



Request for Proposals



**Airborne Remote
Sensing Services for
Strategic Intelligence
and Reconnaissance**

2021 onwards

The National Aerial Firefighting Centre's (NAFC)

REQUEST FOR PROPOSALS

**Airborne Remote Sensing Services
for Strategic Intelligence and Reconnaissance
(RFP ASIR 2021+)**

closes at

**13:00 Australian Eastern Standard Time (1:00pm)
on Wednesday 14 April 2021**

Proposers should note that:

Registering of the proposer's organisation and aircraft is
done through ARENA which can be found at:

<http://arena.nafc.org.au>

and

access to NAFC's Electronic Tender Portal (TenderLink) can be found at:

<https://portal.tenderlink.com/nafc/>

Proposers should also note that there are a series of template documents and pricing sheets (Response Forms) that proposers are required to download, complete and submit as part of their proposal.

The Response Forms contain a series of questions. NAFC recommends that proposers read each question carefully and ensure that they clearly address the questions asked.



PART A: INTRODUCTION

1. OVERVIEW

1.1. Synopsis

- a. This Request for Proposals (**RFP**) invites proposals for the provision of Airborne Strategic Intelligence and Reconnaissance (**ASIR**) services. Successful proposers will be experienced, highly motivated, highly capable providers who will enter into contracts to provide specialised remote sensing services commencing in 2021 (for the 2021-2022 fire season and onwards).
- b. The services sought are generally airborne remote-sensing services, or the acquisition and provision of geo-located, geo-rectified imagery using electro-optical (**EO**) sensors mounted aboard fixed wing aircraft.
- c. The services are required principally to support the management of bushfires in Australia and are also likely be used in the management of other emergencies and for other remote sensing tasks such as environmental monitoring.
- d. Key service requirements include:
 - i. rapid acquisition of high-quality synoptic information over broad areas, at short notice
 - ii. the ability, in one mission, to be able to conduct image acquisition at a number of locations that may be hundreds of kilometres apart
 - iii. the ability to deliver, to emergency managers, high-fidelity information products in near-real-time, from any operating area in Australia.
- e. In broad terms, this RFP:
 - i. Invites proposals for the supply of services that are immediately available during the Australian southern bushfire season (approximately September to April) in each year of a Contract Period of up to five years.
 - ii. Invites proposals for the supply of services that are immediately available in Western Australia for a longer period (approximately August to May) in each year of the Contract Period.
 - iii. Explores the possibility of some level of services being available in Australia for an extended period, or even year-round, in each year of the Contract.
 - iv. Explores the possibility of supplying some products through image acquisition using non-conventional platforms.
- f. The services sought by this RFP are intended to complement other existing capabilities that gather intelligence at a more tactical level.



1.2. The National Aerial Firefighting Centre

- a. The National Aerial Firefighting Centre (**NAFC**) was originally formed by the Australasian Fire and Emergency Service Authorities Council Limited (ACN 060 049 327) (**AFAC**), to assist and support Australian states and territories, including with the procurement of Aerial Firefighting resources. In 2018 NAFC became a business unit of AFAC.
- b. AFAC and the states and territories of Australia have entered into a separate agreement, the Resource Management Agreement. Under the Resource Management Agreement, the parties to the Agreement (excluding AFAC) are referred to as the Members. The current Members of the agreement are the states and territories of Australia, however other entities could become Members in the future.
- c. In Australia individual states and territories remain responsible for the management of bushfires, a range of other emergencies and for most land management. State and territory governments and the Australian Government have recognised the importance of collaboration and cooperation and NAFC exists to support and facilitate collaboration across Australia. A key objective is that NAFC facilitates the sharing of resources between Members. Sharing of resources is achieved in several ways, including:
 - i. on behalf of the Members, procuring Aerial Firefighting resources with common contract arrangements designed to support resource sharing
 - ii. development and introduction of protocols and systems for the sharing of all Aerial Firefighting resources, including support resources
 - iii. development and implementation of common standards, operating and support systems.
- d. NAFC also assists Members with the coordination of research and development activities and with the sharing of information and results from these activities.
- e. The Australian Government provides some funding through NAFC to support the Australian states and territories with procuring Aerial Firefighting resources.
- f. In inviting submissions to this RFP, NAFC is acting on behalf of the Australian states and territories.
- g. Successful proposers will enter into a contract with AFAC.
- h. In this RFP, AFAC is sometimes referred to as its business unit NAFC. For the purposes of this RFP, AFAC and NAFC are one and the same.



2. REQUEST FOR PROPOSALS

- a. NAFC now invites the submission of proposals for the provision of Airborne Strategic Intelligence and Reconnaissance Services as detailed in this RFP document and in accordance with the terms and conditions of this document.
- b. This process is referred to as the Request for Proposals for Airborne Strategic Intelligence and Reconnaissance 2021 Onwards (**RFP ASIR 2021+**) or (**RFP**).
- c. This invitation initiates the first stage of the RFP process. There may be subsequent stages of the process, which will be determined according to the nature of the proposals received and Members' requirements. It is planned that only those organisations submitting a proposal at this initial proposal stage will be eligible to be invited to participate in any further stages.
- d. Services procured through this proposal process, although contracted by NAFC, will be administered, managed and supervised the relevant state or territory agency at the time.
- e. A *Specimen Contract* is provided. The Specimen Contract is a generic document provided to indicate the terms and conditions that would be incorporated into a contract with the eventual provider(s). Any Contract that is executed pursuant to this RFP will differ somewhat from the *Specimen Contract*. A final contract(s) will be developed from the Specimen Contract to reflect the specific requirements for the services as negotiated and agreed with the eventually successful provider(s).
- f. Proposers should carefully read the information comprising this process and respond accordingly.
- g. Proposers should not assume that information they have provided in response to previous NAFC or state/territory proposal or tender processes is sufficient for this process.
- h. This RFP may run in parallel with other separate NAFC procurement processes which will be listed on the TENDERS tab of the NAFC website www.nafc.org.au
- i. The issue of this RFP does not bind AFAC or the States and Territories to proceeding with the acquisition of any Services.

3. REFERENCE DOCUMENTS

- a. This RFP comprises several documents:
 - i. *Request for Proposals: Airborne Remote Sensing Services for Strategic Intelligence and Reconnaissance* (this document)
 - ii. *AFAC Specimen Contract*, including Schedules (also known as the NAFC Specimen Contract)
 - iii. All relevant NAFC Standards and Guidance Notes (available on nafc.org.au, information > standards).



- iv. Several template documents (*Response Forms*) are provided for proposers to download from NAFC's Electronic Tender Portal (TenderLink), complete, and submit as part of their proposal.

4. DEFINITIONS AND ABBREVIATIONS

These definitions and abbreviations are provided for ease of reference. Formal definitions will be included in any contract or agreement executed subsequent to this RFP.

Absolute Availability means that the Aircraft providing the Services are normally required to be immediately available to NAFC and the Members.

Aerial Firefighting means the operation of an Aircraft in support of activities conducted by the Member associated with, or training for, the prevention or suppression of fires.

Aircraft means an aircraft, MFU, (if required), Flight Crew and Crewpersons and other Personnel on board, together with any on board equipment (including communication and surveillance equipment), systems, data or products used by the contractors to perform the Services or undertake the tasks stipulated in this Contract.

Air Operators Certificate (AOC) has the same meaning as defined in and legislated by the *Civil Aviation Act 1988 (Cth)*.

ASEPTA, also referred to as **ASEA** means Approved Single-engine (Turbine) Aeroplane and refers to the approval by CASA to operate a single-engine aeroplane in specified operations.

Call When Needed means that the Aircraft providing a Service is made available to NAFC and the Members on an ad hoc basis.

CASA means the Civil Aviation Safety Authority as created by the *Civil Aviation Act 1988 (Cth)*.

CASR means the Civil Aviation Safety Regulations created under the *Civil Aviation Act 1988 (Cth)*

Commitment means, for Partial Availability Service Periods, that on any day or part thereof the Aircraft is required to be Available or is otherwise tasked by a person authorised by a Member to standby or conduct operations.

Contract means the executed document and includes any schedules, annexures and NAFC Standards and any Purchase Order issued by a Member to purchase Services under this process.

Contractor means the party in a Contract which provides the Services to NAFC. Contractor includes all of its Personnel, subcontractors, successors and assigns.

Contract Period means the total period of time that there is a Contract between NAFC and the Contractor.

Contract Price means, collectively, all fees and charges payable or due to the Contractor as specified in the Contract for performance of the Services under the Contract.

CPI means the Consumer Price Index in Australia.

Crewperson means a suitably qualified person capable of supervising and assisting with loading or unloading personnel and equipment from the aircraft with the engine running; or with winch and rappel operations; or when the aircraft is operating in a confined or remote area or on unfavourable terrain or in reduced visibility.

Daylight means the period commencing at the beginning of civil twilight (dawn) and concluding at the end of civil twilight (dusk).



Dispatch Response Period means the maximum period of time that may elapse from the time a Member provides notification to a Contractor of a requirement to undertake tasks and the time the respective aircraft is airborne and proceeding to undertake those tasks.

Emergency Response Plan means a written document which establishes the parameters and procedures as to how the Contractor will deal with an emergency situation relating to the Service

Enhanced Call When Needed (ECWN) means the engagement of Services on an ad hoc basis according to previously agreed terms and conditions, including specific requirements to respond to requests from Members.

EO means electro-optical and refers to sensors that acquire electromagnetic information anywhere in the electromagnetic spectrum. A reference to EO includes reference sensors that acquire infrared information.

Fixed Wing Aircraft means a heavier than air aircraft which obtains lift for flight by forward motion of wings through the air.

Flight Crew means any pilot in command, co-pilot, flight engineer or other member of the crew of an aircraft excluding Crewpersons who is required by statute or by the Contract to pilot or operate an aircraft when the aircraft is conducting Services under the Contract.

Flight Operation Returns means any document or electronic record required by a Member to record details of the daily flying and/or standby associated with an Aircraft under this Contract.

FW means Fixed Wing aircraft.

GPS means Global Positioning System and allows for navigation using signals from a constellation of satellites.

GST means the tax that is payable under GST law and imposed as a goods and services tax as set out in the GST Act. GST Act means the *A New Tax System (Goods and Services Tax) Act 1999 (Cth)* as amended, or if that Act does not exist for any reason any other Act imposing or relating to the imposition or administration of a goods and service tax in Australia. At the time of this RFP GST is legislated at 10%.

IFR means Instrument Flight Rules.

IR means infrared.

Member means any party which has executed the Resource Management Agreement with AFAC. The Members receive benefits and have obligations under the terms and conditions of this Contract either individually or collectively.

Nominated Operational Base (NOB) means the location at which the Aircraft providing the Service is required to be based during the Service Period.

Nominated Response Time means the period of time that may elapse from the time a Member provides notification to a Contractor of a requirement to undertake tasks and the time the respective aircraft is airborne and proceeding to undertake those tasks.

Notice Period means the minimum period of time normally specified as a number of days, required to advise the Contractor in advance of the commencement date for any Service Period.

Operating Charge means the fees to be charged by the Contractor for the time the aircraft is actually operating to undertake the tasks as specified in the Contract.



Partial Availability means that the Aircraft providing Services are required to be available only on certain days or at certain times as notified in advance to the Contractor by NAFC or a Member. (see also Absolute Availability).

Passenger Carrying Capability (PCC) means an estimate of the number of passengers that an aircraft is reasonably capable of carrying under specified circumstances. The method of calculation is set out in *NAFC Standard PR-003: Definition of Passenger Carrying Capability – Firefighting Aircraft*

Personnel means any person, who is an employee, officer, independent contractor, agent or professional advisor, employed or engaged by the Contractor to carry out any task related to the provision of the Services under the Contract; including and personnel employed or engaged by a subcontractor

Platform Aircraft has the same meaning as Aircraft but refers specifically to an Aircraft used to supply remote sensing services.

Primary Service means that for this Service, the occurrence of a Service Period is guaranteed for each year of the Contract Period (see also Secondary Service).

Principal Service Area means a region of Australia where it is envisaged that the majority of the tasks required of a Service will be conducted.

Proposer means the organisation responding this RFP.

Purchase Order means a legally binding instrument issued by a Member to the Contractor, giving notice of the purchase of Services under a Contract.

Refueller means collectively the vehicle, trailer, Personnel and associated equipment (meeting the specifications of the Contract), that are required to deliver fuel into an aircraft providing Services to NAFC under contract.

RPA means Remotely Piloted Aircraft.

Secondary Service means a Service that provides for Service Periods that may be activated in any given year of the Contract Period by advance written notice to the Contractor, but with no guarantees of being activated in every year of the Contract Period. Service Periods, if activated, will be of a guaranteed minimum length of time (see also Primary Service).

Service means collectively all things that the Contractor is obliged to deliver to complete the tasks set out in the Contract and may include, but is not limited to, the provision of any aircraft, Flight Crew, Crewperson, equipment, sensors, computers, software, Intellectual Property, Personnel, vehicles and/or activities associated with a resource which is provided by the Contractor to NAFC and the Members under the Contract

Service Period means a length of time where Contractors are to provide the Services to carry out aerial firefighting and other emergency operations and activities as set out in this Contract. There may be more than one Service Period in each year of the Contract Period.

Specimen Contract means the template Contract provided as part of the Request for Proposals, and on which future Contracts will be based.

Standing Charge means the fees to be levied by the Contractor for the provision of the Service as specified in the Contract for each day of the Service Period, where applicable

Type is a method of classifying firefighting aircraft and is defined by the relevant NAFC policies and standards, including the NAFC Standard – Procurement Series, as amended from time to time.



PART B: THE RFP PROCESS

1. PROCESS OUTLINE

1.1 Context and process

- a. This outline is to give proposers an indication of the process and timing of the RFP process. It is indicative only and may be changed by NAFC in accordance with the terms set out in this RFP.
- b. The initial proposals stage (Stage 1, detailed below) is where proposers will be evaluated based on the criteria outlined in Part B, Section 3. Stage 1 is expected to conclude during May 2021.
- c. Subsequent stages or clarification of proposals will be determined after evaluating proposals received at Stage 1.
- d. If this RFP process results in a decision to enter into a contract, the intention is to execute any contract before the commencement of the 2021 bushfire season in south-eastern Australia, normally in approximately September.

2. PROPOSAL STAGES

2.1 Overview

This RFP is planned to run in multiple stages if required.

2.2 Stage 1 - Initial Proposals

- a. The first stage of the RFP is the initial proposals stage where NAFC invites information from proposers about their capabilities, including their sensor and image processing systems and aircraft, and proposed pricing.
- b. Proposals submitted will be evaluated and shortlisted according to the specified criteria.
- c. The Evaluation Group may seek further information from proposers.
- d. Evaluation of proposals may involve referee checks, audits and other due diligence checks.
- e. Stage 1 evaluation is a competitive process. It is not a matter of simply meeting minimum requirements.
- f. Subsequent stages will be designed according to the nature of proposals received at Stage 1.

2.3 Subsequent stages

- a. It is intended that only organisations who have submitted valid proposals at Stage 1 will be eligible to be **invited** to participate in any subsequent stages. An exception to this may occur if insufficient proposals that meet the needs of NAFC and its Members are received.



- b. Subsequent stages will depend on the nature of the proposals submitted at Stage 1, considered alongside Member requirements and other factors, including available funding. There are several possible directions which include:
 - i. no further action
 - ii. NAFC or NAFC Members may select, after evaluation of proposals, one or more organisations with which to further discuss and develop selected or shortlisted proposals.

2.4 Contract Award

- a. Following the evaluation of proposals at either Stage 1 or subsequent stages, decisions may be made on the awarding of contracts.
- b. At the successful completion of audits, other pre-Contract due diligence checks and any negotiations, successful proposers will then be required to enter into a Contract with AFAC.
- c. Individual Services have been defined in this RFP as a *Table of Services* at Part C, Section 1.4. These Services have been defined primarily to facilitate structured responses to the RFP. It is possible that Contracts will not be awarded for all the Services listed in the *Table of Services*. This will depend on the available budget and the suitability, cost effectiveness and productivity of the proposed solutions.
- d. It is possible that Contracts may be awarded for Services not listed in the *Table of Services*. This will depend on the suitability, cost effectiveness and productivity of the proposed solutions, and the available budget.
- e. Any Contract awarded subsequent to this RFP will be between the Contractor and AFAC. However, Services procured through this RFP process and contracted by AFAC, will be administered, managed and supervised by the relevant Member, through a state or territory agency.

3. PROPOSAL EVALUATION

3.1. Evaluation Criteria

- a. The evaluation and selection process aims to identify high quality Services which best meet appropriate levels of quality and commercial risk, are suited to the Members' purpose, and which offer the best value-for-money within the available budget.
- b. The evaluation process includes multiple assessments of all proposals by a multi-disciplinary, multi-jurisdictional group. The process is externally monitored and conducted to the highest standards of independence and probity.
- c. The Evaluation Criteria will include:

Capacity



- i. The competence of the proposer to provide the required Service(s), based on information in the proposal, public information, other information sourced from the proposer, and on past performances in the industry.
- ii. The capability of the proposer to provide the appropriate sensors, systems aircraft, personnel, organisational structure, training and material resources needed to perform the Service.
- iii. The capacity of the proposer to supply the required Services and any optional and additional capabilities.

Quality

- i. The ability of the proposer to have controls in place to successfully manage safety, quality, risk, finance, employees and subcontractors.
- ii. An organisational culture that is fit for servicing emergency management and land management operations.
- iii. A commitment to provide a consistent, high-quality service.

Solution

- i. How well the proposed solution responds to the Service description listed in the RFP, and the requirements of the Specimen Contract, including preferred and optional items.
- ii. The suitability of the proposed equipment and systems to supply the Service, including capability, performance, capacity, timeliness, reliability and degree of integration of the supplier's solution.
- iii. The suitability and quality of the information products produced by the proposed solutions; including the ability to integrate the products into Member agency systems.

Value for Money

- i. Total price and pricing arrangements, including synergies or discounts for supplying multiple Services.
- ii. Cost effectiveness and productivity of the proposed Service.
- iii. Pricing risk (for example, the risk of Members incurring relatively high charges in a low activity or a high activity season).
- iv. Value that the proposed solution provides in meeting the needs of the Member for the relevant Service.

3.2. Due Diligence

- a. Throughout Stage 1 and subsequent stages, due diligence items that may be considered towards the overall evaluation of a proposed Service or proposer including:
 - i. Compliance with the terms and conditions of the *Specimen Contract* and the RFP.
 - ii. A proposer's organisational, legal and ethical ability to provide the Service.
 - iii. The commercial viability and financial risk rating of the proposer's organisation currently and for the duration of the Contract Period.



- v. The quality, presentation and structure of the proposer's response to this RFP

4. CONTRACTING

4.1. The Contract

- a. The Services to be provided by a successful proposer will be in accordance with a contract that is based on the AFAC Fleet Specimen Contract, as modified to suit the specific nature of the services required.
- b. The Contract that is executed between AFAC and any successful proposer may differ from the Specimen Contract, including additional conditions to those in the Specimen Contract.
- c. No Contract will exist between the parties until either a Contract is signed by both AFAC and the Contractor or when a Contractor receives a letter from AFAC confirming the commencement of a Contract. Any representations made in this RFP will not be binding unless they are expressly incorporated into the formal written Contract executed by the parties.

4.2. Contract Period

- a. This RFP requires that any proposal submitted are based on a Contract Period of three years plus two optional one-year extensions (also known as "3+1+1"), commencing in 2021-22.
- b. NAFC may consider alternative Contract Periods (for example only: longer Contract Periods, rolling Contract Periods) where it can be clearly demonstrated that the alternative arrangements will provide substantial service and/or pricing benefits. Proposals for alternative Contract Periods should clearly outline the proposed arrangements and the likely benefits in the response to Stage 1. NAFC may invite proposers to further develop proposals for alternative Contract Periods. Proposals for alternative Contract Periods will normally only be considered if the proposer also submits a compliant 3+1+1 proposal.

4.3. Utilisation

- a. AFAC or its Members are not able to provide estimates or guarantees as to the amount of operational utilisation of the Services and make no representation as to the volumes of service NAFC may require a Contractor to provide in any given Service Period or throughout the Contract Period.

4.4. Air Operators Certificate holder as Contractor

- a. This RFP envisages that provision of the specified services and products will require the utilisation of fixed-wing aircraft.
- b. Normally NAFC requires that the actual holder of the Air Operator's Certificate (AOC) (or appropriate CASR Operating Certificate) under which contracted Services are provided, must be a party to the Contract and is jointly and severally liable with any other Contractor parties to ensure the provision of the Services.



- c. If having the relevant AOC or CASR Part 138 Certificate holder as a party to the contract is not compatible with the proposer's business model, alternative arrangements may be considered. The proposed arrangements must be clearly explained in the proposal, along with supporting information and reasoning.

4.5. Contracting with overseas organisations

- a. Whilst it is possible for NAFC to contract directly with organisations that are not domiciled or based in Australia, it is expected that Australian based providers will be able to demonstrate certain advantages that will be favourable in the evaluation process – such as ready access to infrastructure, support facilities, back-up personnel and so on.
- b. In addition, there are some specific Contract requirements that need to be met within Australia – for example Performance Bonds (Bank Guarantee) where required, must be raised with approved financial institutions based in Australia. The nominated manager of any Contract must also be based in, or have a delegate acceptable to NAFC, in Australia.
- c. Overseas based organisations that are considering the provision of services in Australia are encouraged to consider forming a partnership or strategic alliance with an Australian based organisation that has suitable infrastructure and capability in Australia.
- d. Where a Contract is executed with a Contractor who is not based in Australia, a specific risk management plan may be required to be prepared at the Contractor's expense.

4.6. Contractor performance monitoring

- a. Proposers should be aware that NAFC may include contract performance monitoring and management systems or KPIs in some Contracts. These would aim to ensure that levels of service are monitored and that high standards are maintained. Proposers should be aware that the results of performance monitoring could be published in a general form.

4.7. Financial security

- a. Proposers should understand that where a proposer is a subsidiary company or proposes to contract as a trustee, NAFC may require as a condition of acceptance of proposal, a guarantee or indemnity given by the parent company or by some or all the beneficiaries of the trust in respect of the proposer's obligations in performance of the Contract.
- b. NAFC will determine the terms of any such guarantee or indemnity. The costs of providing any security in the form of a guarantee or indemnity will be borne by the proposer.
- c. In the case of Primary Services, NAFC may require the Contractor to establish and maintain a Performance Bond (Bank Guarantee) for the Contract Period.



5. RESPONDING TO THE REQUEST

5.1. Proposal Response Parameters

- a. Each proposer may propose to supply one or more of the individual Services listed in the *Table of Services*. Only one response in total is permitted for each individual proposer. This single response should include all proposals for the available Services and all options or alternative proposals for each Service.
- b. An individual proposer may be a consortium or partnership of organisations, each of whom will become jointly and severally liable for delivery of the Services if a contract is executed pursuant to the proposal.
- c. A supplier organisation that is a member of a consortium or partnership for the purpose of proposing may also propose in their own right or as part of another consortium or partnership. In such cases, each proposal will be treated as independent, separate and complete proposals and will be evaluated entirely separately.

5.2. Demonstrations

Where a proposer wishes to demonstrate a capability to NAFC or its Members, it is expected that such demonstrations would be at the proposer's own cost. Should any organisation envisage conducting a demonstration, details must be included in the response to this RFP. This will enable NAFC and its Members to make informed decisions regarding the allocation of resources to evaluate trials and demonstrations.

5.3. Compliance

- a. A full Compliance Statement is not required for this RFP. Instead, for any non-compliance or partial compliance to one or more clauses of the *Specimen Contract*, a NAFC Standard or any aspect of the RFP, the proposer is asked to detail their non-compliance or partial compliance in [the Section 8: Contract and Other Compliance Form](#).
- b. Where a proposer either partially complies or cannot comply with a *Specimen Contract* clause, a NAFC Standard, or any aspect of the RFP including the *Table of Services*, the proposer must include the clause and Schedule reference, outline the issue and propose an alternative to the clause in question in the [Section 9: Contract and Other Compliance Form](#). Include any proposed resolution or a description of any benefits of non-compliance or partial compliance.
- c. Some clauses in the *Specimen Contract* and RFP document are identified as *Preferred* or *Optional*. Unless otherwise stated by the proposer, it will be assumed that the proposer does not comply with these clauses.
- d. Before completing the [Section 8: Contract and Other Compliance Form](#) please note the following:
 - i. Proposers presenting a significant number of contract departures or who seek to significantly offset risk to NAFC will affect the result of their evaluation scoring



- ii. Proposers risk having their proposal set aside if NAFC considers proposed changes to the *Specimen Contract* to be unacceptable or unmanageable
 - iii. Proposers should carefully consider the necessity of proposed contract amendments as these may affect the comparability of pricing
 - iv. Proposers who propose significant contract departures may also be asked to provide pricing with or without contract changes
 - v. Unless otherwise clearly stated it will be assumed that the Section D: 1.12 *Contract and Other Compliance Form* submitted applies to all options proposed.
- e. If proposers believe that they significantly exceed the requirements of any clause of the *Specimen Contract* or this RFP, then they should fully articulate this in the relevant section of their proposal.

5.4. Service Response

- a. Proposers must clearly specify the manufacturer, make and model of any remote sensing equipment, and the type of image processing equipment and software that they propose to use to supply the Services. It is intended that Proposers invited to participate in subsequent stages will be limited to proposing equivalent equipment and software as proposed at the Initial Proposals Stage.
- b. Proposers must also clearly specify the manufacturer, make and model of aircraft that they propose to use to supply each of the Services.

5.5. Use of ARENA

- a. NAFC maintains a web-based system (ARENA) within which all organisations operating firefighting aircraft in Australia enter and maintain information regarding their company, capabilities, aircraft, equipment and personnel.
- b. For this RFP, proposers are required to register their organisation and aircraft in ARENA, however they may choose to do so. Aircraft entered in ARENA may, if the proposer so elects, be designated as “hidden”, such that details will only be visible to personnel handling this RFP process.
- c. ARENA can be found at <http://arena.nafc.org.au>

5.6. Terms of Participation

- a. This RFP must not be construed, interpreted, or relied upon, whether expressly or impliedly, as an offer capable of acceptance by any organisation, or as creating any contractual, promissory, restitutionary or other rights.
- b. Whilst all due care has been taken in the preparation of this RFP, NAFC makes no representations or warranties that the content or any information communicated or provided to proposers during this RFP process is, or will be, accurate, current or complete.
- c. If a proposer finds or reasonably believes that it has found any discrepancy, ambiguity, error or inconsistency in this RFP or any other information communicated or provided



by NAFC, the proposer must promptly notify NAFC in writing. NAFC will then consider what, if any, corrective action is required. Any corrective action taken will be notified to all proposers without attribution to the entity that alerted NAFC.

- d. NAFC reserves the right to change any information, or to issue Addenda to this RFP before the closing date.
- e. Proposers accept that NAFC may, in its absolute discretion, terminate, alter or suspend this RFP process or any aspect of it at any time. NAFC will not be liable for the costs and expenses of proposers should the process be terminated, altered or suspended.
- f. NAFC will not be liable for any costs and expenses incurred by those submitting proposals or in the preparation of proposals or in discussions and negotiations after the submission of proposals.
- g. NAFC may request any proposer, at the expense of the proposer, attend meetings at particular locations to further discuss, clarify or negotiate proposals.
- h. All proposal documents become the property of NAFC on submission.
- i. Proposers accept that NAFC may retain and utilise aircraft and systems performance data from proposals for any modelling or analysis purpose, whether a proposal is accepted or not.
- j. NAFC may make copies of proposal documents submitted for any purpose related to this RFP process.
- k. NAFC will treat information provided by proposers as confidential. Notwithstanding this, NAFC may disclose confidential or other information provided by proposers, to its Members, advisers, officers, employees or subcontractors in order to conduct the procurement process or to prepare and manage any resultant contract; or to defend any claim or proceeding in relation to the procurement process or any resultant contract, or which is in the public domain other than due to a breach of the relevant obligations of confidentiality; and as otherwise required by law.
- l. Proposers are required to keep confidential any NAFC information, including confidential information, relating to any aspect of the procurement process.
- m. NAFC will also collect, use and dispose of personal information from a proposal in accordance with the Privacy Act 1988 (Cth), and as set out in NAFC's Privacy Policy.
- n. Upon submission of any proposal, proposers are deemed to:
 - i. have carefully examined the information made available in writing by NAFC for the purpose of this RFP;
 - ii. be fully informed as to the requirements of NAFC and the potential obligations of proposers and subsequent Contractors;
 - iii. have addressed in its entirety the evaluation criteria detailed in this information; and
 - iv. have made their own interpretations and formed their own conclusions as to the challenges and costs of complying with all the obligations specified and of all matters and things necessary for the due and proper performance of any contract arising from this RFP process.



- o. Proposers accept that the provisions of any formal written contract subsequent to this process that may be executed between AFAC and any provider will differ from the Specimen Contract.
- p. Proposers must not make any public statements, including without limitation, providing information or documents for publication in any media, in relation to this RFP or any subsequent Contract arising out of this RFP, without the prior written approval of NAFC.
- q. Proposals must contain all necessary information for the evaluation group to make assessments. Other than where the evaluation group seeks additional clarification or information there will be no further opportunity to provide this information.
- r. Proposals may be disqualified or evaluated solely on the information contained in the proposal. NAFC may disregard any incomplete, unintelligible or illegible content in the proposal and will be under no obligation to seek clarification from the proposer.
- s. Proposers not providing adequate information to enable a proposal to be properly evaluated may also be excluded from further consideration and NAFC will be under no obligation to seek further information from the proposer.
- t. Proposers accept that NAFC or approved bodies acting on behalf of NAFC may request evidence regarding the financial status of the proposer and affiliated organisations including: Statement of Comprehensive Income (profit & loss) and Statement of Financial Position (balance sheet) for the last 3 years for all companies; financial referees, bankers and guarantors. Failure to comply with such a request may result in the proposal not being progressed.
- u. Proposers accept that at any stage during this RFP process, proposers may be subject to assessment or audit by NAFC or approved bodies acting on behalf of NAFC. Failure to submit to an audit may result in the proposal not being progressed.
- v. Proposers accept that NAFC may request a comprehensive accident and incident report spanning several years together with details of preventative and remedial actions taken by the proposer. Any such report must embrace complete organisations and not simply single business entities. Failure to comply with such a request may result in the proposal not being progressed.
- w. Without limiting NAFC's rights in this RFP, NAFC may at any time, in its absolute discretion, during the process:
 - i. shortlist one or more proposers;
 - ii. commence or continue discussions with some or all of the proposers without shortlisting any proposers; or
 - iii. accept one or more of the proposals.
- x. NAFC is not bound to shortlist, to select as successful or to accept any proposal.
- y. NAFC is not bound to shortlist, to select as successful or to accept the proposal submitting the lowest price.
- z. NAFC may, in its absolute discretion, immediately disqualify a proposer that it believes has sought or obtained assistance of a commercial nature from any NAFC employee or consultant.



- aa. NAFC may, in its absolute discretion, immediately disqualify a proposer that it believes has engaged in collusive practices.
- bb. A proposal will be deemed to be available for consideration by NAFC until such time as the proposer is formally notified by NAFC. The commencement of negotiations by NAFC with one or more proposers is not to be taken as an indication that any particular proposer's response is no longer under consideration.
- cc. NAFC is not bound to provide any proposer with feedback or reasons for setting aside, disqualifying, rejecting or not accepting or proceeding with a proposal or any other proposal.

6. LODGEMENT OF PROPOSALS

6.1. Lodgement

- a. Proposers should note very carefully that the lodgement of a complete proposal requires:
 - i. submitting a proposal in the NAFC Electronic Tender Portal, operated by TenderLink, and
 - ii. ensuring that the required information is available in ARENA.
- b. A proposal comprises the relevant documents lodged in the TenderLink portal plus the relevant information in ARENA.
- c. Proposals may only be lodged using the NAFC Electronic Tender Portal operated by TenderLink.
- d. Proposers will need to register with TenderLink in order to lodge a proposal.
- e. Details about how to respond and how to use TenderLink for the purposes of responding to this RFP are contained in Appendix 3 of this document.
- f. To submit a proposal, there are a number of template documents (*Response Forms*) that need to be downloaded from TenderLink, completed and then uploaded back to TenderLink. Proposers will be directed to these forms as they work through the online submission process. No free form or printed responses will be required. Proposers will be able to load visual content such as photographs but only in specified response areas.
- g. Please note that proposers will require access to recent versions of Microsoft Word and Microsoft Excel, running under Microsoft Windows to complete the response forms.

6.2. Closing Time and Date

- a. The RFP's closing date and time will be:

**13:00 Australian Eastern Standard Time (1:00pm)
on Wednesday 14 April 2021**
- b. Proposers will be able to amend and re-submit proposals that have already been lodged providing that they are resubmitted before the closing time.



- c. Proposers will NOT be able to submit, amend or resubmit a proposal after the closing time.
- d. Where a proposal refers to data provided in ARENA, proposers will NOT be able to submit, amend or resubmit that data for the purposes of the proposal after the closing time. NAFC takes a snapshot of data in ARENA at the closing time and uses the snapshot data in evaluation of proposals.
- e. Proposers **must** allow for all possibilities when determining when to submit their proposals. These may include:
 - i. the number and file size of response forms and proposer specific documents is such that it takes time to upload to the TenderLink system
 - ii. potential problems with a proposer's access to the internet or Internet Service Provider
 - iii. peak traffic volumes on the TenderLink system particularly near the closing time of the procurement process, making it slow or difficult to upload documents.
- f. NAFC strongly recommends loading and submitting proposal responses well before the closing time and date, and that proposers carefully read and follow all instructions as to how to correctly submit a proposal.
- g. NAFC cannot access any proposals submitted until after the closing time.
- h. NAFC accepts no responsibility for late, incomplete or incorrectly submitted proposals.

7. FURTHER INFORMATION

- a. Proposers should post all queries regarding the content of this RFP and the Specimen Contract via the TenderLink forum system. If proposers have difficulties using the forum then the query may be directed via email to tenders@nafc.org.au.
- b. Other communications with NAFC personnel or with any consultants assisting NAFC, regarding this RFP process are not permitted.
- c. Further general background information on NAFC and Aerial Firefighting in Australia may be obtained at the NAFC website: www.nafc.org.au
- d. In most circumstances answers to any questions submitted regarding this RFP will be provided as Addenda to this RFP in the TenderLink portal or via email. These Addenda will be available to all organisations who have registered in the portal for this RFP.
- e. NAFC reserves the right to not respond to any question or request irrespective of when such question or request is received.
- f. Due care will be taken to avoid identifying specific organisations in any answers published in Addenda or on the NAFC websites, however, NAFC cannot guarantee that an individual organisation will not be able to be identified from a question or answer provided.



8. POST PROPOSAL FEEDBACK

- a. Proposers will be advised of any decision to not take a particular proposal further, or to disqualify a proposal from further consideration.
- b. Except in the case of significant errors or omissions which result in disqualification of a proposal, it is not practical for NAFC to provide feedback or debriefing to individual Proposers.



PART C: SERVICE REQUIREMENTS

1. SERVICE OUTLINE

1.1. Summary

- a. This RFP is generally intended to identify and examine proposals for the provision of Services that would be available for operational implementation by the start of September 2021 (except where a phase-in occurs, see Part C, Section 3.1).
- b. Each defined Service will require a Contractor to supply and operate an integrated system for the acquisition, processing and transmission of images and other related data.
- c. Such images and data must be available to the Member on the ground in a form that the Member can seamlessly integrate with Member systems, in near-real-time. This is crucial to assist the Member in conducting its response to bushfires or emergencies and in the provision of information to the community.
- d. A key aim for the Services is to fully realise the advantages of an aircraft as a remote sensing platform and to provide information when other means of intelligence gathering are limited. This means that any Service:
 - i. must be capable of providing synoptic or overview type information regarding emergency incidents such as bushfires, including large fires and fast moving fires
 - ii. must be capable of gathering information through smoke and haze
 - iii. must be capable of providing good quality imagery during Daylight and at night
 - iv. will be able to obtain good quality information without having to approach closely to a fire or other emergency incident
 - v. must be capable of working effectively to provide high quality information in the conditions typically encountered when large bushfires are occurring.
- e. It is intended that for each defined Service a Contractor will provide a comprehensive remote sensing system based on a suitable EO sensor or package of sensors.
- f. Previously, Services broadly equivalent to those sought by this RFP have been provided to Members using, for example:
 - i. Sensor:
Twin detector port (split optical path) wide-field-of-view linescanner; or wide-field-of-view hyper-spectral whiskbroom scanner
 - ii. Platform:
Twin turboprop or turbojet, pressurised, conventional fixed-wing aircraft



with MTOW up to 5,700kg, modified to accommodate downward looking sensors

- iii. Image processing:
Various custom-built and customised commercial packages operating onboard the aircraft, and on the ground.
 - iv. Data communications:
Primarily commercially available satellite broadband, supplemented by multi-channel bonded 4G commercial mobile data solutions and/or dedicated air to ground ethernet radio solutions.
- g. It is possible that each defined Service could be provided by different Contractors or multiple Services could be provided by the same Contractor.

1.2. Service delivery models

- a. The currently preferred service model applicable to the required services may be described as a **Turnkey** service delivery model, summarised as:
 - i. The Contractor provides the aircraft platform, personnel, sensor packages, image processing and data communications.
 - ii. Upon a request from the relevant Member the Contractor arranges for the aircraft to proceed to target areas designated by the Member.
 - iii. The Contractor operates the aircraft, sensor(s), image processing and data communications and promptly provides the specified data and information products to the Member in a format that is quickly integrated into the Member systems.
- b. It is conceivable that a **Product** service delivery model could be considered. In this model, the relevant Member would simply specify the particular (pre-defined) product(s) required for an emergency incident and it would be left entirely to the Contractor to deliver that product to the specified standards.
- c. It is also conceivable that a **GFE** (Government Furnished Equipment) service delivery model could be adopted for some Services. For this model, a member agency would purchase or otherwise supply some of the sensor equipment used for those Services. This equipment would be made available to the Contractor on a loan basis. The Contractor would remain responsible for all other aspects of the Service provision, including integration of the GFE with Contractor supplied equipment and systems.

The primary reason for adopting a GFE model would be to alleviate the financial risk that the capital cost of sensor equipment may impose on a Contractor for a 3+1+1 Contract Period, and therefore reduce the overall cost of supplying Services. A further reason would be to make it feasible to supply extra capability (e.g. an additional sensor), that would otherwise be commercially unviable. Another reason would be to utilise equipment that is already owned by state and territory agencies. At the time of preparation of this RFP, a single Daedalus 1268 dual path scan head, requiring some refurbishment, is potentially available.



In any GFE model, only the relevant sensor and directly associated control systems would be supplied as GFE. The Contractor would be responsible for supplying all other equipment, including image processing, mission systems and communication systems.

Proposers contemplating putting forward any GFE model should do so as an alternative to a fully compliant Turnkey or Product service delivery model, in a format that NAFC can clearly identify the potential pricing advantages of adopting the GFE model compared to other models.

- d. Turnkey or Product service delivery models, provided such models offer suitable value-for-money, are preferred.

1.3. Alternative solutions

- a. NAFC is currently of the view that only solutions that utilise conventional fixed wing aircraft as the remote sensing platform will meet the service requirements outlined in this RFP at this time, because only fixed wing aircraft equipped with wide-field-of-view EO sensors will provide the necessary combination of spatial and temporal flexibility, image content, image quality, image resolution and image acquisition productivity, within the current Australian regulatory environment (such as limits to the ability to operate other platforms beyond line-of-sight, in controlled airspace and so on, without giving lengthy prior notice.)
- b. NAFC is however prepared to consider alternative solutions that do clearly meet the service requirements. Such proposals may utilise Remotely Piloted Aircraft (**RPA**), satellites or stratellites, or a proposal could offer a combination of remote sensing platforms, including conventional fixed wing aircraft, to meet the service requirements.
- c. Proposals that suggest using remote sensing platforms other than conventional fixed wing aircraft must clearly demonstrate how current limitations around alternative platforms and sensors would be managed, and how the service requirements would be met. For example, those organisations proposing to use RPA would need to describe in detail how the various regulatory and airspace management issues will be dealt with in an urgent emergency management situation. Similarly, organisations proposing to use satellites would need to describe methodologies for obtaining high resolution imagery on a timely basis, including where the area of interest is beneath persistent cloud (that an aircraft could fly underneath).
- d. Organisations are welcome to provide information regarding solutions that are not yet ready but are likely to meet or exceed the service requirements in the future. However, unless the same organisation is also providing a compliant proposal in response to this RFP, NAFC recommends that information regarding future possibilities or other non-compliant solutions is provided directly to NAFC outside this RFP process.



1.4. Overview of service requirements

- a. For the purposes of this RFP, Services have been delineated as described in Table 1, the *Table of Services* below.

Table 1: Table of Services

Service Reference	Type of Service and Availability requirement	Principal Service Area	Minimum Service Period in each year of Contract and approximate timing
FWASIR21001	Primary Partial (or Absolute)	Eastern Australia ¹	16 weeks Oct-Jan
FWASIR21002	Primary Partial (or Absolute)	Eastern Australia ¹	16 weeks Dec-Mar
FWASIR21003	Primary Partial	Eastern Australia ¹	26 weeks Oct-Apr
FWASIR21004	[Reserved]		
FWASIR21005	Primary Partial or Absolute	Southern WA ²	47 weeks, consisting of: <ul style="list-style-type: none"> • 25 weeks / 24-hour availability (Peak fire season) • 22 weeks / 18-hour availability (Off-Peak)
FWASIR21006	Primary or Secondary Partial	Not specified	Year-round

Note 1: Eastern Australia refers generally to south-eastern Queensland, all of New South Wales, ACT, Victoria, Tasmania and eastern South Australia (including Adelaide and environs) combined, although the relevant Services may be required to respond to any locations in Australia.

Note 2: Southern WA refers primarily to the south-western regions of Western Australia, although the Service may be required to respond to any part of WA.

- b. This table of defined Services is not necessarily final, but is a convenient way to explain requirements, and to provide a basis for Proposers to structure a response to this RFP.
- c. The Services listed above may be varied or re-defined after analysis of any responses received to this RFP. To explain this further, the following examples are useful:
- i. The delineation between the Services is based on some assumptions about coverage, availability, productivity, base locations and state or territory oversight. For example, it is conceivable that a solution offering higher productivity (e.g due to the use of a very fast platform, or a very wide field-of-view) could result in the merging of Services. Similarly, the availability of solutions with lower relative productivity that also offer very good value-for-money could result in the creation of extra Services.



- ii. Available funds may result in changes to Services, or may limit the number of Services that will proceed to Contract.
- d. Alongside responding to the requirements in the *Table of Services* at Section 1.4 above proposers may include additional ideas about how Services might be structured to provide improved service or increased value for money.

1.5. General service requirements

- a. Proposers should refer to the Specimen Contract for general terms and conditions that apply in AFAC contracts.
- b. Except where specifically noted otherwise, for the purposes of this RFP, each Service will be assumed to comprise, as a minimum:
 - i. sensor(s)
 - ii. image processing, digitisation, geo-location, rectification, data processing and creation of products
 - iii. data communications as required to deliver the required data, metadata and information products into Members' information systems, or directly to users where applicable
 - iv. data and product warehousing and distribution facilities
 - v. support capabilities, including mission request and mission planning systems
 - vi. a suitable aircraft platform which meets all current and projected Australian regulatory requirements
- c. Each Service will require the Contractor to:
 - i. ensure that the complete Service is ready and standing-by to respond to a request to provide information products for fire incidents, emergency operations and other activities, when required by a Member
 - ii. respond when requested within the specified timeframes
 - iii. carry out the tasks required in accordance with specified standards and protocols
 - iv. provide the specified products
 - v. maintain the preparedness to respond throughout each Service Period.
- d. Services will have to be provided under adverse conditions and in an emergency service environment that demands high reliability and very high standards.
- e. Performance of the Contract may require aircraft to operate in relatively high atmospheric temperatures, in turbulent conditions, and in known and forecast icing conditions.



- f. The Services may be required to be delivered in remote locations.
- g. The Services will require Contractors to ensure that any aircraft used in the performance of the Contract are well maintained and are properly crewed, and supported and managed by highly professional, skilled and motivated Personnel.
- h. The Services require that all organisations involved in the provision of the Services are highly capable, highly professional and resilient to unplanned events and interruptions to business continuity.

1.6. Contract Periods and Service Periods

- a. The actual Services must be provided during defined Service Periods, which are of a defined minimum length unless extended under the terms of the Contract. Normally there will be only one Service Period for each Service, for each year of the Contract Period.
- b. It is envisaged that the Contract Period for the Services will be “3+1+1”; that is, for three years (2020-21, 2021-22 and 2022-23) and if the Contract Period is extended, for 2023-24 and 2024-25.
- c. The commencement date for each Service Period will be notified in advance to each Contractor in accordance with the Notice Period.
- d. Where a single Contract requires a Contractor to provide more than one Service, the Service Periods and Notice Periods will be separately defined for each Service.
- e. NAFC and its Members are interested in having reliable access to ASIR capabilities outside the defined Service Periods, whilst acknowledging that such access may involve lower levels of availability and may require extended lead times to respond. Availability of Services during the “shoulder season” – i.e. immediately before and after the bushfire season – is of particular interest. Proposals should include clear information regarding the availability of Services outside of the Service Periods. For the purposes of evaluation of proposals, availability of Services outside of the defined Service Periods is *preferred*.
- f. Most, if not all, Services that are subject of this RFP will be provided as Primary Services, that is a Service Period will occur in each year of the Contract.
- g. NAFC may also execute contracts for Secondary Services. This would be considered for Services that were regarded as providing surge capacity or additional capacity (for example when a bushfire season was forecast to be above-normal).
- h. It is also conceivable that some backup or surge ASIR capability could be provided on an Enhanced-Call-When-Needed (ECWN) basis. Under ECWN, the Service would still be engaged on an essentially ad-hoc, short-term basis, but subject to a formal Contract that requires the Contractor to ensure that the Aircraft are available to respond if notified within the predetermined Notice Period. The Contractor is expected to accept an offer of work if the offer is made in accordance with the terms of the Contract.
- i. Proposers are advised that an opportunity to propose Services on a casual Call When Needed basis may be opened by NAFC at a future stage.



1.7. Availability levels

- a. The category of availability required for Services outlined in the *Table of Services* describes the estimated rate of effort required at varying times during the year:
 - i. For most Services in this RFP, Partial Availability is envisaged in the first instance, as this will normally result in optimum value-for-money, whilst maintaining an adequate response. Partial availability:
 - A. Allows a Contractor some flexibility with crewing and/or to undertake other work with their Aircraft or Personnel on days of relatively low emergency risk.
 - B. Only requires immediate provision of the Service on certain days during the Service Period as notified in advance to the Contractor, i.e. when the Contractor is notified to be in a state of Commitment. These days are normally days that are predicted to have relatively high risk of an emergency occurring, or days where there is a high level of emergency activity. Commitment means that the service has moved to being immediately available or is actually being utilised. (Being in a state of Commitment is in-effect equivalent to providing Absolute Availability for the period of Commitment– see below).
 - C. Allows the Member to scale up or scale down availability over a Service Period.
 - D. A typical Partial Availability Contract for ASIR would see the Contractor being notified of a Commitment requirement (i.e. to be on immediate standby to acquire imagery, or to actually engage in image acquisition) two to four hours in advance, or “evening before”.
 - ii. For some Services, Absolute Availability may be offered by the proposer and will be considered if it offers suitable value-for-money. Absolute Availability:
 - A. Requires that at all times the Contractor is able to respond immediately to requests for image acquisition.
 - B. Effectively means that the relevant Contractor resources are exclusively committed to the provision of that Service during each Service Period, including any extensions to a Service Period. This level of availability may be likened to contracts that are known as “Exclusive Use” in some other countries.
 - C. A typical Absolute Availability arrangement for ASIR would require that the Service is available to be dispatched to an image acquisition task at 30 minutes notice (the Nominated Response Time). Proposers who are in a position to offer shorter a Nominated Response Time should do so. Shorter Nominated Response Times are *preferred*.
 - D. For some Services a hybrid approach may be possible (eg Absolute Availability during Daylight, Partial Availability during night).



- E. It is envisaged that a Proposer would offer Absolute Availability where there is no real advantage, or only marginal savings in input costs, to provide the Service on a Partial Availability basis.
- b. NAFC Contracts do not provide for periodic or rostered days off for the Service – the Contractor must have sufficient Personnel available to maintain readiness and to operate each Service when Committed potentially seven days per week during the Service Period.
- c. The terms and conditions of the Contract will also effectively mean that the Contractor must have the capacity to conduct sensor and aircraft maintenance on a programmed, rolling basis and at night. However, during most Service Periods the relevant Member will normally be in a position to relax availability requirements, by arrangement, on selected days of lower risk to allow for planned maintenance.

1.8. Availability models for this RFP

- a. For the purposes of this RFP, the following models are defined to provide a basis for structuring proposals and to facilitate a consistent comparison of proposals.
- b. For all models, Proposers should assume that they will need sufficient Personnel and other resources available to actually deliver the Services for up to 18 hours in any 24 hour period.
- c. The basic models are:
 - i. **For Services FWASIR21001 and FWASIR21002:**
 - Proposers must base their proposals on providing these Services on a Partial Availability basis in the first instance. The notice required to elevate the respective Services to Commitment status should be two hours during Daylight and four hours at night.
 - When at Commitment status, the Nominated Response Time is to be not greater than 30 minutes.
 - Proposers may additionally propose to provide these Services on an Absolute Availability basis at all times, with a Nominated Response Time of not greater than 30 minutes.
 - Proposers may additionally propose to provide these Services on an Absolute Availability basis with a 30 minute Nominated Response Time during Daylight hours, and a Partial Availability basis at night, with two hours' notice to be elevated to Commitment status at night.
 - For any Partial Availability component, Proposers may additionally propose different periods of notice to be elevated to Commitment status where this would provide pricing advantages.
 - For a Service at Commitment Status (Partial Availability) or for an Absolute Availability service, where a proposer is able to respond a Service with a Nominated Response Time of less than 30 minutes, this should be spelt out in the proposal. Shorter Nominated Response Times are *preferred*.



ii. For Service FWASIR21003

- Proposers must base their proposals on providing this Service on a Partial Availability basis. The notice required to elevate the Service to Commitment status should be two hours during Daylight and four hours at night.
- When at Commitment status, the Nominated Response Time is to be not greater than 30 minutes.
- Proposers may additionally propose different periods of notice to be elevated to Commitment status where this provides pricing advantages.
- For a Service at Commitment Status, where a proposer can respond a Service with a Nominated Response Time of less than 30 minutes, this should be spelt out in the proposal. Shorter Nominated Response Times are *preferred*.

iii. For Service FWASIR21004

[Reserved]

iv. For Service FWASIR21005

- Proposers must base their proposals on providing this Service on a Partial Availability basis. The notice required to elevate the respective Services to Commitment status should be two hours during Daylight and four hours at night.
- When at Commitment status, the Nominated Response Time is to be not greater than 30 minutes.
- Proposers may additionally propose different periods of notice to be elevated to Commitment status where this provides pricing advantages.
- Proposers may additionally propose to provide these Services on an Absolute Availability basis with a 30-minute Nominated Response Time
- Proposers may additionally propose to provide these Services on an Absolute Availability basis with a 30-minute Nominated Response Time during Daylight hours, and a Partial Availability basis at night, with two hours' notice to be elevated to Commitment status at night.
- For a Service at Commitment Status (Partial Availability) or for an Absolute Availability service, where a proposer is able to respond a Service with a Nominated Response Time of less than 30 minutes, this should be spelt out in the proposal. Shorter Nominated Response Times are *preferred*.
- Proposers should note that this service requires two periods of differing availability: (1) Peak and (2) Off-Peak periods, totally 47 weeks.

Peak: 25 weeks period with 24-hour availability

Off-Peak: 22 weeks with 18-hour availability

The Off-Peak period begins when the Peak period concludes.



v. For Service FWASIR21006

- Proposers must base their proposals on providing this Service on a Partial Availability basis in the first instance. The notice required to elevate the Service to Commitment status should be:
 - For the months of September through May inclusive: eight hours
 - For the months of June through August inclusive: eighteen hours
- When at Commitment status, the Nominated Response Time is to be not greater than 30 minutes.
- Proposers may optionally, additionally propose different periods of notice to be elevated to Commitment status where this provides pricing advantages.
- This Service is aimed at providing some form of year-round access to an ASIR capability, as well as providing surge capability during the southern bushfire season, when other resources are committed. Proposers are welcome to optionally, additionally propose different models of availability which they consider would address those objectives.

1.9. Notice Periods

- a. For all Services except FWASIR21006 a Notice Period (the time between notification to the Contractor and the commencement of a Service Period) will be specified in the Contract. Proposers must specify in their submission for each Service, their preferred Notice Period (in the *Pricing Response Form*). It is advised that Proposers put forward the shortest Notice Period that they are realistically capable of meeting. In any case Notice Periods should not normally be less than 7 days or greater than 56 days.
- b. A Notice Period to start a Service Period is different to the Nominated Response Time, which occurs during a Service Period.
- c. Shorter Notice Periods are *strongly preferred*. If a Proposer can specify a relatively short Notice Period for any Service, this will be treated favourably in the evaluation.
- d. NAFC will consider including additional constraints or parameters around Notice Periods if that will assist in providing shorter Notice Periods. (e.g. a proposal may specify a Notice Period for a particular Service of 10 days, provided that the Service Period commencement date for that Service is between 01 September and 01 December in any year). However, Notice Periods that are not subject to constraints are preferred.



1.10. Nominated Operational Bases (NOB)

- a. Normally, NAFC Contracts will specify the NOB at which the platform providing a Service will be based during any Service Period. To allow flexibility for proposers, NOBs have not been specified in this RFP.
- b. For each Service that a Proposer is interested in supplying, the Proposer should specify the NOB from which they consider that the proposed Service(s) would be most efficiently based, and upon which their pricing is determined.
- c. Proposers should assume that, for each Service defined in the *Table of Services*, it is preferred that the NOB is within or near the Principal Service Area for that Service as set out in the *Table of Services*. NAFC may consider NOBs outside the Principal Service Area if the platform Aircraft has relatively fast ferry speeds.
- d. In addition, the following guidance is offered:
 - For Service FWASIR21001, a base towards the northern part of the Principal Service Area is likely to provide optimum responsiveness and productivity, as the bushfire season in this region tends to commence in late winter or spring
 - For Service FWASIR21002, a base towards the southern part of the Principal Service Area is likely to provide optimum responsiveness and productivity, as the bushfire season in this region tends to commence in late spring or early summer.
- e. The Contractor is responsible for providing all facilities required to support the Service at NOBs.
- f. Proposers should note that any contracted Service would be part of a national arrangement. NAFC may require a Contractor to be temporarily based at any suitable location in Australia or to establish a NOB at a different location from that originally specified in the relevant Contract. These decisions will be based on regular assessment and reassessment of the prevailing fire and other emergency conditions. Where relocation is required, unless other specific provisions for relocation are contained in the Contract, the relevant Member would normally meet the Contractor's reasonable additional out-of-pocket costs (i.e. costs incurred above those that apply to being based at the original NOB).

1.11. Category of aircraft operation, airworthiness and carriage of passengers

- a. It is *preferred* that any aircraft used to deliver the Services have a Standard (or higher) Certificate of Airworthiness. Where modifications to the aircraft are required to provide the Services and these modifications preclude a Standard Certificate of Airworthiness, a dual Certificate of Airworthiness is *preferred*.
- b. Irrespective of the Certificate of Airworthiness, any Aircraft used to provide the Services must be maintained as if it was providing a passenger carrying Charter¹ under the Instrument Flight Rules (IFR).

¹ Australian civil aviation legislation and regulations (including definitions) around passenger carrying operations have changed recently and are likely to change further. For the purposes of this Request for Proposals, 'Charter' means the rules applied are



- c. Any Aircraft used to provide the Services must be operated, as far as practicable, as if it were providing a passenger carrying Charter.
- d. Where an operation is precluded by regulation or operational requirements from being conducted as Charter, the operation is exempt from complying with standards and requirements applicable to Charter only to the extent necessary to carry out the required operation.
- e. *[Preferred]* The holder of the AOC (or CASR Operating Certificate if applicable) under which any Aircraft used to provide the Services is operated must have the necessary CASA authorisations to carry out a Charter operation with that Aircraft. Where this is not practicable it is *preferred* that the holder of the AOC have the necessary CASA authorisations to carry out a Charter operation in the same class of aircraft.
- f. Proposers for Services that require the carriage of persons other than Flight Crew (e.g. to operate on-board equipment) must provide a Passenger Carrying Capability (PCC) number as defined in NAFC Standard PR-003 for the Aircraft. The PCC must be calculated with the aircraft in remote sensing configuration.
- g. Proposers must also specify any limitations (e.g. insurance) that could impact on the ability to carry the maximum number of passengers possible in any Aircraft.

1.12. Fuel

Services that are the subject of this RFP must be provided on the basis of **Wet-B Hire**. Wet-B Hire means the Contractor is responsible for arranging and paying for fuel and all other consumables. The Contractor is not required to have mobile fuelling facilities; however the Contractor will normally have to ensure appropriate fuelling facilities are available at the NOB.

1.13. Multiple Services

- a. Proposers are advised to examine the Services outlined in the Table of Services carefully and, where practicable, identify synergies in providing more than one Service – ultimately resulting in improved service and/or lower Contract Prices.
- b. If there are benefits to NAFC and its Members to have a single Contractor provide multiple Services, but there is a potential conflict in the provision of the Services (e.g. a possibility of overlapping Service Periods for dovetailed Services) then NAFC will consider arranging the relevant Contract(s) to ensure that the benefits are realised and the necessary safeguards are provided to the Contractor.

1.14. Other Capabilities

- a. Proposers are encouraged to put forward any relevant additional or supplementary capabilities that they are able to provide. Capabilities of particular interest include, but are not limited to:

those applicable at the time to an air transport operation for the non-scheduled carriage of passengers for hire or reward (by small or large aircraft, as applicable).



- i. image acquisition using alternative imaging systems, including Synthetic Aperture Radar or LiDAR; and
- ii. supplementary gimbal mounted infrared sensors; and
- iii. data communication systems; and
- iv. night vision or synthetic vision capability; and
- v. Remotely Piloted Aircraft with remote sensing capabilities; and
- vi. carriage of passengers as a Charter operation.

2. SERVICE SPECIFICATIONS

2.1. Sensor(s)

- a. The sensor sub-system **must** be capable of:
 - i. rapidly imaging large areas of terrain;
 - ii. imaging a fire and terrain through thick smoke;
 - iii. geographically locating fires;
 - iv. detecting small fires;
 - v. discriminating small fires from large areas of heated ground;
 - vi. clearly discriminating small terrain features such as single lane vehicle tracks and small water courses;
 - vii. operating day and night; and
 - viii. operating in weather conditions typically encountered on days of extreme fire weather.

These requirements would normally require a sensor that utilises detectors sensitive to radiation emitted by a fire and background terrain, and operating at wavelengths such that the radiation passes readily through the atmosphere. Typically this has been achieved with dual, multi or hyper spectral sensors with at least one detector operating in the thermal infrared spectrum.

Detectors may require optimisation to enable imaging of fire areas and terrain without detector saturation over the fire area. It may be beneficial for a sensor to be able to produce data that shows temperature variations within a fire, as this can be used as an indicator of fire behaviour.

These requirements would normally require an instrument with a wide Field of View (FOV) to achieve the large area requirements, while retaining a small Instantaneous Field of View (IFOV) to discriminate small fires, single vehicle tracks and other terrain features. Previous systems used for this activity have had FOV up to 90deg and IFOV of 1.25mrad.

These requirements would normally require a high precision, high resolution position and attitude sensor capable of correcting any distortion from platform motion in the image, and to allow the calculation of the coordinates of each pixel in the image. Previous systems have used a high quality integrated GNSS/INS and / or a 3-axis gyro stabilised platform.

These requirements would normally require an instrument that can operate at high altitude (typically up to 25,000 feet) in temperatures well below freezing after having been heat soaked at ground level in conditions of very low humidity, and then passing through areas of cloud and high humidity. Similarly,



the instrument would need to be capable of operating in high temperature, low humidity environments immediately after operating at high altitude.

2.2. Image processing

- a. The image processing sub-system **must** be capable of:
 - i. integrating sensor data and producing imagery geo-rectified to a specified coordinate system;
 - ii. producing imagery that can be overlaid with spatial data at a scale of 1:25,000 or better;
 - iii. producing geo-rectified imagery in near real time;
 - iv. producing imagery and other products in common standard formats;
 - v. separating fire information from background terrain information;
 - vi. displaying imagery to an on-board operator in real time; and
 - vii. storing all data and products in a removable storage medium on-board the aircraft.

Processed images should, as far as practicable be in geospatial industry standard formats and available for transmission in near real time (as a guide, less than 10 minutes from acquisition to transmission). Most Member agencies are capable of receiving and processing ESRI ArcGIS compatible data.

The coordinate system specified would normally be MGA/GDA94. Geo-rectification must place each image pixel such that the image can be overlaid with agency spatial data at 1:25,000 scale with minimal misalignment between image and spatial data.

The processing system should also be capable of separating out fire information from terrain and other geographic features (e.g. differentiating thermal hotspot information from background terrain) and separately processing this data.

The processing system(s) may be entirely on-board the aircraft or partly ground based.

An in-aircraft display of acquired images should be available – where possible in-aircraft display images should be integrated with map and/or aircraft position data. This in-aircraft display must include sufficient information to provide overall situational awareness for personnel on-board the aircraft. The in-aircraft display does not necessarily have to include the display of geo-rectified imagery.

A removable storage system capable of automatically retaining all data acquired during several days of intensive missions should be available on-board the aircraft. This data should be readily transferable to external storage.

2.3. Ground-based processing

Proposals may include ground-based processing that either completes processing that commenced on-board the platform, or to produce derivative or enhanced products.

If ground-based processing is used, it is highly desirable that there is some ability to produce at least a basic or quick-look product on board the platform and communicate it to the relevant agency, to provide redundancy in the event of loss of access to the ground processing facility.



Ground-based processing, if used, should not add to the overall time required to process the basic products required.

2.4. Products

- a. The service **must** provide:
 - i. Geo-rectified imagery, in common GIS industry standard formats, that clearly shows fire in relation to background terrain and geographical features;
 - ii. where other products require in excess of five minutes processing and transmission time, “Quick look” imagery for rapid transmission;
- b. The service **may optionally** provide:
 - i. *(preferred)* vector data that represents fire and/or other features extracted from the raw image data;
 - ii. *(preferred)* fire “hot spot” data;
 - iii. enhanced imagery that further discriminates fire related information from background terrain;
 - iv. imagery that clearly shows other emergency events in relation to background terrain and geographical features;
 - v. other derivative or enhanced products;
 - vi. end-user map products in common formats (e.g. PDF, PNG);
 - vii. an end-user browser based mapping portal; and
 - viii. an end-user application based display system (e.g. KML products in Google Earth).

These requirements follow on from the primary fire imaging requirement for this service, but allow for proposals that include enhanced fire imaging or mapping products or products that suit other purposes.

Digital data must be provided in a format that can be readily integrated into emergency services agency systems. Most agencies are currently operating some form of ESRI ArcGIS. End user products should be provided in a format that can be readily viewed on most PCs without additional software or setup.

The “quick look” imagery requirement is to allow a low bandwidth semi processed image to be sent down to the ground while a high quality image is being geo-rectified or otherwise processed and then queued for transmission. This would only be of benefit when the time taken to process and transmit high quality geo-rectified imagery would delay the receipt of these images.

The ability to image other emergency events will add value to a proposal. Previously these Services have been used to image floods, oil spills and algae blooms.

The optional end-user product requirements allow for proposals that include further processing of geo-rectified images into map products, or display of images on web browser based mapping systems, or integration of the images into an application such as Google Earth.

The derivative, “hot spot”, and vector products allow for proposals that include the processing and analysis of imagery to extract features such as fire boundaries, “hot spots” etc.



2.5. Data communications

- a. The data communications sub-system(s) **must** be capable of:
 - i. reliably delivering images and map data to users without undue transmission delay;
 - ii. delivering data in common GIS data formats via common internet transfer mechanisms;
 - iii. delivering data via a transmission system that is unlikely to be compromised by the emergency being imaged;
 - iv. delivering data in such a way that is unlikely to be compromised by temporary outages at the recipient end;
 - v. delivering data from any area of Australia; and
 - vi. connecting to internet based information systems.

These requirements would normally require a high bandwidth airborne satellite data system to achieve the reliability and coverage requirements. This could be supplemented with secondary terrestrial data links such as bonded mobile telephones and or long range IP data radios. Previous data communications systems have included Inmarsat BGAN, Freewave FGR, and Telstra/Vodafone/Optus 4G systems.

The use of IP data radio systems, such as those available from Silvus Technologies (for example only), is of particular interest, as some NAFC Members have already established ground infrastructure to receive data.

As the Services are required to operate in remote locations with little notice, including up to 20nm, off-shore, terrestrial data communications systems are not normally sufficient. However, a data communication system that includes both satellite and terrestrial modes may offer redundancy in the event of failure and economy in data transmission charges. Previous data communications systems have also included short range wi-fi communications at the Nominated Operational Base to facilitate pre and post mission activities such as briefing and backup.

The requirement to have connectivity to internet systems is to facilitate an on-board system operator or Flight Crew receiving data and information pertaining to the mission including fire, weather and tasking information.

2.6. Data and product distribution

- a. The service **must** provide:
 - i. delivery of data, images and other information from the aircraft to agency systems;
 - ii. delivery of data via data transfer mechanism(s) that includes confirmation the data has been received;
 - iii. delivery of data via data transfer mechanism(s) that retry and complete interrupted data transfers;
 - iv. archiving of all data collected;
 - v. *[Preferred]* delivery of data via an online data distribution warehouse; and
 - vi. *[Preferred]* notification to the agency requestor that the data and or products are available.



- b. The service **may optionally** provide:
 - i. an end user web portal for browsing and downloading data.

These requirements prefer data distribution systems where the data flows from the aircraft to an internet based repository or warehouse and from there on to the relevant Member agencies or end users. This design avoids the limitation of point to point and/or stateless distribution mechanisms such as email where there is no confirmation that a data transfer was successfully completed and where users who are not on the distribution list cannot immediately access the data.

Each individual Service would normally be managed in the first instance by one NAFC Member. It would be expected that the Contractor would work with that Member to develop an acceptable primary data transfer mechanism. It would also be expected that the Contractor has the ability to also transfer data to users in other jurisdictions in the event that the Service is required to operate interstate or for other agencies.

Previous systems have used intelligent data transfer mechanisms with built in error handling, restart, recovery, confirmation, and priority queuing based on technology such as Microsoft Background Intelligent Transfer Service.

2.7. Mission support capabilities

- a. The service **must** provide:
 - i. a mechanism for receiving requests for products or missions; and
 - ii. a mechanism for managing missions to ensure that objectives are achieved.
- b. The service **may optionally** provide:
 - i. an on-line mission request system; and
 - ii. integration of mission planning with aircraft systems to provide flight line guidance.

Proposals must include capabilities that support a product request or mission request, and mission management processes. These may be achieved in a number of ways including an on-line mission request system. The method proposed must efficiently enable the transfer of a request from the Member to the Contractor and on to the Flight Crew without undue delay or risk of transcription error. Integration of mission request systems into flight line planning and on-board flight guidance may add value to proposals as these systems should optimise efficient use of the Aircraft.

2.8. Aircraft

- a. Proposers should refer to the supplied Specimen Contract for information regarding general specifications for Aircraft that may be used to provide the services.
- b. The Aircraft must have appropriate flight and handling characteristics to safely and efficiently carry and operate the sensors, data processing and communications equipment.
- c. The Aircraft must have the speed, range and endurance characteristics to efficiently deliver the Services.



- d. The Aircraft must have performance characteristics appropriate to the sensor(s) (considering in particular the range of speeds and heights at which the sensor(s) operates effectively and efficiently).
- e. The Aircraft must be capable of operation under IFR, and must operate under IFR whenever practicable.
- f. The Aircraft must be equipped with an operational Traffic Collision Alerting and/or Avoidance System.
- g. [*Preferred*]. The Aircraft must be equipped with an operational Ground proximity or Terrain Warning System.
- h. [*Preferred*]. The Aircraft must be equipped with an operational, crash-resistant cockpit voice recorder system.
- i. [*Preferred*]. The Aircraft must be equipped with an operational, crash-resistant flight data recorder system.
- j. [*Preferred*]. The Aircraft must be equipped with an operational cockpit environment video recording system.
- k. The Aircraft must be equipped and certified for flight in known icing conditions, including with mission equipment fitted.
- l. The Aircraft, as far as practicable, must be equipped to optimise availability to safely conduct missions in conditions typically encountered in emergency management operations. For example, certain types of weather avoidance equipment may permit safe operations in situations that would otherwise be precluded.
- m. The Aircraft must be equipped with a satellite telephone system, fully integrated with the Aircraft audio system and which provides reliable communication from the ground to the Aircraft across all of continental Australia at all flight levels.
- n. [*Preferred*] The Aircraft must be powered by gas turbine engines.
- o. For this RFP, NAFC will consider single-engined Aircraft, provided that they meet ASEA requirements specified by CASA. Proposers of single-engined aircraft must outline in detail how ASEA requirements would be met in an emergency management environment which requires unscheduled flights at short notice.
- p. The Aircraft must provide an ergonomic and safe working environment.

2.9. Productivity and flexibility

- a. The combination of platform, sensor and other sub-systems **must** provide productivity and flexibility when:
 - i. the area to be imaged is beneath cloud;
 - ii. the weather conditions are those typically encountered during periods of extreme fire danger and in other emergencies;
 - iii. the area to be imaged is distant from the Nominated Operational Base;



- iv. a large area is to be imaged;
- v. multiple, geographically dispersed, areas are to be imaged; and
- vi. imaging is requested day or night.

The combination of platform performance (speed, altitude and endurance) along with sensor specifications will govern the productivity and flexibility of the Service.

The 'large area' productivity requirement is to enable the Service to rapidly image either a large fire or a large area with multiple small fires. Large fires may require imaging of tens of thousands of hectares in a single sortie. Geographically dispersed areas may require that the Service cover hundreds of nautical miles between imaging areas in a single sortie.

A narrow field of view sensor on a relatively slow aircraft would be unlikely to meet the requirements for these Services.

Systems previously used have had the ability to produce swath widths of greater than 5km while retaining a pixel size suitable for discerning vehicle tracks and other geographic features.

Platforms previously used have been able to fly at an altitude with enough height above ground to achieve the required image swath width (generally above 20,000 feet AMSL in higher elevation terrain) and enough ground speed to rapidly cover large areas (generally greater than 250kts).

The ability to operate under cloud is a critical factor in some circumstances as post frontal cloud may cover major fires for days at a time. In these circumstances the ability for a Service to pass through cloud enroute (under the IFR) and then operate under cloud layers (in VMC) before safely returning to base is critical for productivity and flexibility.

2.10. Ancillary systems

- a. The service **may optionally** provide:
 - i. a system for measuring and recording ambient atmospheric conditions and transmitting meteorological data to selected ground stations.

Other ancillary systems may be proposed.

3. SPECIAL CONSIDERATIONS

3.1. Phase in

- a. As noted above, NAFC envisages that Services that result from this RFP will be implemented for the 2021-22 Service Period (i.e. the 2021-22 bushfire season in southern Australia) and onwards.
- b. NAFC is prepared to consider phase-in approaches where an interim compliant solution(s) is implemented for 2021-22 and enhanced solutions are implemented for the 2022-23 Service Period and onwards.
- c. A phase in approach could be considered as part of a multiple Service Contract. For example, a single Contractor might provide one Service from 2021-22 and a second Service from 2022-23.
- d. Proposals that include phase-in approaches must provide full details, including:
 - i. reasons for proposing a phase-in approach



- ii. advantages to NAFC and Members of a phase-in approach
- iii. timelines and milestones for implementing the proposed approach, with risks and risk mitigation
- iv. the Services to which it is proposed a phase-in approach would apply
- v. proposed interim solution(s).

3.2. Multiple services

- a. Proposers who are interested in supplying multiple Services are encouraged to offer a range of options that would allow NAFC to fully realise the benefits and efficiencies flowing from a Contractor providing multiple Services.
- b. For example only, a proposal covering the provision of multiple Services could consider offering:
 - i. the provision of one or a number of Services at nil or reduced Standing Charges (e.g. a Contractor providing two Services may be in a position to provide a third Service – which could be a Partial Availability Service - at nil Standing Charge)
 - ii. year-round availability of a Service (possibly at appropriately reduced levels of availability)
 - iii. reduced Contract Prices.

3.3. Ownership of data and products

- a. Proposers should note that irrespective of the service delivery model adopted, it is envisaged that all data, metadata, images, products and derivative products that are generated in the course of supplying the Services will remain the property of NAFC and the respective Member.
- b. NAFC will however consider alternative proposals for data ownership. A proposal for an alternative approach to ownership of data and products must clearly detail:
 - i. the reasons for proposing the alternative approach; and
 - ii. the advantages to NAFC and Members of the proposed approach.

4. PROPOSALS

4.1. Structuring proposals

- a. The response forms (see Part D of this RFP) provide a basis for structuring proposals.
- b. Alongside responding to the requirements summarised in the Table or Services, proposers are encouraged to include additional ideas about how Services might be structured more flexibly, or propose additional Services, or shoulder Service Periods, which may increase value for money to the Members.



- c. NAFC encourages Proposers to submit various options for the provision of the Services. Options or alternatives should be proposed alongside compliant proposals.

4.2. Pricing

- a. Proposals are required to provide indicative pricing for each Service that the Proposer is interested in supplying.
- b. Pricing information will be treated as commercial-in-confidence by NAFC and its Members, to the extent permitted by law.
- c. If any proposal is selected to be further progressed, there will be an opportunity to refine pricing before procurement is completed. However, any such refinement will only be considered if it results from a refinement of Service requirements, e.g., availability levels, crewing levels, location of NOBs. Proposers will need to justify in detail any significant departures from the pricing provided at Stage 1 of the RFP. Failure to provide satisfactory justification when requested may result in exclusion from the process at that time.
- d. Pricing of Services should be based on the availability models outlined at Section 1.8 above. Proposers may put forward other models as optional alternatives.
- e. Where a Proposer intends to supply multiple Services, the applicable pricing and other benefits must be clearly described.
- f. Pricing must be provided for the 2021-22 Service Period.
- g. Proposals must clearly describe the proposed price variation mechanism for the Contract Period. Possible mechanisms may include:
 - i. nil escalation [*Strongly preferred*]
 - ii. nil escalation for Year 2 and 3, then CPI-based escalation (from Year 3) for Years 4 and 5 if the Contract Period is extended
 - iii. CPI-based escalation for Year 2 and onwards
 - iv. fixed percentage escalation for Year 2 and onwards.
- h. Where CPI or a fixed percentage is used as the basis of an escalation mechanism, proposals must clearly specify the component and proportion of the Contract Price to which the CPI or percentage escalation applies.
- i. For Partial Availability Services there will be a number of possibilities for structuring prices. One approach could be to apply a Standing Charge only to those days where the Service, with the appropriate notice or agreement, is on Commitment – i.e., is actually working or is required to be on standby – with perhaps a guaranteed minimum number of such days over the Service Period. Alternatively, a separate Commitment Charge could be applied – i.e. a relatively low Standing Charge applies for each day of the Service Period, plus a Commitment Charge for any day the Service is then activated or required to be on standby.
- j. For a Proposer intending to supply multiple Services, a possible approach for pricing Partial Availability Services is to amortise any Standing Charges in the price



for other Services supplied. For example only a Proposer could offer to supply a Partial Availability Service at nil Standing Charges (Commitment and Operating Charges might still apply) provided that Proposer was contracted to supply at least one other Service.

- k. Any mobilisation and demobilisation charges/costs should be amortised in (i.e. included within) the Standing Charges and/or Operating Charges.
- l. Proposers are encouraged to submit discounted prices for extensions to the minimum Service Periods (e.g. if the minimum Service Period is 16 weeks, then the Standing Charge for any days that the Service is required in excess of 16 weeks would be reduced).
- m. Where proposed Operating Charges are based on the operation of the Aircraft used to supply the Services, then Operating Charges must be measured from take-off (Wheels Off) to landing (Wheels On) This is to facilitate the use of automated accounting systems, including recipient generated tax invoices.
- n. NAFC has a standard model in the Specimen Contract for varying Operating Charges with aviation fuel price variations. Where proposed Operating Charges are based on the operation of the Aircraft, Proposers may elect to apply this model.
- o. Although a standard Exchange Rate Variation model is provided in the Specimen Contract, it is *preferred* that exchange rate variations not apply to Services that are the subject of the RFP. In any case a Contractor is required to take reasonable steps to ensure protection of Contract Prices from general fluctuations in the value of the Australian Dollar.
- p. All prices submitted are required to be quoted on a GST exclusive (i.e. “plus GST”) basis, except for any aviation fuel price that may be nominated as a basis for the Operating Charge variation, if applicable.
- q. Pricing must be in Australian Dollars.
- r. The attention of Proposers is drawn to the other full-service pricing inclusions and exclusions at clause 9.2 of the Specimen Contract.
- s. Proposers may suggest pricing structures that are different from those outlined above. It is recommended however that any proposed pricing structures that substantially differ from the guidance provided above are submitted as optional alternatives alongside a compliant pricing proposal.
- t. Proposers are advised that the pricing information submitted in proposals will be made available to Members as required to undertake the evaluation process.
- u. Proposers are advised that the total value of any contract ultimately entered into may be published in accordance with the procurement requirements of Members.
- v. Where a proposal includes provision of other capabilities the proposal must be clear as to whether the capability is included in the Contract Price, or is available at an extra cost.



PART D: RFP RESPONSE

1. RESPONSE FORMS

- a. Part D reproduces the headings and questions from the various Response Forms provided in the NAFC Electronic Tender Portal (Tenderlink) for reference only. Please use the forms in Tenderlink when submitting a proposal – downloading, completing and uploading these forms in Tenderlink.
- b. NAFC strongly recommends that proposers read each question carefully and ensure that responses address the question. Note especially that some questions request “**concise**” answers and some request “**detailed**” answers.
- c. Response should be framed in the context of the services that the Proposer wishes to provide - responses should describe how the information is relevant to their services.

1.1. Organisation Information

- a. Complete the Proposer Information form.

1.2. Declarations

- a. Authorised Person

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. “Nancy Bird - Agree”. If this is not the case, write the reason why you do not agree with the statement.

- b. Proposal Participation Terms and Conditions

I 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.

- c. Conflict of Interest

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.

- d. Judicial decisions

In submitting this proposal the Organisation confirms that there are no judicial decisions against the organisation relating to employee entitlements where the resulting orders made by a Court have not yet been satisfied. If this is the case then enter the word “Agree”. If this is not the case, write the details of the judicial decision, the orders made



by the Court, the reasons why the orders have not yet been settled and (if known) a timeframe of when the orders will be satisfied.

e. Guarantee

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.

1.3. Proposal Summary

- a. Provide a **summary** of the total benefits of your proposal. Summarise the capacity and capability of your organisation based on information provided in all other sections of the proposal. Present the benefits of the proposal from technical and operational perspectives.
- b. Include a **brief summary**, preferably in table form, of which Services you are proposing to supply and the key characteristics (such as type of sensor and platform) of your proposed solution for each Service.

1.4. Organisation

a. Company Structure and Ownership

Provide **summary** information relating to the company structure and ownership of the organisation proposing to deliver the Services.

b. Company History and Industry Experience

Provide a **short** history of the organisation and its experience in the provision of airborne remote sensing or other relevant services, particularly in an emergency management environment.

c. Key Staff – Management and Operational

Provide **concise** information on the qualifications, experience and roles of key Personnel who manage the organisation proposed to deliver the Services, and those who are proposed to deliver the Services. This may include competencies and experience of key management staff; and the qualifications, training, licences, ratings, endorsements and skills of operational staff.

d. Organisational Capacity and Capability

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

e. Innovation



Provide **summary** information on the research, development and innovation activities of the organisation, particularly as they relate to airborne remote sensing, fire management, emergency management and related operations.

f. Culture

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

g. Environment

Provide **summary** information relating to your organisation's commitment to sustaining, protecting, enhancing and conserving the environment through its actions, policies, procedures and influence on others where practical.

h. Incidents, Accidents, Non-Compliance & Show Cause

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

1.5. Management Systems

a. Quality Management and Quality Management Systems

Provide **concise** information 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 proposed.

b. Safety Management and Safety Management Systems

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

c. Workplace Occupational Health & Safety

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

d. Risk Management Systems

Provide **concise** information of any organisational risk management policy, strategy, plan or system that is in place or proposed. Describe how your risk management system would apply when providing the Services proposed.

e. Emergency Response Plans



Provide **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.

f. Environmental Damage Prevention & Management

Provide **summary** information of how your organisation minimises the risk of environmental damage that may occur during operations. Include a **summary** of any existing plans, processes or certifications. Demonstrate how your organisation is committed to minimise the risk of environmental damage.

g. Financial Systems

Provide **concise** information of systems in place to manage the organisation's finances, including systems to maintain records and to ensure prompt and accurate invoicing.

h. Flight Crew and Crew management

Provide **detailed** information relating to the management of Flight Crew and Crewpersons to be utilised for the Services being proposed. This should include flight & duty time management, rostering and monitoring of currency.

Note that separate headings are provided above for management staff and below for Drug and Alcohol Management, Fatigue Management and Check and Training systems.

i. Workforce Development

Provide **summary** information regarding your organisation's workforce development planning. Include details of succession planning, mentoring, professional development and other relevant workforce development. Include any policy or plans the organisation may have to improve workforce diversity and succession planning.

j. Subcontractor management

Provide **concise** information regarding the systems and processes in place to effectively manage any subcontractors. Details should include communications with subcontractors, reporting lines, audit and quality control, how different check and training systems are managed, how crew records are maintained and how the order of precedence of operational documents and instructions is managed.

k. Drug & Alcohol Management

Provide **summary** information regarding the organisation's drug and alcohol management and any supporting plans, policies or strategies. Describe how your drug and alcohol management plan would apply when providing the Services proposed.

l. Fatigue Management

Provide **concise** 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 rules you will follow for the duration of the contract and how this will be managed for the Services you are proposing. Provide details of how you would arrange



crewing to meet the day and night operating requirement when required during extended active fire periods.

m. Check and training

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 CASR'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:

- i. Basic Wildfire Awareness
- ii. Aircraft Underwater Escape Training (where required)
- iii. Crew Resource Management (where required)
- iv. Team Resource Management
- v. Low level flight and obstacle avoidance (where required)
- vi. Recognition and recovery from unexpected low visibility situations.

1.6. Infrastructure and Maintenance

a. Support Infrastructure

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

Provide information regarding company infrastructure, resources and facilities at company operating bases and at the proposed NOB(s) which will support the delivery of proposed Services.

b. Maintenance systems – system of maintenance

Provide **summary** details of the systems of maintenance for the aircraft proposed to supply the Services.

c. Maintenance - facilities

Provide **details** of sensor, system and aircraft maintenance capabilities, capacity and facilities, including provision for in-field and out-of-hours maintenance.

d. Maintenance - spares

Provide **details** of storage and access to spare parts. **Clearly describe** how proposed access to spare parts will support the seamless delivery of the proposed Services if parts are stored away from the NOB.



1.7. Remote Sensing Systems and Products

a. Products

Provide **comprehensive** details of the image product produced by the proposed system(s).

b. Overview - Systems

Provide a **brief** narrative that gives an overview of the sensor, processing, data communications and other systems and sub-systems put forward for the Services being proposed.

c. Sensor

Provide **comprehensive** details of the proposed Sensor(s).

d. Image Processing

Provide **comprehensive** details of the proposed image processing system(s). Include detail of airborne and ground based image processing systems.

e. Data Communications

Provide **comprehensive** details of the proposed data communications system(s).

f. Data and Product Distribution

Provide **comprehensive** details of the proposed data and product distribution system(s). Describe the steps in the process.

g. Mission Support Capabilities

Provide **comprehensive** details of the proposed mission support capabilities.

h. Productivity and Flexibility

Provide **comprehensive** details of how the proposed aircraft, sensor and other sub-systems combine to provide a flexible and productive Service.

i. Ancillary Systems

Provide **comprehensive** details of any proposed Ancillary system(s).

1.8. Aircraft - Data

All aircraft referred to in the proposal must be updated in ARENA. Instructions as to how to use ARENA are provided.

1.9. Aircraft or Platform

a. Overview - Aircraft



Provide a **brief** narrative that gives an overview of the Aircraft that will be used to supply the Services being proposed.

b. Avionics & Communications

Provide additional narrative relating to the avionics and communications equipment to be utilised in the provision of the Services being proposed. This may include, amongst other things, radios, avionics, navigation, GPS, terrestrial and satellite telephony and messaging 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 TCAS or GPWS, or any other safety enhancement systems. Specifically detail how the proposed radio & intercom setup meets the requirements of the remote sensing role the aircraft is proposed for.

c. Aircraft Modifications, Performance and Enhancements

Provide **brief** details of how the Proposer will appropriately modify the aircraft to deliver the Services and to optimise the performance of aircraft for remote-sensing operations. Include descriptions of weight reduction strategies and of any performance enhancing devices that may be fitted to the aircraft being proposed.

d. Recording systems

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

e. Global Positioning Systems

Provide **summary** details relating to the Global Positioning Systems (GPS) to be utilised by the pilot(s) of the aircraft being proposed. Specifically detail how the GPS systems proposed will benefit the pilot and other crew during remote sensing operations.

f. Tracking system

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

Note: Proposers are advised to read and understand the details of "NAFC Standard OP-014 Tracking, Event Reporting & Messaging" before responding to this question.

g. Flight and Engine Event Reporting System

Provide a **concise** description of the event reporting system being used to report engine start/stop and flight (take-off and landing) events in aircraft being proposed.

Note: This question is not about Health and Usage Monitoring (HUMS) or similar aircraft systems. It is about the collection of engine start & stop, take-off & landing, and other flight event times and reporting them via satellite or cellular modem to NAFC / AFAMS.



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

Note: Proposers are advised to read and understand the details of "NAFC Standard OP-014 Tracking, Event Reporting & Messaging" before responding to this question.

h. Aircraft Trend Monitoring Systems

Provide **summary** 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 Proposer's approach to manual trend monitoring.

i. Passenger Carriage Capability Calculations

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

j. Seating & Seatbelts

Provide **summary** information relating to the seating and seatbelt type and configuration to be fitted in the aircraft being proposed. Include details of which seats have upper body restraints, 3 point, 4 point or 5 point seatbelts, and inertial reel seatbelts. Where appropriate, insert or attach photographs or diagrams of the seating configuration.

k. Other Calculations or Analysis

Provide any other calculations or analysis which might be considered.

1.10. Provision of Services

a. Overview – Service(s)

List the Service(s) you are proposing to supply. For each Service provide a **brief** summary describing the combination of aircraft, sensors and other systems you propose to use to supply each of the listed Services.

b. Multiple Services

Identify and explain any situations where the Proposer considers that the provision of multiple Services or additional aircraft by the organisation will offer synergies and benefits.

c. Nominated Operational Base (NOB)

Provide any information relating to the NOB in addition to infrastructure and maintenance described in that section. Specifically **detail** any infrastructure available to support remote sensing operations.

d. Activation Systems



Provide **details** of the communications system(s), and backup system(s) that the Proposer proposes to receive notices of activation or dispatch to carry out tasks or provide products.

e. Notice Period

List proposed Notice Periods for the Service Period of each Service proposed. Provide information regarding any conditions of notice. Clearly describe any date ranges where the Notice Period may be reduced or extended.

f. Availability of Service Outside of Service Period

Provide general information regarding the projected availability of contracted Services outside the likely Service Period(s), e.g., for fire imaging during Spring and Autumn “shoulder” seasons, for other emergency operations and activities such as flood or storm relief, or for routine training, familiarisation exercises, and other emergency events throughout the year.

g. Support Vehicles

If proposing any support vehicles provide details relating to the support vehicles. Please indicate if any support vehicles proposed are to be included in the proposal or separately priced. Include any separate pricing in the pricing response form.

h. Additional Capabilities - General

Provide information on any other capabilities offered by the Proposer’s organisation. This may include, amongst other things, other sensors, night vision or synthetic vision capabilities and RPAs.

1.11. Proposed Pricing

a. Pricing Response Form

Complete and upload the (Excel) *Pricing Response Form*, following the specific instructions on the form.

b. Pricing Summary

Provide **clear and comprehensive** proposed pricing. If required, include alternative pricing scenarios or additional explanations of information regarding pricing. Include the benefits of your proposed pricing from value and service delivery perspectives.

1.12. Contract and Other Compliance

a. Contract Departures

Insert into the table any relevant information where a proposal either partially complies or cannot comply with a particular clause of the *Specimen Contract* including the Schedules.



b. Other Departures

Insert into the table any relevant information where the proposal either partially complies or cannot comply with any NAFC Standards and / or any parts of the Request for Proposal including the Table of Services and other Appendices.

1.13. Certifications

a. Air Operator's Certificate

Provide details of any current Air Operator's Certificates (AOC) or CASR Operator's Certificate (OC) applicable to the Services being proposed or information pertaining to the Proposer's capacity to obtain the necessary AOC's or OC's for these Services. Electronic versions (e.g. PDF files) of actual documents may be uploaded to ARENA.

b. Certificates of Airworthiness

Provide details of any current Certificates of Airworthiness applicable to the aircraft that are proposed to be used in delivery of the Services, or provide information pertaining to the organisation'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.

c. Supplemental Type Certificates (STC) and Engineering Approvals

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

d. Specific Approvals and Exemptions

Provide details of any relevant current legislative or regulatory approvals or exemptions held that are applicable to the Aircraft and Services being proposed or information pertaining to the Proposer's capacity to obtain the necessary approvals for these Services.



APPENDIX 1: HOW TO SUBMIT A PROPOSAL USING NAFC'S ELECTRONIC TENDER PORTAL (TENDERLINK)

1. TenderLink and NAFC

- a. NAFC utilises an external web-based tender portal, TenderLink, to manage the documents, instructions and responses which form this request.
- b. TenderLink can be found at <https://portal.tenderlink.com/nafc/>
- c. Proposers are required to register an account with TenderLink. Registration is free of charge. Registration will also allow prospective proposers to receive any notifications or Addenda associated with the procurement process. Previously registered TenderLink users do not need to re-register. The TenderLink website provides links to video tutorials as to how to use the site and proposers are encouraged to utilise these video tutorials.
- d. All the response forms for download, completion and submission are provided in TenderLink.
- e. Proposals will only be accepted when submitted through TenderLink.
- f. Proposers are strongly encouraged to allow time to submit their response via TenderLink before the request closes.

2. TenderLink issues and contacts

- a. TenderLink has an online user forum which potential proposers can access after registration. Any queries proposers may have regarding the content of the Request for Proposals, Table of Services, or the NAFC Specimen Contract can be posted on this user forum. In most circumstances NAFC will answer queries posted on this forum, in this forum, which will enable all prospective proposers' equal access to information. Where NAFC provides a public answer in this forum, all prospective proposers will receive an email notification that such an answer has been posted. Where an Addenda is required to answer a query it will be published.
- b. Otherwise, queries can be directed to tenders@nafc.org.au. In most circumstances, answers to any questions submitted regarding the RFP LAT 2021+ will be provided via email and/or as Addenda in TenderLink. This process will similarly enable all potential proposers the same equal access to new information provided as an answer to a query.
- c. System issues, difficulties or queries about the use of the TenderLink system can be directed to TenderLink at 1800 233 533



3. Registering and logging into TenderLink

- a. Note that images below are provided as examples only and may include text that refers to an earlier tender process.
- b. Potential new proposers can register as a supplier with TenderLink at:

<https://portal.tenderlink.com/nafc/>:

The screenshot shows the NAFC TenderLink portal. At the top left is the NAFC logo (National Aerial Firefighting Centre). To the right, there is a link for 'Tenders, Quotes & EOI's' with a red arrow pointing to it. Below the logo is a navigation menu with tabs: Home, All Current Tenders, Search Tenders, Industry Categories, Registration (highlighted), Support, and Help. The main content area is titled 'Welcome To National Aerial Firefighting Centre E-Tendering'. It contains several paragraphs of text explaining the portal's purpose and providing instructions for registration and use. On the right side, there is a registration form with fields for 'Email' and 'Password', a 'Log In' button, and a 'Forgot your Password?' link. Below the form is a 'Tender Statistics' section showing 0 Open Tenders and 0 Closed Tenders. At the bottom of the page, there is a footer with the text 'Powered by www.tenderlink.com © TenderLink.com 2017 All rights reserved.' and the TenderLink logo.

- c. Completing the Registration screen will allow proposers access to complete the RFP documents.





NAFC
National Aerial Firefighting Centre

Tenders, Quotes & EOI's

Home | All Current Tenders | Search Tenders | Industry Categories | **Registration** | Support | Help

Supplier Registration

If you are a supplier of goods and services and wish to access the tender notices within this portal, you need to register first.

Please complete the fields below and click the "Next" button located at the bottom of this page.

Please choose your country:

What is your ABN Number?

What is the full legal name of your organisation? i.e. TenderLink.com

What is your email address?

Please confirm your email address:

Note : Registration on the National Aerial Firefighting Centre e-tendering portal is provided **free of charge**. This portal is hosted by TenderLink.com on our behalf. To register, you must first agree to the TenderLink.com terms of service on the following page.

[Next >](#)

4. Downloading Response Forms

- a. After registering, NAFC's TenderLink home page will be displayed. Under the tab All Current Tenders, this RFP "RFP LAT 2021+" will be visible. Click on the link to show the tender page from which all documents are downloadable:



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Tenders, Quotes & EOI's

Log Out | **All Current Tenders** | Our Details | My Details | Search | Submissions | Support | Help | Dashboard

All Current Tenders

The following 1 tender notices are current. If you wish to view tenders by Industry Category, use the "Search Current Tenders" option. Please note that in order to download tender documents, or to respond to an electronic tenders box, this is only available to registered suppliers in our system.

RFx No.	Summary	Forum	Close Date	Notice Type	# ETBs	Using Evaluation	Closing
NAFC-792694	REQUEST FOR PROPOSALS AIRTANKER SERVICES 2018+	LARGE	08/12/2017	Private - Request for Proposal	0	Yes	08/12/2017 4:00 p.m. NSW

NOTE: You may see more than one open tender listed here

- b. Choose Proceed to the Evaluation Portal link to proceed to NAFC's e-Tender Portal:





Tenders, Quotes & EOI's

Log Out | All Current Tenders | Our Details | My Details | Search | Submissions | Support | Help | Dashboard

Details For Notice #NAFC-792694

REQUEST FOR PROPOSALS LARGE AIRTANKER SERVICES 2018+

This tender is CURRENT

- **TenderLink Ref :**
NAFC-792694
- **Type of Notice :**
Request for Proposal
- **Region :**
Australia
- **Contract Value :**
Not Specified

Closing Date/Time
08/12/2017
4:00 p.m. NSW

This Request for Proposals (RFP) seeks proposals from suitable organisations for the provision of the services of large fixed wing airtankers to assist with control of bushfires in Australia. Proposers will be highly capable, highly motivated organisations who may be invited to enter into contracts to provide specialised large airtanker services commencing in 2018 (for the 2018-19 fire season).

For this RFP, the term "large airtankers" refers collectively to fixed wing aircraft capable of delivering at least 6,800 litres of Fire Suppressant or Fire Retardant to a bushfire in a single load. This includes, but is not limited to, categories of aircraft that may variously be known as Type 1 Airtankers, Type 2 Airtankers, Multi-Engine Airtankers, Large Airtankers and Very Large Airtankers. Self-filling, scooping or skimming fixed wing airtankers may be proposed.

This RFP also invites proposals for the provision of associated supervision aircraft.

Options :

- Post questions or comments to the online forum for this tender
- **Proceed to the Evaluation Portal to view or respond to this tender**
- Print this tender notice
- View support options for this tender notice

National Aerial Firefighting Centre

- c. Tick the Terms of Service box and Press Download Tender Documents button. Proposers are required to download all of the RFP documents for review, including the response forms, as part of the submission process:



Tenders, Quotes & EOI's

Home | Evaluation | Dashboard

Online Responses for Tender NAFC-775638

Responses to this Tender
If you wish to respond to this opportunity your submission must be made through this online Form which contains all the questions you must answer.
Before you start a response you can view all the requirements using the button below.
When you click the **Create a New Response** button you will be taken to the form itself and you can begin answering the questions.
Your responses will be saved automatically as you proceed and you can leave and come back to this submission at any time.
Your response is not sent to the purchaser until you've completed the online response and clicked the **Submit** button.

eRFx ID	NAFC-775638
Summary	INVITATION TO TENDER AERIAL FIREFIGHTING SERVICES 2018 ONWARDS
Closes	28 July 2017 12:00 PM

I acknowledge that I have read, understood and hereby agree to the [Terms of Service](#) of TenderLink.com

Download Required. You must download the tender documents to create a response.

Download Tender Documents | Create a New Response » | View the Requirements

- d. Documents are downloaded as a zip file. NAFC strongly advises proposers to save the file to a folder on their computer to allow reviewing of the documents.
- e. The zip file will include several response forms. Proposers are required to complete these response forms and upload them in order to submit their proposal.
- f. The response forms downloaded in the zip file can be completed ready to be uploaded to TenderLink as described below. Alternatively, the response forms are made available as you work through the upload process.



- g. Proposers have the option to view the response sections by pressing the View the Requirements button. The sections are displayed here in a read-only format and can be downloaded as a PDF file for reference, however no response can be submitted from this screen.

5. Submitting a proposal

- a. Before making a submission, proposers should:
 - i. take all steps to ensure that the response forms are 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
 - ii. ensure that response form 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.
- b. Proposers must submit their proposal in accordance with the requirements set out in the RFP. Failure to comply with any of these requirements may result in the proposal not uploading successfully or may eliminate the proposal from consideration.
- c. 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 time.
- d. Press the Create a New Response button to proceed to the proposal submission process:

 Tenders, Quotes & EOI's

Home Evaluation Dashboard

Online Responses for Tender NAFC-775638

Responses to this Tender
 If you wish to respond to this opportunity your submission must be made through this online Form which contains all the questions you must answer.
 Before you start a response you can view all the requirements using the button below.
 When you click the **Create a New Response** button you will be taken to the form itself and you can begin answering the questions.
 Your responses will be saved automatically as you proceed and you can leave and come back to this submission at any time.
 Your response is not sent to the purchaser until you've completed the online response and clicked the **Submit** button.

eRFx ID	NAFC-775638
Summary	INVITATION TO TENDER AERIAL FIREFIGHTING SERVICES 2018 ONWARDS
Closes	28 July 2017 12:00 PM

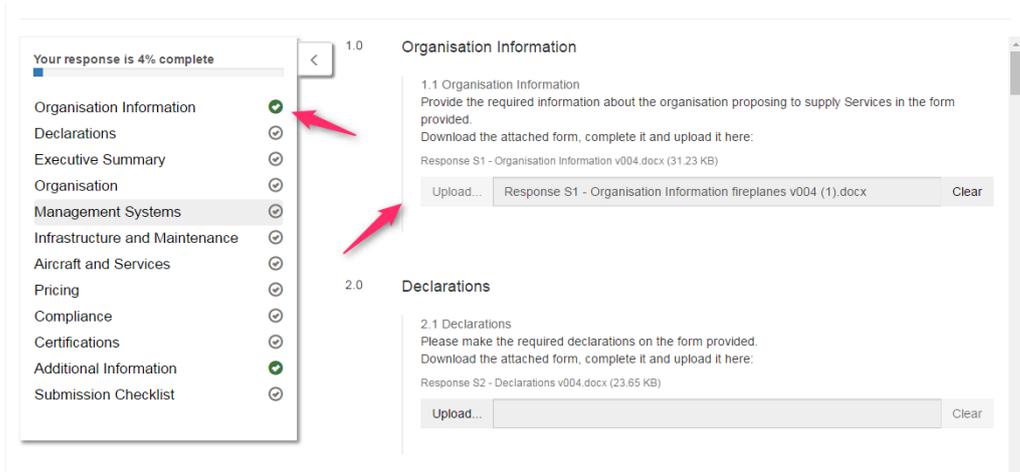
I acknowledge that I have read, understood and hereby agree to the [Terms of Service](#) of TenderLink.com

ⓘ **Download Required.** You must download the tender documents to create a response.

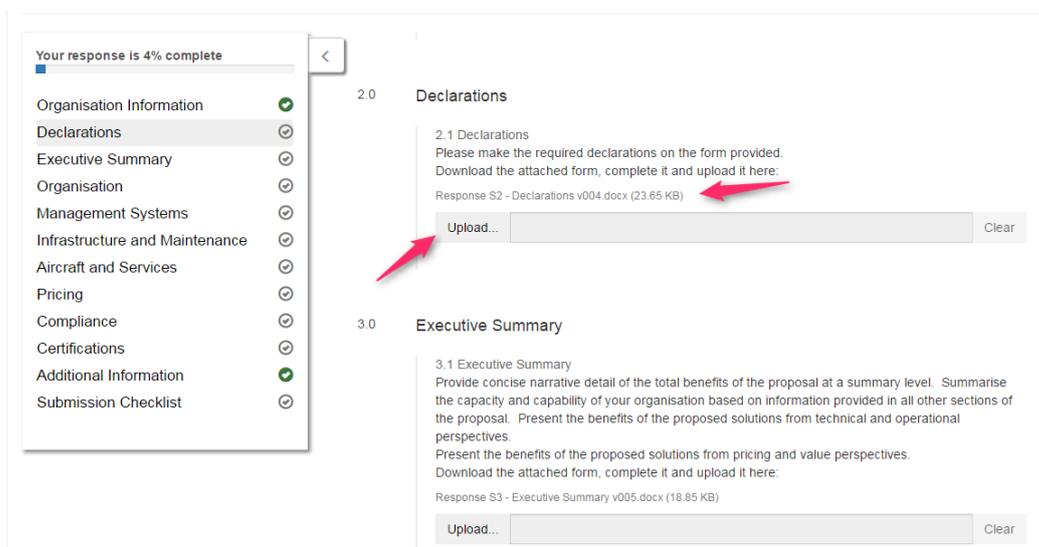
Download Tender Documents **Create a New Response »** View the Requirements

- e. Each Response section is listed on the left hand side of the screen, alongside a grey tick symbol. As each response section is successfully completed, the grey tick changes to green:

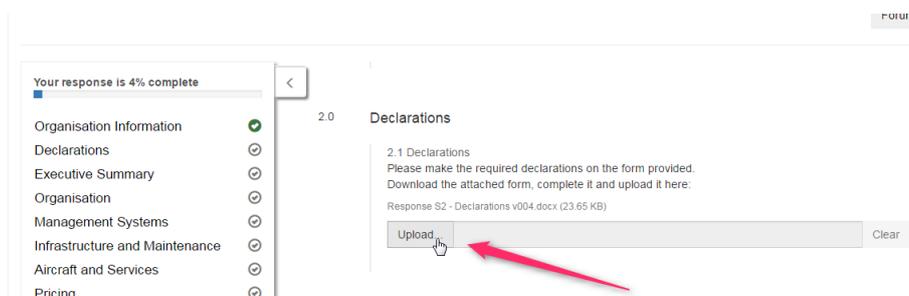


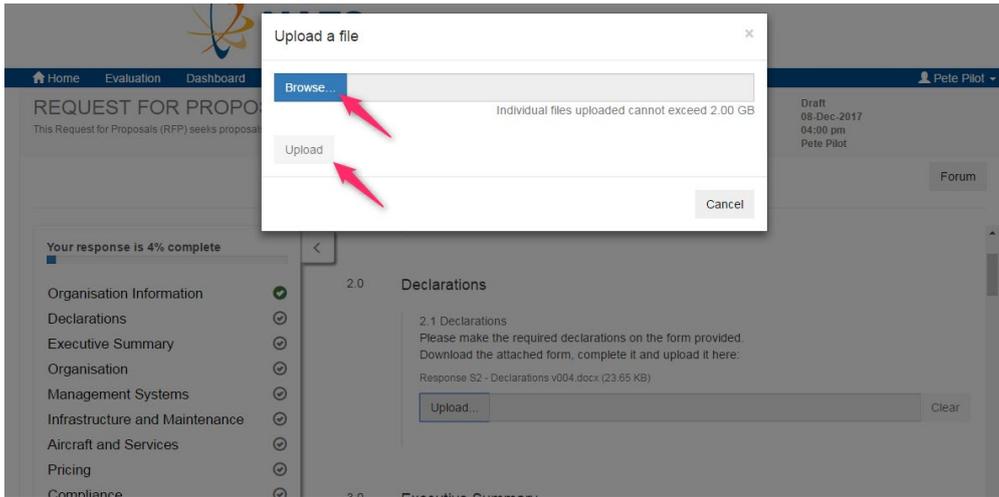


- f. The right hand side of the screen displays the upload field for each question that requires or allows a file upload.
- g. Proposers can download fresh copies of the response forms from the grey hyperlink displayed on this screen. These copies will be the same as those downloaded as part of the zip file, giving the option to download fresh copies if required:

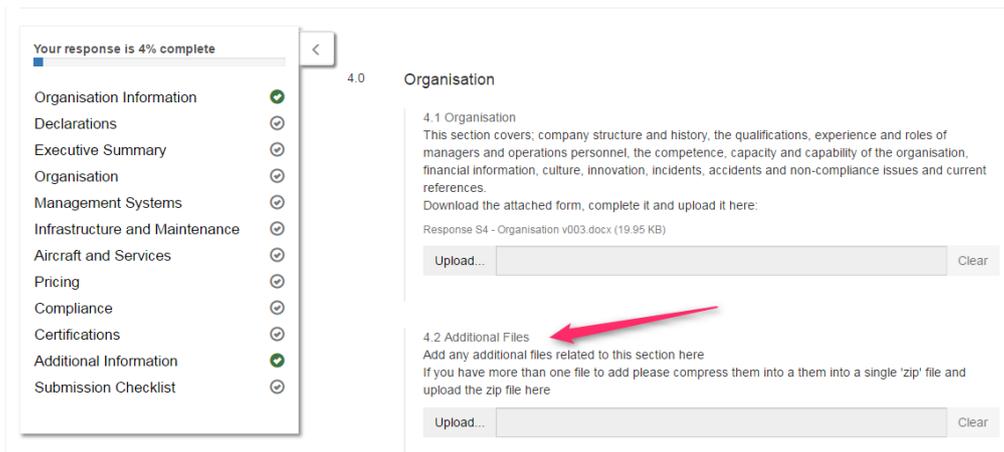


- h. Proposers are required to methodically upload each response form under its correct heading; for example the response form for “Organisation Information” is uploaded at the field under “Organisation Information”. Press Upload, then Browse, then Upload to select the completed form located on the proposer’s computer and upload it to the site:



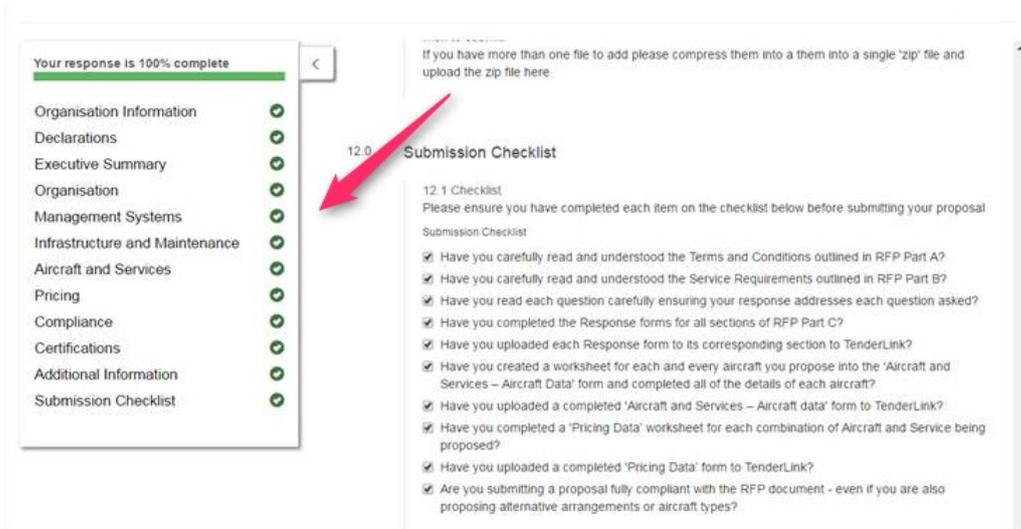


- i. Some sections allow for the upload of both the mandatory response form, alongside the optional provision of additional information. Each field within these sections allows for the uploading of a single file only. Where the proposer seeks to provide more than one additional file, they must compress them into a single “zip” file and upload this zip file to the Additional Files field:

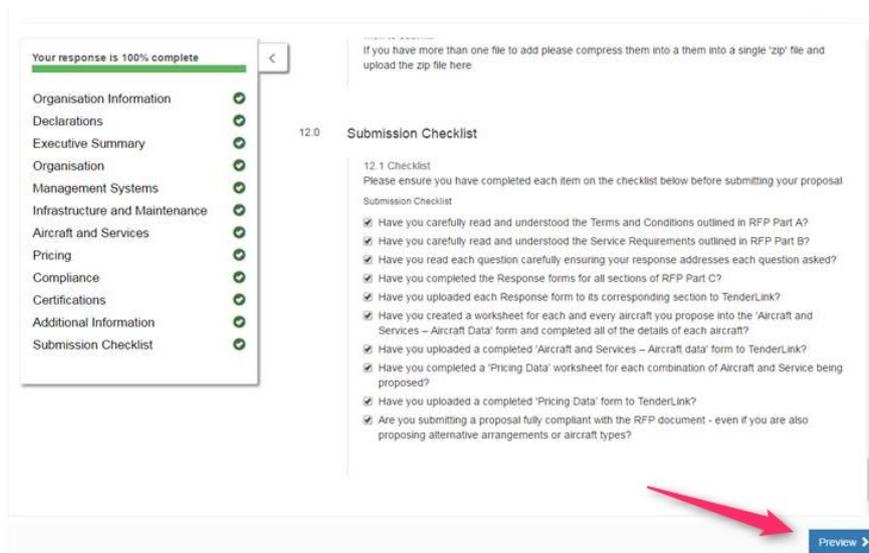


- j. This upload process saves the completed response forms to the TenderLink website without submitting the proposal at this stage. Proposers may edit the response forms (by removing, modifying and again uploading the Forms) before the final submission button is pressed. Pressing Clear on any upload bar will remove the form from the question, allowing a proposer the option to upload a new form. After a form is cleared, the corresponding field’s tick is changed from green to grey until a new Form is successfully loaded.
- k. Proposers can log out of TenderLink midway through submitting all of the response forms, keeping their uploaded Forms saved. Logging back in at a later time or on a different day, by entering login details and pressing the Create a New Response button, will return the proposer to where they were, with all Forms still there. Forms uploaded will stay in this pending status until the final submission button is pressed.
- l. Once all response forms are complete and have been uploaded to TenderLink, the screen will show a series of green ticks. Proposers are advised to check that each section has a green tick to ensure all areas have been captured, before submitting (although where a non-mandatory Additional Files field has been left empty, the tick will remain grey and the green bar will not show 100% complete):





m. Press Preview, which will allow a final check of the information uploaded:



n. Finally, press Submit:



- o. Proposers will receive a confirmation message that the response has been submitted. Proposers will also receive a confirmation by email (to the email address provided at login):
- p. Proposers can view or modify their response at any time until the RFP closes. Logging in to TenderLink and Pressing Modify Response will allow proposers to clear a response form and upload a new version.


Tenders, Quotes & EOI's

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Online Responses for Tender NAFC-775820

✔ **Response Submitted**
Response was submitted on 31 July 2017 9:32 AM by .

Responses to this Tender
If you wish to respond to this opportunity your submission must be made through this online Form which contains all the questions you must answer. Before you start a response you can view all the requirements using the button below.
Your responses will be saved automatically as you proceed and you can leave and come back to this submission at any time.
Your response is not sent to the purchaser until you've completed the online response and clicked the **Submit** button.

eRFx ID	NAFC-775820
Summary	INVITATION TO TENDER AERIAL FIREFIGHTING SERVICES 2018 ONWARDS
Closes	31 July 2017 3:00 PM

I acknowledge that I have read, understood and hereby agree to the [Terms of Service](#) of TenderLink.com

Download Tender Documents
Modify Response »
View Submitted Response »
View the Requirements

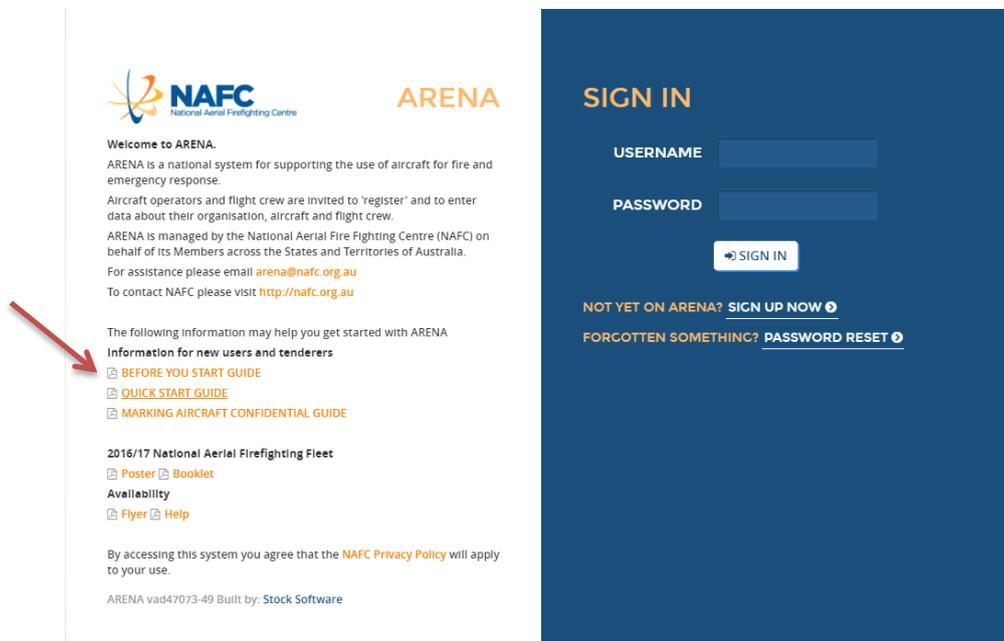
- q. If proposers choose to modify their response before the closing time they must ensure they again press the Submit button (once modifications are complete). Proposers receive a confirmation message onscreen and by email on each occasion they press **Submit**



APPENDIX 2: HOW TO USE ARENA

1. General

- a. Submission of a proposal in this process requires the entry of company and aircraft information into NAFC's online system ARENA.
- b. NAFC will utilise the information entered in ARENA to evaluate the company and aircraft proposed.
- c. ARENA is located at <https://arena.nafc.org.au>.
- d. The login page on ARENA displays links to user guides and other information. It is recommended that prospective tenderers read and familiarise themselves with all the steps to enter company and aircraft details.



- e. All proposed aircraft must be entered into ARENA.
 - i. If your aircraft doesn't yet have a registration mark enter a placeholder registration mark that will uniquely identify the aircraft (e.g. "MyCompanyName-001").
 - ii. If the make and or model for your aircraft is not yet listed in ARENA select 'OTHER' as the make and / or model when you first enter the aircraft. For these 'OTHER' aircraft you can enter the make and model in the 'Aircraft Popular Name' field.
 - iii. ARENA uses orange and green coloured icons to indicate the completion of mandatory data fields. It is strongly recommended that proposers complete all possible fields for each aircraft to ensure the evaluation group has enough information to evaluate the aircraft proposed.
- f. Entry of comprehensive flight crew information in ARENA is not required for this RFPs, apart from entry of data required in the 'Key Staff' section for Operators.



- g. Existing ARENA users do not need to re-register or re-enter any data in ARENA, However existing users are encouraged to ensure that all data about their company and aircraft is up to date and complete.

2. Marking an aircraft as confidential for tender

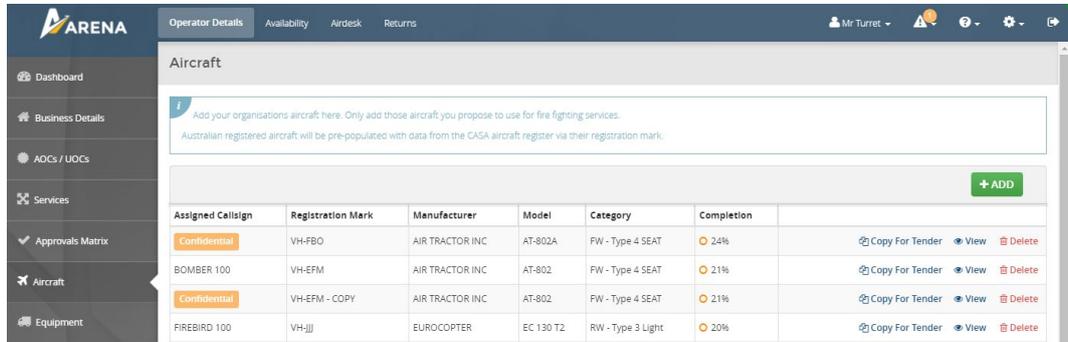
- a. For this RFP process, ARENA contains capabilities to copy aircraft and to mark aircraft information as confidential.
- b. When adding or editing proposed aircraft in ARENA you can select whether or not these aircraft are visible to NAFC and agency staff before the proposal closes.
- c. If you set the visibility of an aircraft to Confidential for Tender, fire agency and NAFC staff will not be able to view that aircraft in ARENA, or even see that it exists, until the current RFP period closes. When the RFP closes NAFC staff will be able to view the aircraft. You can set the visibility of an aircraft to Normal at any time.
- d. The decision as to whether to mark an aircraft as Confidential for Tender is made by the operator. It is not necessary to set existing aircraft in ARENA as Confidential for Tender although this is an option if you want to keep the details of the aircraft confidential during the RFP. NAFC recommends that aircraft newly entered for the purpose of the tender are marked as Confidential for Tender.
- e. If you have existing aircraft in ARENA that you wish to propose and you wish to mark its visibility as Confidential for Tender, you can use the Copy For Tender function to make a confidential copy of the aircraft. That way you can continue to have the original aircraft available for Agencies to use in ARENA while editing a copy of it for the RFP process.
- f. Aircraft set as Confidential for Tender will be marked in the aircraft list with the flair **Confidential**
- g. Aircraft copied for the RFP process will be marked with **- COPY** in the registration field.

Assigned Callsign	Registration Mark	Manufacturer	Model	Category	Completion	
Confidential	VH-FBO	AIR TRACTOR INC	AT-802A	PW - Type 4 SEAT	24%	Copy For Tender View Delete
BOMBER 100	VH-EFM	AIR TRACTOR INC	AT-802	PW - Type 4 SEAT	21%	Copy For Tender View Delete
Confidential	VH-EFM - COPY	AIR TRACTOR INC	AT-802	PW - Type 4 SEAT	21%	Copy For Tender View Delete
FIREBIRD 100	VH-JJJ	EUROCOPTER	EC 130 T2	RW - Type 3 Light	20%	Copy For Tender View Delete



2.1. To copy an aircraft and set the copy as Confidential for Tender:

- Find the aircraft in your aircraft list and press [Copy For Tender](#)
- Press 
- Edit the new aircraft and press the  button

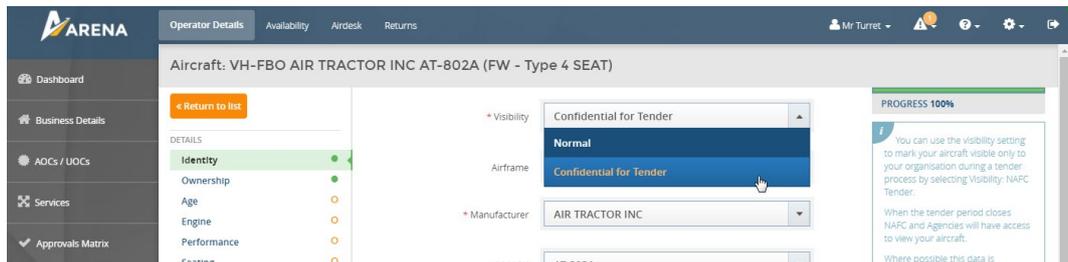


The screenshot shows the ARENA Aircraft list interface. The table contains the following data:

Assigned Callsign	Registration Mark	Manufacturer	Model	Category	Completion	
Confidential	VH-FBO	AIR TRACTOR INC	AT-802A	FW - Type 4 SEAT	24%	Copy For Tender View Delete
BOMBER 100	VH-EFM	AIR TRACTOR INC	AT-802	FW - Type 4 SEAT	21%	Copy For Tender View Delete
Confidential	VH-EFM - COPY	AIR TRACTOR INC	AT-802	FW - Type 4 SEAT	21%	Copy For Tender View Delete
FIREBIRD 100	VH-JJJ	EUROCOPTER	EC 130 T2	RW - Type 3 Light	20%	Copy For Tender View Delete

2.2. To create a new aircraft and set it as Confidential for Tender:

- Use the  function to create a new aircraft record
- In the Identity section set the Visibility to **Confidential for Tender**
- Press the  button



The screenshot shows the ARENA Aircraft details interface for 'Aircraft: VH-FBO AIR TRACTOR INC AT-802A (FW - Type 4 SEAT)'. The 'Identity' section is highlighted, and the 'Visibility' dropdown menu is open, showing 'Confidential for Tender' selected. The 'Airframe' dropdown menu is also open, showing 'Confidential for Tender' selected. The 'Manufacturer' dropdown menu is set to 'AIR TRACTOR INC'. The 'PROGRESS 100%' indicator is visible on the right side of the interface.

2.3. To set an existing aircraft as Confidential for Tender

- This will hide the aircraft from Agencies. Do not do this for Call When Needed or Contracted aircraft, use the copy function instead.
- Find the aircraft in your aircraft list and press [View](#)
- In the Identity section set the Visibility to **Confidential for Tender**
- Press the  button



The screenshot shows the ARENA Aircraft details interface for 'Aircraft: VH-FBO AIR TRACTOR INC AT-802A (FW - Type 4 SEAT)'. The 'Identity' section is highlighted, and the 'Visibility' dropdown menu is open, showing 'Confidential for Tender' selected. The 'Airframe' dropdown menu is also open, showing 'Confidential for Tender' selected. The 'Manufacturer' dropdown menu is set to 'AIR TRACTOR INC'. The 'PROGRESS 100%' indicator is visible on the right side of the interface.

