# Invitation to Tender, National Large Air Tanker, 2022+

# RESPONSE FORM 3

**Complete this form once**

**Instructions**

Please complete, save and upload this form to ARENA using the Invitation to Tender document as guidance. **Complete this form once and submit as one document**

Please save the file using the naming convention “*Response Form 3 – {Company Name}*”.

NAFC strongly recommends that tenderers read each question carefully to ensure that responses address the question.

Note especially that questions request either **detailed** or **summary** information which should be considered guidance as to the level of information to be provided in your response. Write succinctly and clearly.

* For **detailed** answers, a word limit of 500 words is recommended.
* For **summary** answers, a word limit of 200 words is recommended.

All information provided here is to be read in conjunction with the information you have already provided in ARENA.

When providing answers, ensure you consider the context of the question, based on the section in which it resides.

## PRICING QUESTIONS

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*Complete this form to provide any descriptive information about pricing tendered in ARENA. Include any information about the competitive advantage, service benefits or conditions of the pricing proposed.*



### *ARENA Pricing Data*

*Ensure all pricing information is entered in the ARENA module.*

<Confirm you have provided all appropriate information in ARENA>

### *Pricing Summary*

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

*For FW22L02, if proposing a different Contract Period from that specified, provide details of the pricing that would apply if the proposal was adopted.*

<Insert your response here>

### *Additional Pricing Information*

*Please enter your pricing information in ARENA.*

Provide here any clarifying information about prices entered in the ARENA tender module, including any additional value for money options for the Member.

<Insert your response here>

### *Temporary Operating Bases (TOBs)*

*FW22L01 LAT will be used across Australia and as such is likely to be temporarily based in different locations for varying operating periods. FW22L02 may be redeployed from WA under NAFC sharing arrangements.*

*The Specimen contract (Clause 9.3) provides for additionally incurred charges to be reimbursed by the Member when the aircraft is redeployed to a TOB.*

*Provide options or information as to how your company will reduce or streamline additional costs normally payable by the Member under Clause 9.3, if operating from a TOB for extended periods.*

<Insert your response here>

### *Pricing for Alternative Service Period Lengths*

*To submit a compliant tender, NAFC requests pricing for:*

* *National LAT FW22L01 and/or Supervision Aircraft FW22L03: provide pricing for* ***both*** *a 120-day* ***and*** *a 272-day Service Period, and/or*
* *Western Australia LAT FW22L02 and/or Supervision Aircraft FW22L04: provide pricing for a 90-day Service Period*

*Pricing for standard items must be provided in the relevant section of the ARENA tender module.*

*You may provide here any additional pricing options for alternative Service Period durations than those listed above, to align with the answer provided under Service Period Duration and Notice Period question in Response Form 1.*

<Insert your response here>

### *Multiple Services*

*Detail any pricing benefits related to provision of the multiple or extended Services. These benefits may include: a reduction in overall price, a reduction in the pricing of an individual Service or other innovative pricing offers.*

<Insert your response here>

### *Availability outside the Service Period*

*Where appropriate, provide any additional details as to any charges or conditions that may apply for making the aircraft available outside a Service Period e.g. for ad hoc engagement. Include details of any proposed partial availability arrangements and proposed notice periods.*

<Insert your response here>

### *Charges for Additional Capabilities*

*Where appropriate detail any other charges related to optional additional capabilities offered in your organisation’s proposal.*

<Insert your response here>

### *Mobilisation and De-mobilisation*

### *It is preferred that Mobilisation and De-mobilisation costs be included as part of Standing Charges. If there is a compelling reason to separate these costs out, provide the costs and rationale here.*

<Insert your response here>

### *Consumer Price Index (CPI), Fuel Price Variation (FPV) and Foreign Exchange (FX)*

*For each aircraft proposed, indicate the intention to apply CPI, FPV or FX to the associated pricing in the table below:*

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | **CPI** | | | | **FPV** | **FX** | | | |
| **Aircraft Make, Model and Rego** | **Do you elect to apply the annual CPI adjustment model?** | **Annual rise and fall variation  on Standing Charges** | **Annual rise and fall variation  on Operating Charges** | **Annual rise and fall variation  on Mobilisation Charges** | **Do you elect to apply the Fuel Price Variation (FPV) model?** | **Do you elect to apply the Exchange rate variation model?** | **Proportion of Standing Charge** subject to exchange rate variation | **Proportion of Operating Charge** subject to exchange rate variation | **Proportion of Mobilisation & Demobilisation Charges** subject to exchange rate variation |
|  | ‘Yes’ or ‘No' | Proportion of charges subject to CPI as a % | Proportion of charges subject to CPI as a % | Proportion of charges subject to CPI as a % | ‘Yes’ or ‘No'  **$1.65¹ AUD per litre inclusive of GST and all taxes.** | ‘Yes’ or ‘No’  **USD $1.00 = AUD $1.41²** | Proportion of charges subject to Exchange Rate as a % | Proportion of charges subject to Exchange Rate as a % | Proportion of charges subject to Exchange Rate as a % |
|  |  |  |  |  |  |  |  |  |  |
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1. Ampol Reference Price Advice Notification 4331, 16/02/22 Jet A1 - Code 501.

2. As per Schedule 2.2.c of the NAFC Specimen Contract, this is the Benchmark Exchange Rate (BER), 15/02/2022.