# Invitation to Tender, Aerial Firefighting Rotary Wing Services, 2021+

# Response Form 3 – Tender Questions

*Please complete, save and upload this form following the instructions found in the Invitation to Tender document.*

*NAFC strongly recommends that tenderers read each question carefully and ensure that responses address the question. Note especially that some questions request detailed, concise or summary information which should be considered guidance as to the level of detail to be provided.*

## SECTION 3 TENDER EXECUTIVE SUMMARY

## Tender Executive Summary

*Provide concise narrative detail of the total benefits of the tender at a summary level. Summarise the capacity and quality of your organisation based on information provided in all other sections of the tender response. Present the benefits of the tendered solution from technical and operational perspectives.*

*The Executive Summary is intended to give a high-level overview of the stand-out features of the submission, setting the tone for what evaluators should expect.*

<Insert your response here>

**SECTION 4 ORGANISATION**

**4.1 Company Structure and Ownership**

*Provide detailed information relating to the company structure and ownership of the organisation tendering for the Services. Include any details of recent changes in ownership or structure.*

<Insert your response here>

## 4.2 Company History and Industry Experience

*Provide a concise history of the organisation and its experience in the provision of Aerial Firefighting or other relevant services.*

<Insert your response here>

## 4.3 Key Management and Operational Staff

*Provide summary information on the qualifications, experience and roles of key personnel who manage the organisation and who are proposed to manage the delivery of Services. Include details of management structure and reporting lines.*

*Provide summary information on the qualifications, experience and roles of key operational personnel involved in delivery of the proposed Services. This may include qualifications, training licences, ratings, endorsements, skills, competencies and experience.*

<Insert your response here>

## 4.4 Organisational Capacity

*Provide detailed information on the capacity and capability of the organisation to deliver the Services.   
  
Capacity includes total fleet managed, growth opportunities, specialisations, ability to provide redundancy capacity and additional aircraft.*

*Where tendering for multiple services and/or varying aircraft Types, provide detailed information as to how your organisation is able to scale capability to support all Services being tendered for.*

<Insert your response here>

## 4.5 Innovation

*Provide a concise summary of any research, development and innovation activities of the organisation as they relate to Aerial Firefighting, fire management and related operations.*

<Insert your response here>

## 4.6 Culture

*Provide information relating to organisation's culture and values. Provide concise details of how your organisation's culture and values apply when working with the fire and emergency management sector.*

<Insert your response here>

## 4.7 Financial

*Provide summary details of the organisation's financial position. Include the last 3 financial years' balance sheets (Statement of Financial Position) and profit and loss statements (Statement of Financial Performance). Include other relevant information such as financial referees, bankers, auditors and guarantors.*

<Insert your response here>

## 4.8 Incidents, Accidents, Non-Compliance & Show Cause

*Describe your organisation's process to manage incidents, accidents and near misses. Include details of how any findings or lessons learned have been incorporated into future business practices.*

*Provide details of all incidents, accidents, non-compliance or show-cause notices for the tenderer’s company and affiliated companies in the last 5 years.*

*Failure to disclose all incidents, accidents, non-compliance or show-cause will result in negative evaluation consideration.*

<Insert your response here>

## 4.9 Current References

*Provide any current references that demonstrate, or details of any referees who can comment on, the tenderer's capabilities and experience in the delivery of aerial firefighting or similar services.*  
*Ensure that you have confirmed with your nominated referees that they may be contacted by NAFC during the evaluation process.  
  
Where referees have not been confirmed prior to being included in the tender response will result in negative evaluation consideration.*

<Insert your response here>

## SECTION 5 MANAGEMENT SYSTEMS

## 5.1 Quality Management Systems

*Provide summary of organisational quality management including any Quality Management System in place or proposed. Include any certification to an appropriate Australian or International Standard such as the ISO9000 series.   
  
Describe how your quality management system would apply when providing the Services tendered.*

<Insert your response here>

## 5.2 Safety Management System

*Provide a summary of organisational safety management including any Safety Management System in place or proposed. Provide any additional information that illustrates the tenderer’s other systems for managing safety of operations. Describe how your safety management system would apply when providing the Services tendered.*

<Insert your response here>

## 5.3 Workplace Occupational Health & Safety Program and Systems

*Provide summary information relating to the tenderer’s commitment to occupational health and safety of Personnel including information relating to an effective workplace safety program in accordance with legislative requirements.*

<Insert your response here>

## 5.4 Risk Management System

*Provide summary details of any organisational risk management policy, strategy, plan or system that is in place or proposed.*

<Insert your response here>

## 5.5 Emergency Response Plans

*Provide summary details of any Emergency Response Plans in place. This may include any plans as to how your organisation would respond in the event of an aircraft accident, environmental spill or other relevant emergency.*

<Insert your response here>

## 5.6 Financial Systems

*Provide summary details of systems in place to manage the organisation’s finances, including systems to maintain records and to ensure prompt and accurate invoicing.*

<Insert your response here>

## 5.7 Flight and Other Crew Management

*Provide detailed information relating to the management of flight and other crew to be utilised for the Services being tendered. This may include flight & duty time management, rostering and monitoring of currency.*

<Insert your response here>

## 5.8 Fatigue Management

*Provide detailed information regarding the systems and processes in place to effectively manage any fatigue in flight and ground crew.  
Provide details as to which CASA Fatigue Management rule you will follow for the duration of the contract and how this will be managed for the Services you are tendering for.*

<Insert your response here>

## 5.9 Check and Training System

*Provide detailed information regarding the organisation’s Flight Crew and Aircrew check and training system, include details of how your organisation’s approach will comply with the CASA’s and other regulations that are relevant to the type of operations you propose.*

*Provide details regarding how the organisation will ensure compliance with contract requirements, including, but not limited to:*

*• Basic Wildfire Awareness; and*

*• Aircraft Underwater Escape Training (where required); and*

*• Low level flight and obstacle avoidance (where required); and*

*• Recognition and recovery from unexpected low visibility situations; and*

*• Winching/rappelling and low hover emplaning and deplaning (where required).*

<Insert your response here>

## SECTION 6 INFRASTRUCTURE AND MAINTENANCE

## 6.1 Support Infrastructure - Organisation

*Provide detailed information related to infrastructure within the organisation which will support the delivery of tendered Services. Include any outsourced maintenance, infrastructure or other capabilities that will be used to provide the tendered Services.*

<Insert your response here>

## 6.2 Support Infrastructure - Operating Base

*Provide detailed information related to company infrastructure at the proposed Nominated Operational Base, or other company base, which will support the delivery of tendered Services. Further detail about support services at the proposed Nominated Operational Base should be provided in Section 7: Aircraft and Services. If proposing mobile mixing and loading facilities, please detail these in the question in Section 7: Aircraft and Services (not here).*

<Insert your response here>

## 6.3 Maintenance Services

*Provide concise details of:*

* *the systems of maintenance for the aircraft proposed to supply the tendered Services.*
* *aircraft maintenance capabilities, capacity and facilities, including provision for in-field and out-of-hours maintenance.*
* *access to spare parts. Demonstrate how the proposed access to spare parts will support the continued delivery of the tendered Services.*

*Describe how maintenance will be provided if the Service NOB away from the organisation's home base.*

<Insert your response here>

## SECTION 7 AIRCRAFT AND SERVICES

## 7.1 Aircraft Tendered

*Enter details of each and every aircraft being tendered in ARENA. Follow the specific instructions found in the Invitation to Tender document.*

*Checklist:*

* *Have you entered each and every aircraft you wish to tender into ARENA?*
* *Have you completed all of the details of each aircraft being tendered in ARENA?*
* *Have you uploaded required documents and photos for each aircraft in ARENA?*

<No response required here. Details to be entered in ARENA>

## 7.2 Overview

*Provide a brief narrative that gives an overview of the Aircraft put forward for the Services being tendered.*

*Identify and explain any situations where the tenderer considers that the provision of multiple Services by the organisation will offer synergies and benefits.*

<Insert your response here>

## 7.3 Firebombing Delivery Systems

*Other than the information provided in ARENA, provide any additional narrative relating to the Firebombing Delivery System(s) (i.e. Tanks and Buckets and associated systems).*

*Include details of:*

* *any specific make, model and version numbers where applicable*
* *any certification, grid or other testing, and history of operational use of this type of system.*
* *any certification restrictions applying with the Firebombing Delivery System fitted such as; airspeed limitations, the ability to carry passengers etc.*
* *the water carrying capacity for each Firebombing Delivery System (e.g. tank and back-up bucket) and, where appropriate, each possible configuration of the Firebombing Delivery Systems.*
* *how the delivery system is controlled and what controls are available such as coverage levels, split loads and selectable doors.*
* *how, and when, the delivery system can be filled, both on the ground and in flight.*

*Where appropriate include details of:*

* *how a controlled flow of the drop is obtained and what levels of control are available.*
* *any onboard gel and or foam mixing capabilities, include details of concentrate capacities, compatible foam or gel types, number of loads typically carried before reloading.*
* *how the snorkel is stowed or retracted and any limitations the snorkel’s position places on aircraft operations.*
* *how the aircraft can fill from salty or brackish water and any limitations when filling from salty or brackish water.*
* *time, resources and equipment required to reconfigure the aircraft from tank to bucket, or tank to sling load configuration etc.*

<Insert your response here>

## 7.4 Aircraft Modifications and Performance Enhancement

*Provide details of how the Airtankers and Supervision Aircraft have been modified or optimised to provide the performance required for Aerial Firefighting operations. Include descriptions of airframe modifications, weight reduction strategies and of any performance enhancing devices that may be fitted to the aircraft being proposed.*

<Insert your response here>

## 7.5 Avionics & Communications

*Other than the information provided in ARENA, provide any additional narrative relating to the avionics and communications equipment to be utilised in the provision of the Services being tendered. These may include, amongst other things, radios, avionics, telephony, public address systems and siren systems.*

*Include narrative on how it is proposed to install ancillary radios so that rapid changeover of radios can be achieved if required. Include detail of any relevant enhanced avionics such as ADSB, TCAS or GPWS, or any other safety enhancement systems. For aircraft tendered for Air Attack Supervision, Air Observing, Winching and Rappel roles provide additional details of equipment used by agency staff including intercom systems and radio selectors.*

*Note: Tenderers are advised to read and understand the details of "NAFC Standard OPS-020 Avionics and Communications" before responding to this question.*

<Insert your response here>

## 7.6 Recording Systems

*Provide details of crash resistant Flight Data Recorders, Cockpit Voice Recorders and cockpit environment recorders or similar equipment, for each aircraft proposed.*

<Insert your response here>

## 7.7 Global Positioning Systems

*Other than the information provided in ARENA, provide details relating to the Global Positioning Systems to be utilised in the aircraft being tendered.*

*Include details of how the GPS system will support the requirements of the services being tendered for. Where appropriate supply details of any moving map or situational awareness display.*

*Note: Tenderers are advised to read and understand the details of "NAFC Standard OPS-013 Aircraft GPS-GNSS" before responding to this question.*

<Insert your response here>

## 7.8 Tracking System

*Other than the information provided in ARENA, provide any additional narrative relating to the tracking systems to be utilised in the aircraft. Where appropriate include details of tracking for refueller and any other support vehicle being tendered. Include an outline of how the data will be delivered into AFAMS.*

*Note: Event reporting and messaging is covered in following questions.*

*Note: Tenderers are advised to read and understand the details of "NAFC Standard OP-005 Tracking, Event Reporting & Messaging" before responding to this question.*

<Insert your response here>

## 7.9 Engine and Flight Event Reporting System

*Provide a description of the event reporting system being used to report engine start/stop and flight events in the aircraft being tendered.*

*Include details of the sensors or devices that will be used to trigger engine and flight events.*

*Note: Tenderers are advised to read and understand the details of "NAFC Standard OP-005 Tracking, Event Reporting & Messaging" before responding to this question.*

<Insert your response here>

## 7.10 Firebombing Event Reporting System

*Where appropriate provide a description of the firebombing event reporting system to be utilised in the firebombing aircraft being tendered.*

*Include details of:*

* *the sensors or devices that will be used to trigger firebombing events, specifically detail how start and end of substantive flow is measured.*
* *the sensors or devices that will measure the product volume in the tank or bucket and how much is dropped.*

*Where appropriate include details of the sensors or devices that will be used to measure height above ground.*

*Note: Tenderers are advised to read and understand the details of "NAFC Standard OP-005 Tracking, Event Reporting & Messaging" before responding to this question.*

<Insert your response here>

## 7.11 Messaging System

*Where appropriate provide a description of the messaging system to be utilised in the aircraft being tendered.*

*Note: Tenderers are advised to read and understand the details of "NAFC Standard OP-005 Tracking, Event Reporting & Messaging " before responding to this question.*

<Insert your response here>

## 7.12 Aircraft Trend Monitoring Systems

*Provide the details of any automated engine and flight parameter monitoring and recording system (e.g. ‘HUMS’ type trend monitoring systems.). Where an automated system is not used include details on the tenderer’s approach to manual trend monitoring.*

<Insert your response here>

## 7.13 Night Visual Flight Rules & Instrument Flight Rules

*If tendering for Services involving flight under the Night Visual Flight Rules and / or Instrument Flight Rules, and other than the information provided in ARENA, provide details as to how the required outcomes will be delivered. This may include, amongst other things, any limitations as to when NVFR and IFR flight may be conducted, maintenance of aircrew qualifications and currency for NVFR and IFR flight and any relevant aircraft and tenderer capabilities.*

<Insert your response here>

## 7.14 Nominated Operational Base

*Provide any additional information relating to the Nominated Operational Base(s) being proposed for each Service. Include details of how the proposed base location, support vehicles and/or arrangements will support the services being tendered for.*

<Insert your response here>

## 7.15 Response and Turnaround Times

*Provide information as to how long it will normally take for the tendered aircraft to be ready to become airborne following the receipt of a dispatch notification.*

*Include a breakdown of the sequence of events required before the aircraft is ready to become airborne.*

*Include details of how many minutes it will take for the pilot to get to the aircraft, prepare the aircraft to start, start all engines, and complete all required daily and pre-flight inspections and safety checks for the tendered aircraft, at the tendered base.*

*Include details for each of the following three scenarios: cold start (e.g. first start of the day with aircraft parked with covers on and daily inspection not yet completed), warm start (e.g. aircraft previously prepared for minimum start time) and restart (e.g. aircraft requested to restart immediately after a shutdown)*

*Provide details of any limitations, or external factors, which may affect aircraft response and turnaround times.*

*Where appropriate this information may be provided in tabular form.*

<Insert your response here>

## 7.16 Notice Period

*Provide any information regarding conditions relating to the tendered Notice Period.*

<Insert your response here>

## 7.17 Partial Availability Services

*If tendering for Services which are indicated to be Partial Availability, provide information regarding partial availability conditions you propose. Demonstrate how these availability conditions enhance the suitability and capability of the proposed Services.*

<Insert your response here>

## 7.18 Availability of Aircraft Outside of Service Period

*Provide information regarding the projected availability of contracted Aircraft outside the Service Period.*

<Insert your response here>

## 7.19 Fuelling Facilities / Refueller

*Provide details relating to any fuelling facilities being tendered to support the aircraft being tendered. Include details of both fixed and mobile fuelling facilities.*

<Insert your response here>

## 7.20 Alternative and Additional Capabilities

*Provide information not provided elsewhere on any alternative and/or additional capabilities offered by the tenderer’s organisation.*

<Insert your response here>

## 7.21 Passenger Carriage Capability Calculations

*Detail the Passenger Carrying Capability (PCC) of each aircraft being tendered.*

*Clearly set-out the calculations used to determine the Passenger Carrying Capability (PCC) for each aircraft tendered.*

*Include details of any configuration, operation or approval limitations on reaching the maximum number of passengers for each aircraft tendered.*

*Note: Tenderers are advised to read and understand the details of “NAFC Standard PR-003 Definition of passenger carrying capability – firefighting aircraft” before responding to this question.*

<Insert your response here>

## 7.22 Aircraft Performance Enhancement

*Provide details of how the tenderer proposes to appropriately optimise the performance of aircraft for Aerial Firefighting operations. Include descriptions of weight reduction strategies and of any performance enhancing devices that may be fitted to the aircraft being tendered. This may include, for example, engine/propeller/rotor modifications, vortex generators and tail boom strakes on Rotary Wing aircraft and so on.*

*For Rotary Wing aircraft include evidence of minimum ground clearance for the aircraft with, and without, any firebombing tank attached. Include information about any extended height skids and steps and/or modifications to skids and steps.*

<Insert your response here>

## 7.23 Specialist Intelligence Gathering Equipment

*If tendering for Services designated as Specialist Intelligence Gathering then provide details as to how the required outcomes will be delivered. This may include, amongst other things, details regarding:*

*• infrared & daylight imaging devices,*

*• image processing, rectification & data integration systems,*

*• recording, storage & retrieval of acquired data,*

*• storage & retrieval of other digital data e.g. map layers for integration with acquired data,*

*• in-aircraft displays,*

*• broadband point-to-point communications to deliver data-intensive information to ground users (if applicable),*

*• wide area communications to deliver compressed or selected images & other data to users on the ground,*

*• systems for measuring & recording ambient atmospheric conditions & transmitting meteorological data to selected ground users,*

*• integration of in-aircraft systems,*

*• any relevant aircraft and Supplier capabilities not otherwise included in ARENA.*

<Insert your response here>

## 7.24 Night Vision Imaging Systems

*If tendering for Services to conduct operations aided by a Night Vision Imaging Systems (NVIS) then provide comprehensive details as to how the required outcomes will be delivered.*

*Include details of how you propose to gain, or maintain, CASA approval for conducting NVIS aerial firefighting (night firebombing) or NVIS aerial firefighting support (supervision) as appropriate to the tendered Services.*

*Include details of how you propose to conduct NVIS aerial firefighting (night firebombing) or NVIS aerial firefighting support (supervision) operations.*

*Include, amongst other things, details regarding:*

*• the make and model of the proposed NVIS / NVG equipment,*

*• any approvals, certifications and manufacturers Safety Bulletins required to operate the equipment,*

*• appropriate Operations Manuals supplements (note the complete manual is not necessarily required at this stage, but include at least the Contents Pages),*

*• check and training system,*

*• proposed crewing levels and crew rostering and crew management arrangements,*

*• maintenance levels and schedules proposed for the equipment,*

*• any other relevant aircraft and organisational capabilities not otherwise included in ARENA.*

<Insert your response here>

## 7.25 Activation Systems

*Provide details of the communications systems and backup systems that the tenderer proposes to receive notices of activation or dispatch for the aircraft to carry out tasks.*

<Insert your response here>

## 7.26 Aircraft Type Calculations

*Clearly set-out the calculations used to determine the aircraft Type(s) being tendered. Specifically for firebombing aircraft show the calculation used to determine each aircraft’s water carrying capacity.*

*Note: Tenderers are advised to read and understand the details of “NAFC Standard PR-001: Categorisation of Rotary-Wing Aircraft used for Firebombing Operations and NAFC Standard PR-002: Categorisation of Fixed-Wing Aircraft used for Firebombing Operations for definitions of aircraft types” before responding to this question.*

<Insert your response here>

## 7.27 High Volume Delivery Calculations

*Where a High Volume Rotary Wing aircraft is required, clearly set-out how each aircraft being tendered is capable of meeting the minimum volume delivered requirement for High Volume aircraft.*

*Note: Tenderers are advised to read and understand the details of “NAFC Standard PR-001: Categorisation of Rotary-Wing Aircraft used for Firebombing Operations” before responding to this question.*

<Insert your response here>

## 7.28 Aircraft Fuel Capacity and Endurance

*Clearly set-out the calculations used to determine the aircraft fuel capacities and loads provided in ARENA. Include calculations of fuel burn and endurance under conditions typically encountered during fire operations.*

<Insert your response here>

## 7.29 Other Calculations or Analysis

*Provide any other calculations or analysis which might be considered.*

<Insert your response here>

## SECTION 8 CONTRACT COMPLIANCE

## 8.1 Contract Departures

*Detail any relevant information where a tenderer either partially complies or cannot comply with a particular clause of the Specimen Contract including the Schedules. The Specimen Contract clause number must be included in the response.*

<Insert your response here>

## 8.2 Other Departures

*Detail any relevant information where a tenderer either partially complies or cannot comply with any NAFC Standards and/or any parts of the Invitation to Tender including the Table of Services and other Appendices. Clause references must be included in the response.*

<Insert your response here>

## SECTION 9 CERTIFICATIONS

## 9.1 Air Operator’s Certificates

*Provide details of any current Air Operator’s Certificates (AOC) applicable to the Services being tendered.*

*Ensure this AOC covers operation types and aircraft types applicable to the tendered Services. Where you are unable to supply a current AOC applicable to the tendered Services provide information pertaining to the tenderer’s capacity to obtain the necessary AOC for these Services, including details of any previous relevant AOCs.*

*Electronic versions (e.g. PDF files) of relevant AOC’s must be uploaded to the NAFC electronic tender portal, even if they have already been entered in ARENA. Make sure all pages of AOC’s are included not just the cover page.*

<Insert your response here>

## 9.2 Certificates of Airworthiness

*Provide details of any current Certificates of Airworthiness applicable to the aircraft being tendered or information pertaining to the tenderer’s capacity to obtain the necessary certification. Actual airworthiness certificates are not required – the name of the issuing authority and certificate reference numbers are sufficient.*

<Insert your response here>

## 9.3 Supplemental Type Certificates (STC) and Engineering Approvals

*Provide details of relevant STCs or other engineering approvals applicable to the aircraft being tendered. Only STC details applicable to substantial or significant modifications are required (e.g. substantial airframe shortening/lengthening or other airframe modifications, engine changes, Firebombing Delivery Systems and so on.) Actual STCs are not required – the name of the issuing authority and certificate reference numbers are sufficient.*

<Insert your response here>

## 9.4 Specific Approvals

*Provide details of any relevant current approvals or exemptions held that are applicable to the aircraft and Services being tendered or information pertaining to the tenderer’s capacity to obtain the necessary approvals for these Services (for example low flying approvals).*

<Insert your response here>

## 9.5 Insurances

*Demonstrate your organisation's understanding of the insurance requirements for the services tendered and provide information of how you would obtain the required insurance, include details of any relevant current Insurance Certificates applicable to the organisation, aircraft and other resources being tendered.*

<Insert your response here>

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