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

# Response Form 4 – Pricing Narrative

*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.*

*Answers here will provide narrative support to pricing provided in the Pricing Response Form (Excel)*

**SECTION 10 - PRICING NARRATIVE**

Complete *Response S3 – Pricing Narrative* Response Form to include any information about the competitive advantage, service benefits or conditions of the pricing.

Tenderers may upload additional narrative information in separate Excel spreadsheets, Word or PDF documents. To upload multiple files you may need to combine them as a ZIP file and then upload the ZIP file.

**10.1 Pricing Summary**

*Provide a concise narrative summary of your pricing response. Include the benefits of your tender pricing from value and service delivery perspectives.*

<Insert your response here>

**10.2 Multiple Services**

*Where tendering prices for the provision of multiple Services, detail any pricing benefits related to provision of the multiple Services. These benefits may include; a reduction in overall price, a reduction in the pricing of an individual Service or other innovative pricing offers.*

*This information should be in addition to the base price/s quoted on the Pricing Response Form (Excel).*

<Insert your response here>

**10.3 Availability Outside the Service Period (Ad hoc Availability)**

*Provide any additional details as to any charges or conditions that may apply for making the aircraft available outside a Service Period for ad hoc engagement. Include details of any proposed availability arrangements for ad hoc periods.*

<Insert your response here>

**10.4 Fuelling, Facilities and Infrastructure**

*Provide any additional information pertaining to the tendered pricing for fuelling, facilities and infrastructure which may be considered alongside information provided in Question 7.19: (Fuelling Facilities / MFU). Include any detail or pricing for capability offered in addition to the Service requirements detailed in the Table of Services, e.g., an offer of a MFU for a Wet-B Service.*

<Insert your response here>

**10.5 Charges for Preferred, Optional or Additional Capabilities**

*If tendering pricing for Services that include any Preferred or Optional components as listed on the Table of Services, e.g., NVIS, Rappelling, Winching, etc., provide any additional pricing information or explanatory narrative. Include a description of any proposed alternative pricing models that are considered to offer value, service delivery, or other advantages to NAFC and its Members.*

<Insert your response here>

**10.6 Annual Price Adjustments**

*If a tenderer chooses to apply annual rise and fall adjustments to prices and prefers to tender an alternative to the compliant CPI model, clearly describe the preferred annual price adjustment here. This may include stated prices for each year, or a set percentage adjustment, or a hybrid model, etc.*

<Insert your response here>

**10.6 Further Information**

*Detail any additional information.*

<Insert your response here>