

How to Respond to the
Request for Proposals
Airborne Remote Sensing Services
for
Strategic Intelligence & Reconnaissance 2015+

(RFP ASIR 2015+)



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HIGH LEVEL PROCESS

RECOMMENDED TASKS

It is recommended that Proposers apply the process noted below. The key documents are available on the NAFC website (www.nafc.org.au). All of the documents are available in NAFC's Electronic Tender Portal (NETP).

Review Documents

- •NAFC Standards / Guidance Notes
- •RFP ASIR document
- Specimen Contract
- Aircraft Data 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

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

HOW TO RESPOND TO RFP ASIR 2015+

Read this guide through before preparing to respond.

NAFC STANDARDS & GUIDANCE NOTES

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



REQUEST FOR PROPOSALS ASIR 2015+

The Request for Proposals document is referred to here as the RFP.

PART A - INVITATION

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

PART B - TERMS AND CONDITIONS OF PROPOSALS

Part B of the RFP describes the plan for the stages of the proposal, the conditions for participation and the method of lodgement.

PART C - SERVICE REQUIREMENTS

Part C of the RFP describes the Services required, availability levels, the contracting conditions and options and a range of requirements around delivery of the Services including specialist tasks.

PART D - RFP RESPONSE

Part D of the RFP describes the response, comprising ten sections:

Proposer Information – Details of the organisation.

Declarations – Acceptance of the terms of the RFP and other items.

Proposal 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, Safety Management, Workplace Health and Safety, Subcontractor and Partner Management, Flight Crew and Crewperson Management, etc..

Infrastructure and Maintenance – Details of the facilities and maintenance support proposed for the Services.

Aircraft, Systems & Services – Details relating to the proposed aircraft, aircraft specifications, systems and Services submitting for. Detail of technical information is requested along with separate narrative documentation to support the technical data.

Proposed Pricing – Details pertaining to the aircraft, systems and Services being submitted.

Compliance – Confirmation of compliance to the RFP ASIR 2015+ document and the NAFC Specimen Contract and Schedules and to the Preferred, Strongly Preferred and Optional sections/clauses.



Certifications - Available certification such as Air Operator's Certificate and others.

NAFC SPECIMEN CONTRACT

The Services to be provided by the successful Proposer 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 NETP.

AIRCRAFT - DATA FORM

The information required to be compiled on each aircraft submitted is defined in the Aircraft - Data Form (an MS Excel template) available on the Job Info tab of the portal.

PREPARE TO RESPOND

Proposers may submit for one or more of the individual Services. A single response should include all of the Services being proposed and all of the options offered for each Service. Only one proposer response is permitted for each Proposer.

Noted below are suggested subjects for consideration by Proposers. These are not directions and should not be interpreted as the entire task of preparation. Refer to the Part B of the RFP (Terms and Conditions of Proposals).

SELECT AIRCRAFT & SERVICES

Determine the specific Services to submit for. Refer to the RFP Table of Services (Section 2.1 of Part C of the RFP).

MULTIPLE SERVICES

Perform analysis to determine the organisational capacity to perform the Services and to deliver additional capability. Refer to the RFP Table of Services (Section 2.1 of Part C of the RFP) and the NAFC Specimen Contract.



RFP & CONTRACT COMPLIANCE

Consider the Service delivery, contractual commercial and financial risk in contract departures. Refer to the RFP and the NAFC Specimen Contract. Consider the 'Preferred', 'Strongly Preferred' and 'Optional' sections and clauses and complete a compliance form in the portal.

COMPILE RESPONSE DATA

Proposers will note, from the RFP response section, Part D, that there are 10 major response sections. Of these one is most significant in scope and complexity (Section 7: Aircraft, Systems & Services).

HOW TO USE THE PORTAL

HOW THE PORTAL WORKS

The NAFC Electronic Tender Portal (NETP) is a secure system with features that enable online tender/proposal submissions. The portal manages the documents and workflow of a proposal. The major benefits are:

- Secure storage of data and immediate availability of proposal 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;
- Proposers can re-open, amend and re-submit the response until the closing date, and;
- The system enables a range of reporting tools.

Proposers do not have to re-create RFP ASIR 2015+ 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 is mostly a document download, complete, save and upload process.

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

PORTAL ISSUES AND CONTACTS

For issues regarding the content of the RFP, any issue related to the Services, the NAFC Specimen Contract, and interpretation, direct enquires to tenders@nafc.org.au. No phone contact is permitted in relation to this RFP. Proposers 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 RFP ASIR 2015+ will be provided via email and/or as Addenda in the NAFC Electronic Tender Portal and/or on the NAFC website. These Addenda will be available to all organisations who have registered in the portal for this RFP.

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

EXISTING USERS:

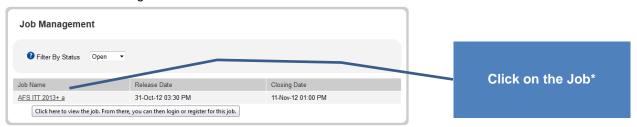
Users with an existing account can simply 'Login' at https://360users.apetsoftware.com.au/Jobs.aspx

NEW USERS:

New Proposers can 'Register' an account and then login (this includes those who have registered previously for other NAFC tender procurement processes through this system). There is no other formal registration process. Use the following URL link to the tender portal:

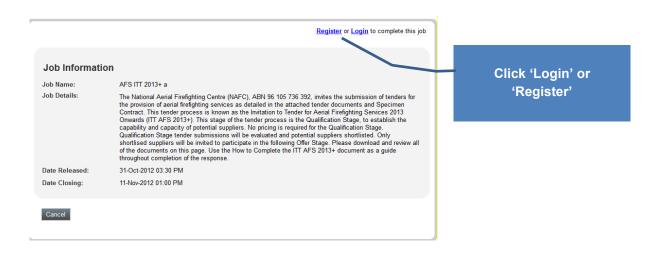
http://360providers.apetsoftware.com.au/Public/PublicJobs.aspx?Code=nafcatm

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



^{*} Note that the Job name will read: 'RFP ASIR 2015+'





If registering for the first time, complete the following steps.

User Registration Entity Name ABN Add a unique Entity ACN (Company) Name - not a ARBN person Address Line 1 Address Line 2 Suburb State Asterisk fields are PostCode mandatory Country <Select Country> Phone Fax Email Website A valid email address is User Name essential Password A unique User Name is required



RECOMMENDED PROCEDURE FOR COMPLETION

Create three subdirectories on your local hard drive:

1. Job Info:

For the supporting documents which make up the Proposal. These are the files downloaded from the Job Info tab only;

2. Other Documents:

For the support information and other data compiled by the Proposer, and;

3. Response:

For the documents that are to be downloaded from the 10 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 RFP and provides copies of the major supporting documents.

Following 'Job Info' are **10 tabs**, each of which requires completion of one or more response forms/documents. As you go through the tabs each document must be downloaded, completed, saved and uploaded. These 10 tabs correspond to each section of Part D of the RFP.

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 RFP. 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 D of the RFP 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 forms downloaded from the portal must not be amended or reorganised. Please do not change any file names.

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

Proposers 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 File' button on the relevant tab.

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

Proposers can re-open, amend and re-submit the response until the closing time/date.

Before submitting a response, Proposers should:

- take all steps to ensure that the proposal is free from anything that might reasonably affect useability or the security or operations of NAFC's Electronic Tender Portal and/or NAFC's computing environment;
- ensure that proposal 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 proposal complies with all file type, format, naming conventions, or other requirements advised by NAFC.

Proposers must allow sufficient time for proposal lodgement, including time that may be required for any problem analysis and resolution with NAFC's Electronic Tender Portal prior to the closing date.

Please ensure you make yourself aware of NAFC's Electronic Tender Portal process if you are not familiar with it.

Proposers should lodge their submission in accordance with the requirements set out in Part B of the RFP. Failure to comply with any or all of these requirements may result in the proposal not uploading successfully or may eliminate the Proposer from consideration.



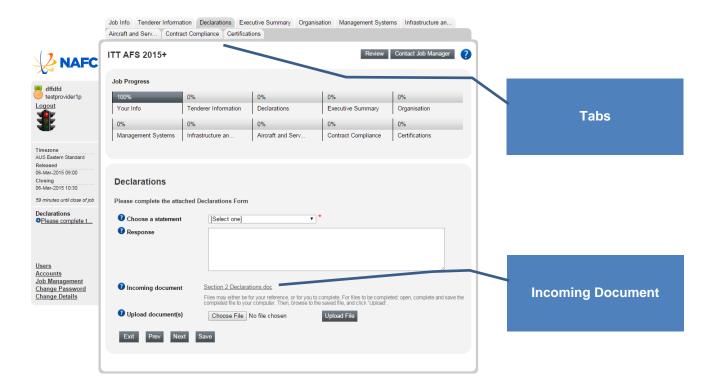
DOWNLOADING AND UPLOADING

The simplest way to remember the process for the 10 tabs is:



There is only one exception to this process. The 'Aircraft - Data' form (an MS Excel workbook) where the data about the aircraft being submitted 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, Systems & Services' (the eighth tab).

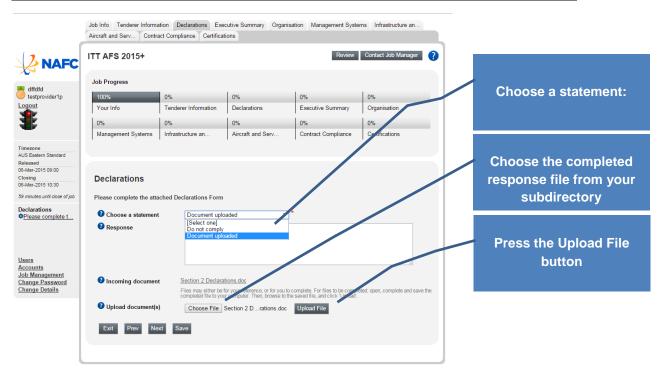
All the download documents in the 10 response tabs are situated in the same position on each portal tab, called **Incoming Document**:



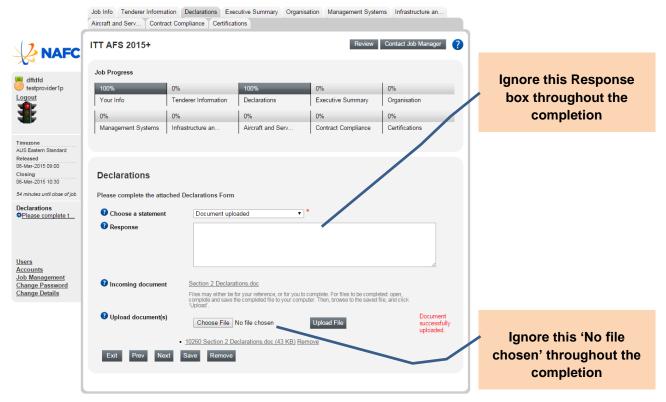


At each tab, where a response is required to be completed, follow the following steps

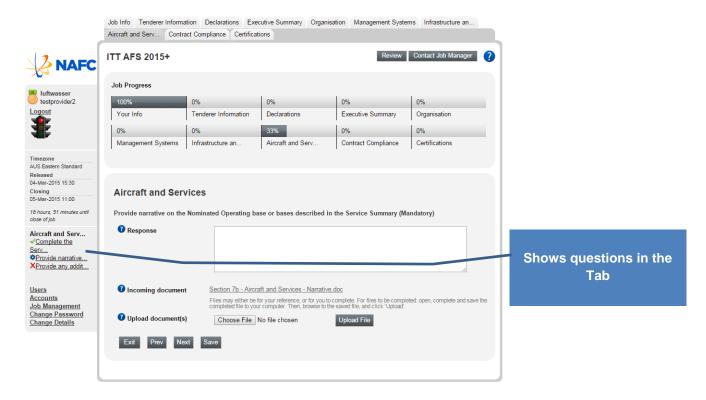
Step	In the Portal	On your Local Drive
1	Click on the Incoming Document . This will open a file or your system will request where you want to save it.	
2		Save the file to your Response subdirectory and do not change the name of the file. Your response will be completed in each of these files.
3		Complete 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 1. Choose a statement 'Document Uploaded' 2. Choose File. 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.	







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





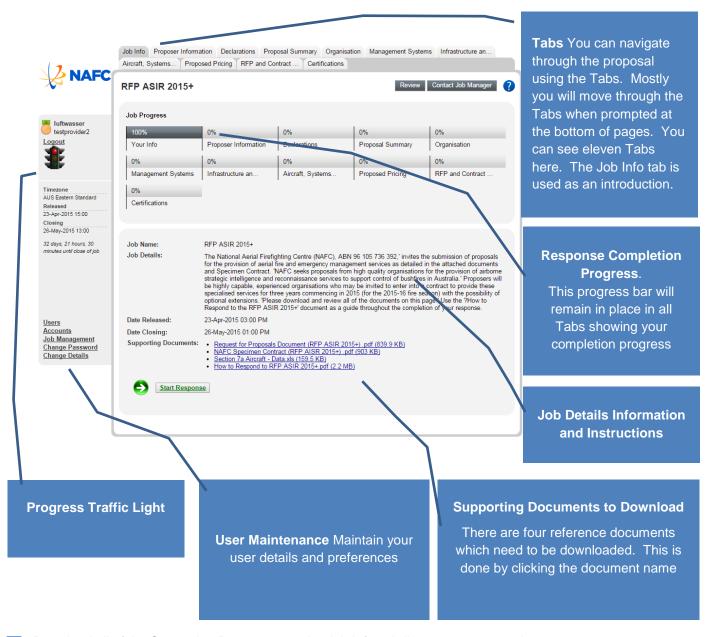
COMPLETE THE RESPONSE

TAB: JOB INFO

Number of Files to Download

1

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.



- Download all of the Supporting Documents to the Job Info subdirectory you created
- Review all of the documents before you begin preparing a response.



TAB: RESPONDER INFORMATION

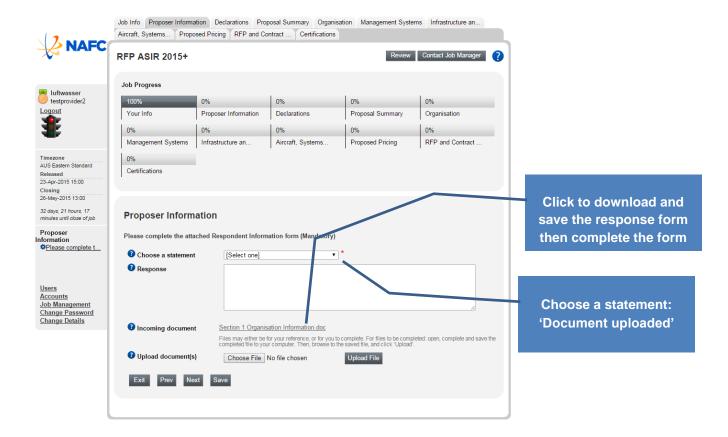
Number of Files to Complete

1

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

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

The questions in this form can also be viewed in Section 1 of Part D of the RFP.





TAB: DECLARATIONS

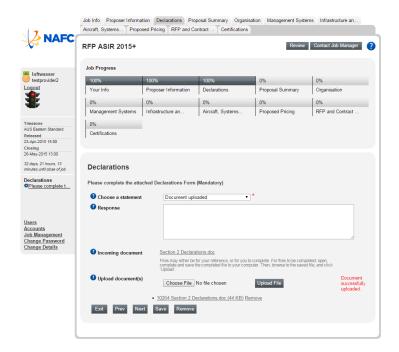
Number of Files to Complete

-

This tab is a 'Download / Complete & Save / Upload' tab. The download response form requires:

- 1. In submitting this proposal, 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 proposal. If this is the case then enter your name and the word "Agree" e.g. "Mary Smith Agree". If this is not the case, write the reason why you do not agree with the statement;
- 2. The Proposer to confirm that they have read and understood the Request For Proposals, Part B, Terms and Conditions of Proposals and confirm the Proposer will comply with the RFP Part B. If this is the case then enter the word "Agree". If this is not the case, write the reason why you do not agree with the statement. Proposers risk having their response set aside if NAFC considers any qualification or reservation of rights in relation to the standards or terms of proposals to be unacceptable or unmanageable;
- 3. The Proposer to confirm that in submitting this proposal the organisation has identified that no conflict of interest or perceived conflict of interest could arise if their proposal is accepted. If this is the case then enter the word "Agree". If this is not the case, write the reason why you do not agree with the statement;
- 4. Where a Proposer is a subsidiary company or proposes to contract as a trustee, the Proposer will ensure a guarantee or indemnity is given by the parent company in respect of Proposer's obligations. If this is the case then enter the word "Agree" or "Not applicable". If this is not the case, write the reason why you do not agree with the statement.

The questions in this form can also be viewed in Section 2 of Part D of the RFP. Your completed response should look like this:





TAB: PROPOSAL SUMMARY

Number of Files to Complete

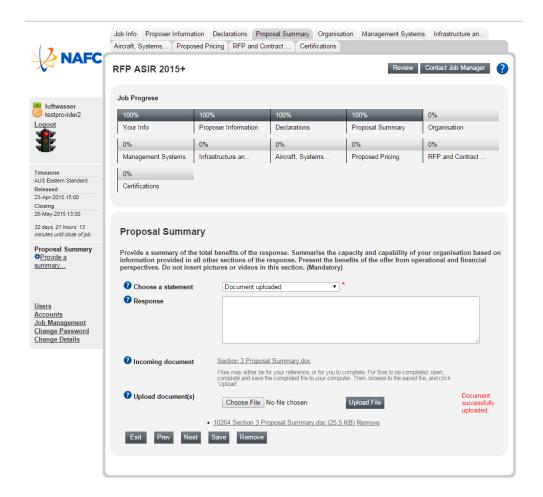
•

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

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

Only text content should be used with no visual material.

The question in this form can also be viewed in Section 3 of Part D of the RFP.





TAB: ORGANISATION

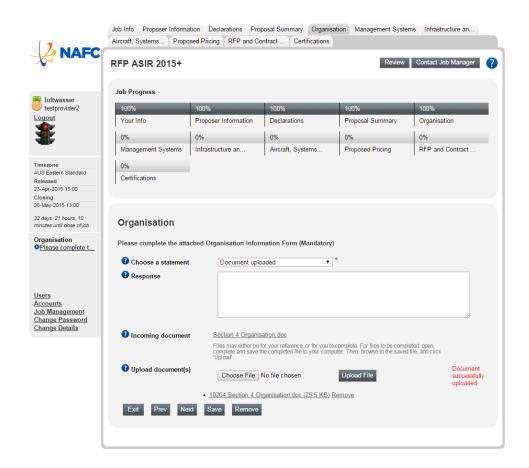
Number of Files to Complete

1

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

The download response form requires a range of information about the Proposer's organisation.

Relevant diagrams and tables may be included in the response. The questions in this form can also be viewed in Part D of the RFP.





TAB: MANAGEMENT SYSTEMS

Number of Files to Complete

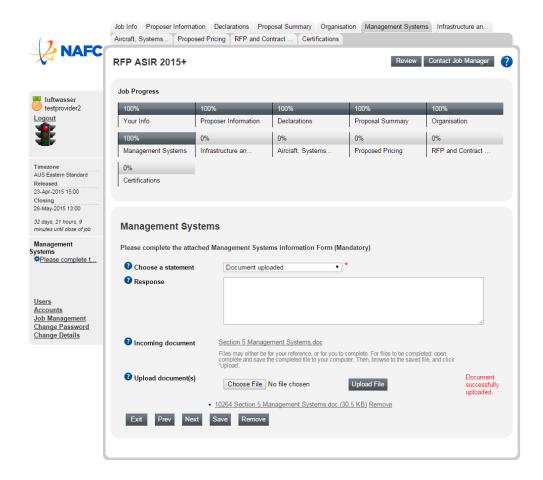
•

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

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

Relevant diagrams and tables may be included in the response.

The questions in this form can also be viewed in Section 5 of Part D of the RFP.





TAB: INFRASTRUCTURE AND MAINTENANCE

Number of Files to Complete

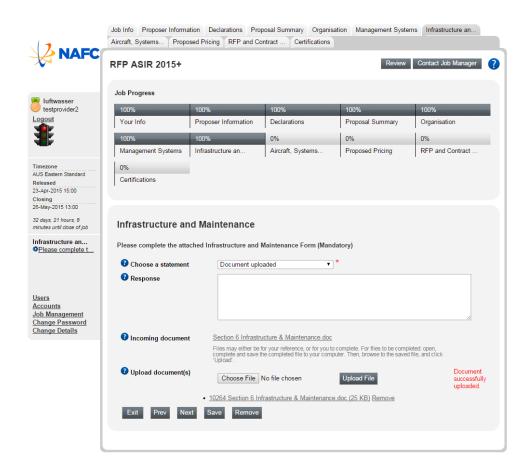
•

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

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

Relevant diagrams and tables may be included in the response.

The questions in this form can also be viewed in Section 6 of Part D of the RFP.





TAB: AIRCRAFT, SYSTEMS AND SERVICES

Number of Files to Complete

4

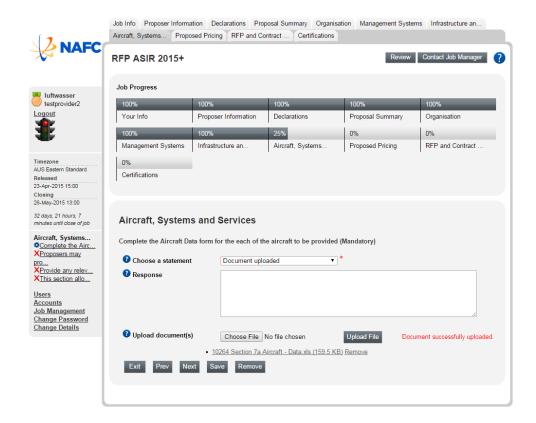
This is a 'Download / Complete & Save / Upload' tab. Note that there are 4 download files in this tab, as shown below.

Form	Source of form
Aircraft - Data	from the Job Info tab
Aircraft - Narrative	in this tab
Systems - Narrative	in this tab
Services - Narrative	in this tab

The first download file, the 'Section 7a Aircraft – Data" form is only available for download at the Job Info tab. This form (an MS Excel workbook) requires a range of information about the Proposer's aircraft. Instructions on how to complete the form appear on the first page of the workbook.

The instructions and questions in the 'Section 7a Aircraft – Data' form are not shown in Part D of the RFP.

The completed 'Section 7a Aircraft – Data' form should be uploaded to this tab. After uploading,

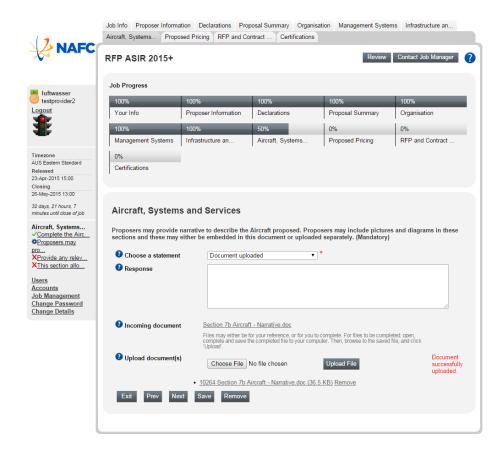




The second download file, called 'Section 7b Aircraft - Narrative', requires a range of narrative information to support the data provided in the 'Section 7a Aircraft – Data' form. Relevant diagrams and tables may be included in this response.

The questions in this form can also be viewed in Section 7 of Part D of the RFP.

After uploading the 'Section 7b Aircraft – Narrative' response form, the completed response should look like this:

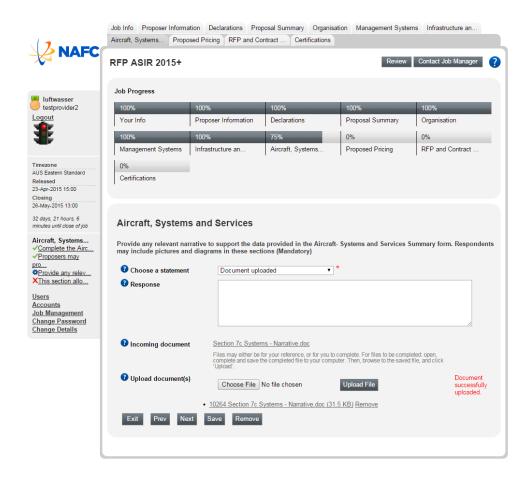


The third download file, called 'Section 7c Systems - Narrative', requires a range of narrative information regarding the sensors, processing, data communications and other systems/sub-systems being proposed. Relevant diagrams and tables may be included in this response.

The questions in this response form can also be viewed in Section 7 of Part D of the RFP.



After uploading the 'Section 7c Systems – Narrative' response form, the completed response should look like this:

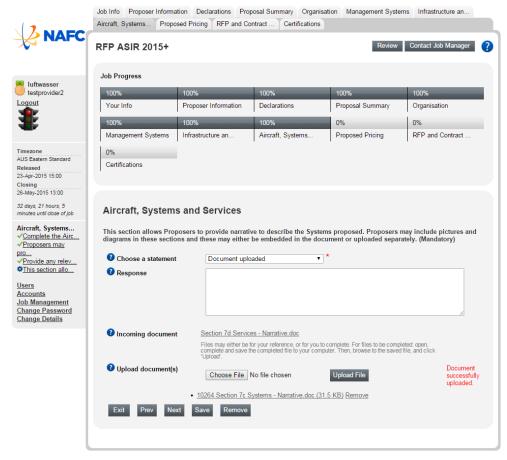


The fourth download file, called 'Section 7d Services - Narrative', requires a range of narrative information regarding the combination of aircraft, sensors and other systems being proposed. Relevant diagrams and tables may be included in this response.

The questions in this response form can also be viewed in Section 7 of Part D of the RFP.

After uploading the 'Section 7d Services – Narrative' response form, the completed response should look like this:







TAB: PROPOSED PRICING

Number of Files to Complete

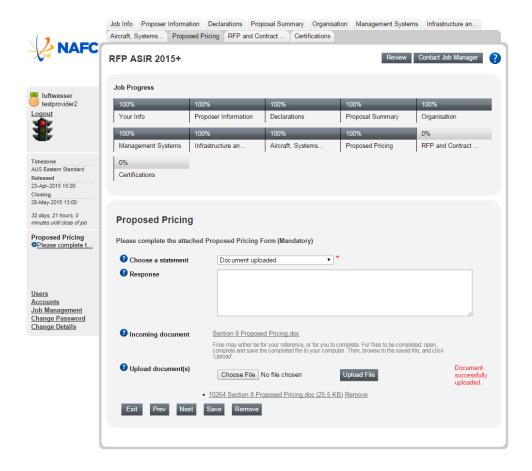
•

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

The download response form requires a range of information about the proposed pricing including alternative pricing scenarios in relation aircraft, systems and services being proposed.

Relevant diagrams and tables may be included in the response.

The questions in this form can also be viewed in Section 8 of Part D of the RFP.





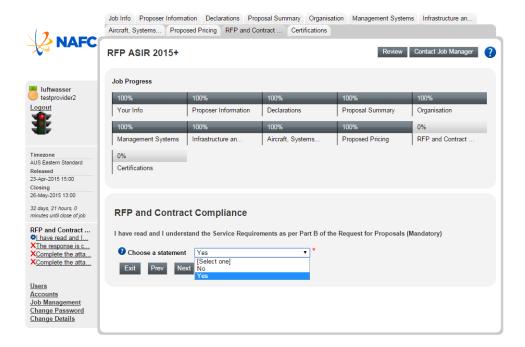
TAB: RFP & CONTRACT COMPLIANCE

Number of Files to Complete

2

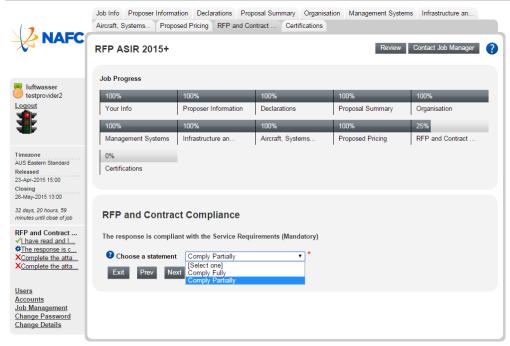
This tab contains two pages where questions are answered by selection from a dropdown box. These are followed by two 'Download / Complete & Save / Upload' pages.

First, did you read and understand all of the requirements of the RFP?



Second, does your response fully comply with the requirements?





Now, there are 2 files in this tab to download / complete and save and then upload.

The first download response form 'Section 9a Compliance – Departures' requires, if applicable, information regarding the Proposer's compliance to the Specimen Contract clauses including Schedules.

NAFC does not require a complete Compliance Statement, where Proposers are required to state the extent of their 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.

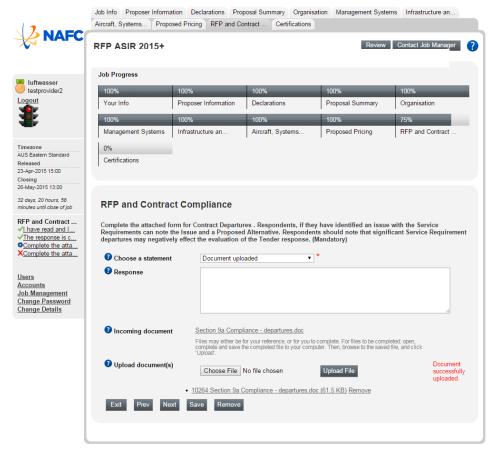
In order to prepare the Contract Departures form, the Proposer should:

- Carefully examine each clause of the Specimen Contract, including the Schedules;
- Complete the downloaded 'Section 9a Contract Departures' form, identifying only
 those clauses and Schedules of the Specimen Contract where the Proposer either
 'partially complies' or 'cannot comply' 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 'Section 9a Contract – Departures' form, are complied with.

The requirements for this form can also be viewed in Section 9 of Part D of the RFP.

After uploading the 'Section 9a Compliance – Departures' response form, the completed response should look like this:



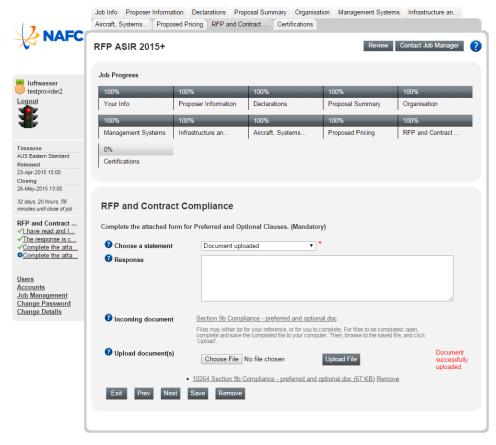


The second download file, called 'Section 9b Compliance – Preferred and Optional', requires Proposers to provide a response regarding specific sections of the Request for Proposals document and clauses of the Specimen Contract including applicable Schedules as outlined in the '9b Compliance – Preferred and Optional' response form.

The requirements for this form can also be viewed in Section 9 of Part D of the RFP.

After uploading the 'Section 9b Compliance – Preferred and Optional' response form, the completed response should look like this:







TAB: CERTIFICATIONS

Number of Files to Complete

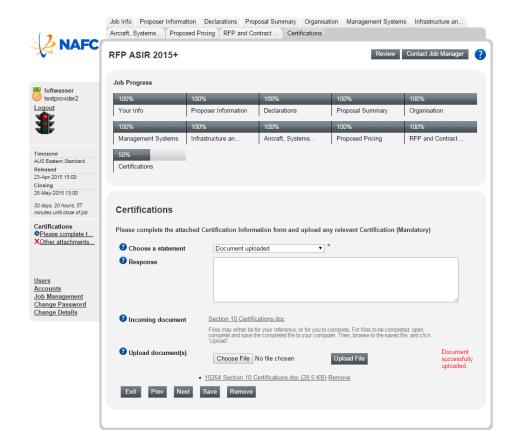
1

This is a 'Download / Complete & Save / Upload' tab. The response form requests any supporting Certification that can be provided by Proposers.

Relevant scanned material may be included in the response.

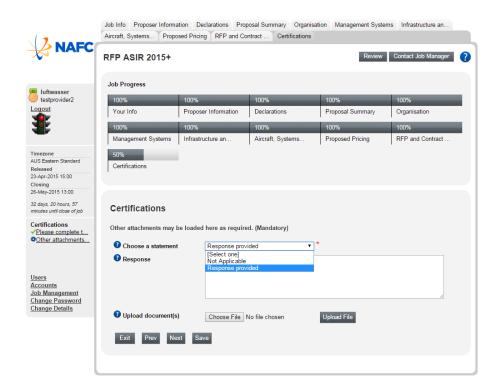
The requirements for this form can also be viewed in Section 10 of Part D of the RFP.

After uploading, your response should look like this:





The final part of Certification is a space where Proposers can attach any further documents that may be relevant to the response. In the 'Choose a statement' dropdown box, you can decide whether to attach any further documents, or not.



Now, follow the guide to completion and submission of the response.

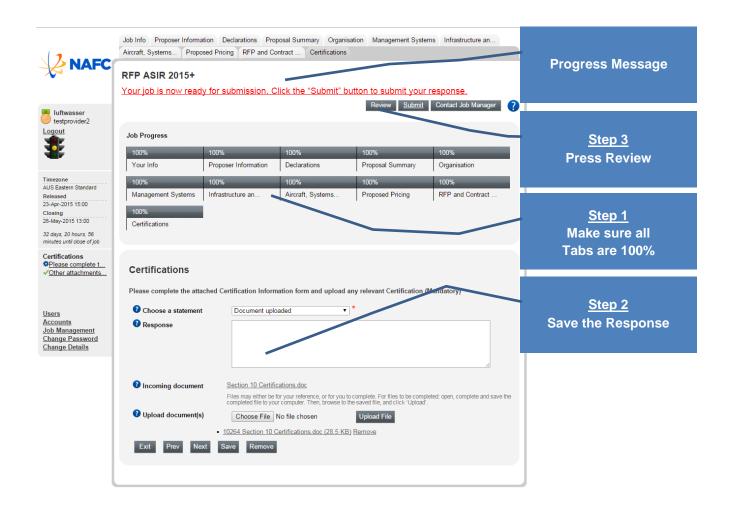


COMPLETION

Number of Files to Complete

C

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



A response is not submitted until all tabs in the response are 100% and the traffic light is green. NAFC recommends you review before pressing 'Submit'.

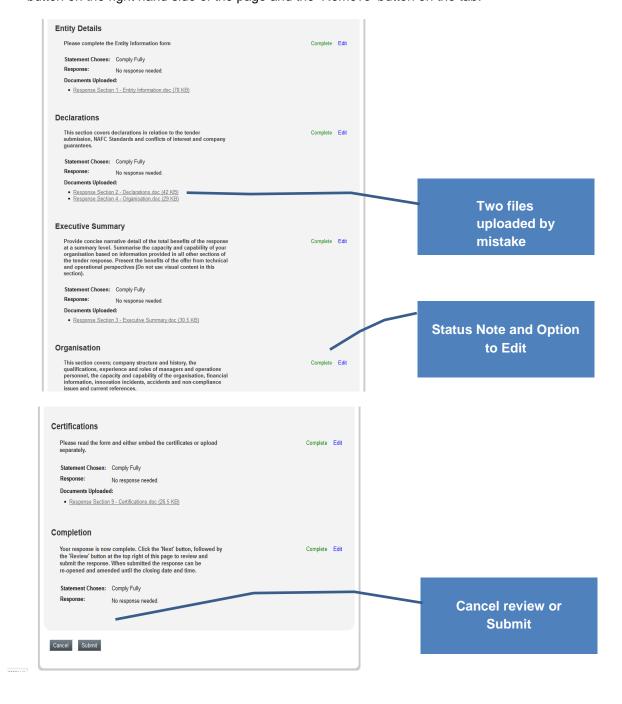
How to Respond to RFP ASIR 2015+



If you pressed the 'Review' button please note the following;

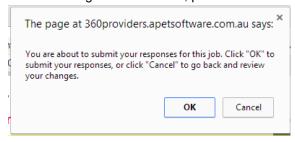
- a. A long page shows with a report on every tab.
- b. On the left hand side are the response tab questions and a status note.
- c. Ignore the 'Statement Chosen' and 'Response' notes.
- d. Check that the correct 'response document' has been uploaded.

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.



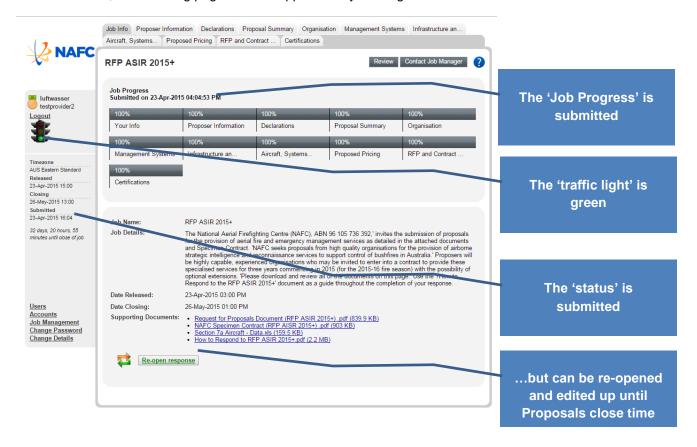


After checking all the sections, press the 'Submit' button (the following statement box will appear).



If you press 'OK' the response is now complete.

Once submitted, the following page will now appear and you will get a confirmation email.



The response is now complete and submitted.

Proposers may re-open, amend and re-submit the response right up to closing time/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.



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.

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HAVE YOU GOT A GREEN TRAFFIC LIGHT?

If 'Yes' then your response is submitted

If you have a 'Red' or 'Amber' then your response is not submitted (hold the mouse over the traffic light to see a message indicating what needs to be completed)