant clauses are complied with.

In order to prepare the Contract Departures form, the Tenderer should:

- Carefully examine each clause of the Specimen Contract, including the Schedules;
- Complete the downloaded Contract Departures form, identifying only those clauses and Schedules of the Specimen Contract which are of concern and, if appropriate, propose an alternate drafting of the particular clause(s).
- Make a statement (the next question in the portal) that all other applicable clauses, excepting those noted in the Contract Departures form, are complied with.

<u>This form includes a second table</u> requiring information about the Tenderer's compliance to the Preferred and Optional clauses of the Specimen Contract. A final screen will then request confirmation of the compliance with the remainder of the Specimen Contract.





TAB: CERTIFICATIONS

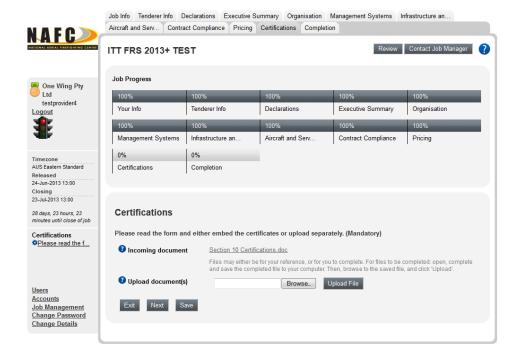
Number of Files to Complete

1

This is a 'Download / Complete & Save / Upload' tab.

The form requests any supporting Certification that can be provided by Tenderers.

Relevant scanned material may be included in the response.





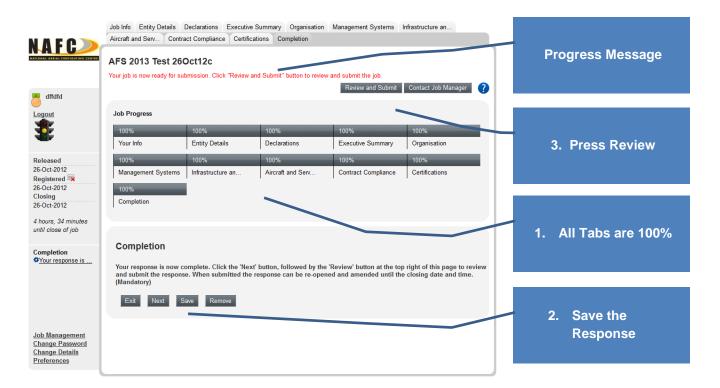
TAB: COMPLETION

Number of Files to Complete

(

This screen simply notes the completion of the tabs and prompts to Save before proceeding.

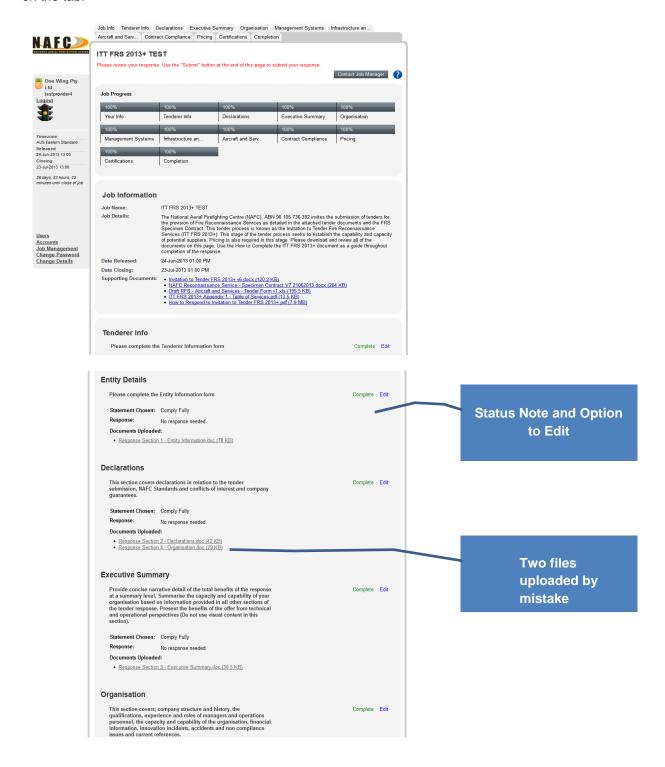
- 1. Check all tabs are 100% complete
- 2. Save the response
- 3. Press 'Review'



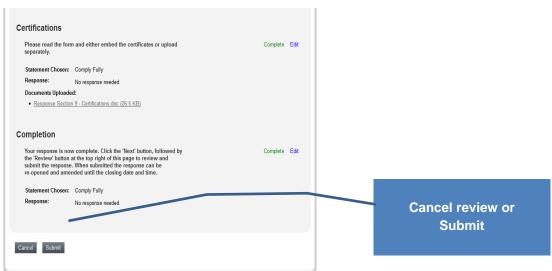
A response is not fully conforming until all tabs in the response are complete and reviewed.



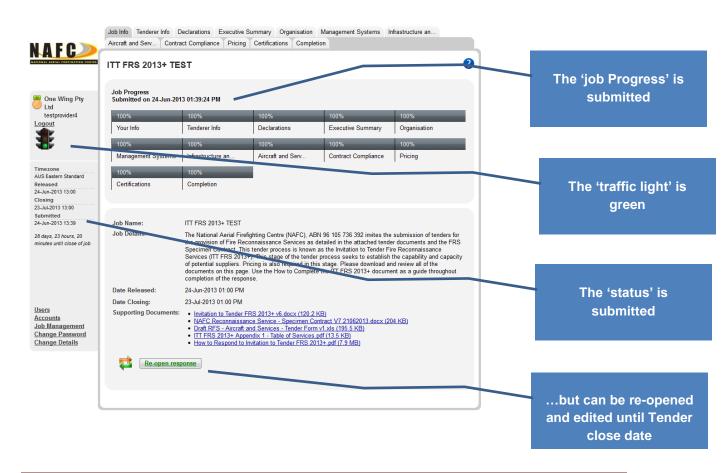
Next, a long page shows with a report on every tab. On the left hand side are the response tab questions and a status note. **Ignore** the 'Statement Chosen' and 'Response' note. Check that the correct response document has been uploaded. In the example below two files have been uploaded. To correct the errror, click the Edit button on the right hand side of the page and the Remove button on the tab.







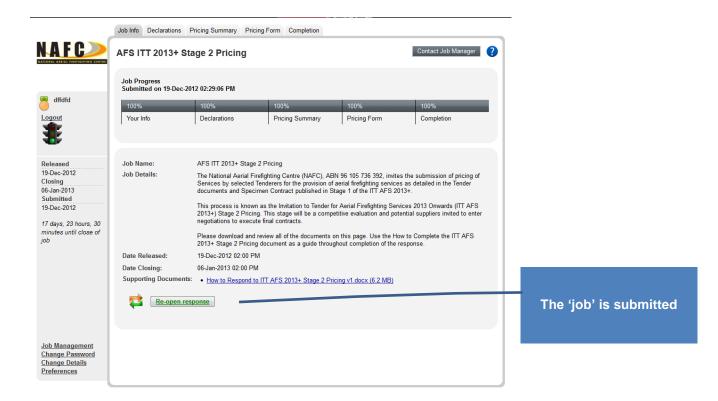
After checking all the sections, press the Submit button. The response is now complete. However, Tenderers may re-open, amend and re-submit the response right up to closing date. If the Submit button is not visible, it means that you have not completed the response or have not viewed all of the messages on the Job Info tab. Once submitted, the following page will now appear and you will get a confirmation email:



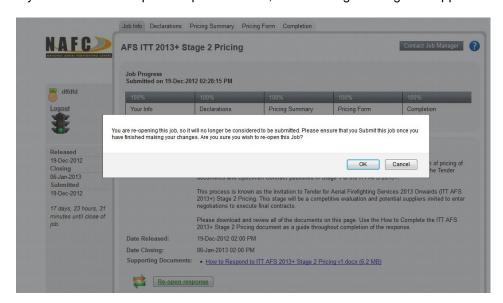


The response is now complete and submitted.

RE-OPENING AND RE-SUBMITTING A RESPONSE



If you select the Re-open Response button, the following message will appear:



Note that clicking OK to the above message will re-open your response. This is like pulling your response back out of the tender box. You will need to once again review and submit your response via the Completion tab. You must follow the procedure to review and re-submit your



response even if you make no amendments to your submission. If you do not resubmit your response, it will not be registered and evaluated.