



AEROKLUB POLSKI

POLSKI ZWIĄZEK SPORTU LOTNICZEGO

członek

Fédération Aéronautique Internationale



Polish Aeroclub Request for Proposal for One Engine Aircraft.

Warsaw, August 11th, 2020



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1. STRATEGIC BACKGROUND

Aeroklub Polski is the Polish central association of persons practicing air sports or recreational flying. It was founded in 1919 and is a member of the Fédération Aéronautique Internationale. It has a headquarters in Warsaw.

2. INVITATION TO BID

2.1 TRANSACTION OVERVIEW

Polish Aeroklub is accepting proposals for a purchase of 1 one engine aircraft for towing glider with delivery on 31th of March of 2021. The specification is outlined in an schedule 1 to this RFP.

2.2 BIDDING INSTRUCTIONS

This RFP has been sent to you on a strictly confidential basis and on the understanding that any communication or discussion about it with any other party is prohibited without prior approval. Please consult with Aeroklub Polski in order to obtain consent if you wish to share this information with another party.

Offers from bidders (hereinafter referred to as an participant) should include the following information:

- The price of the aircraft
- The ability and (if applicable) terms and conditions of the bidder to assist and support Aeroklub Polski with the introduction of the relevant aircraft in its operations. This may include technical support, financial support, etc.
- Confirmation of the timetable and process for a firm commitment.
- While Aeroklub Polski understands that the offers submitted in the first round may be indicative, it expects that Best and Final Offers submitted by those institutions selected for the short list would be fully underwritten with all internal approvals having been obtained.

Offers should be submitted by August 19th, 2020 end of day by e-mail to:

Piotr Czarnecki
+48 605 488 143
biuro@aroklubpolski.pl

Questions on this RFP, or Aeroklub Polski, can be addressed to the above.



2.3 INDICATIVE TIMELINE

Following the submission of the offers, Aeroklub Polski intends to retain a short list of the most competitive proposals. Those institutions included in the short list will be requested to provide a Best and Final Offer, from which Aeroklub Polski will select the winning bid. The proposed timing for the RFP process is as follows:

RFP sent by Polish Aeroclub	August 12th, 2020
Submission of Questions	By August 13th, 2020, end of day, WAW time
Q&A form distribution to all participants	August 14th, 2020, end of day, WAW time
Submission of offers	By August 19th, 2020, end of day, WAW time
Short list finalized	August 21th, 2020
Final negotiation round	August 21th – August 09th, 2020
Best and Final Offers submitted	By August 24th, 2020
Mandating (and formal purchase order)	August 25th, 2020

2.4 THE CRITERIA FOR ASSESSING THE OFFERS, THEIR SIGNIFICANT AND MANNER OF THE OFFER'S ASSESSMENT

- The offers shall be assessed based on the following criteria:

No.	Name of the criterion	Weight of the criterion (%)
1	<i>Price – understood as the gross total lumpsum price for the comprehensive execution of the Subject of the request for proposal</i>	100%

- The score within the criterion shall be calculated in accordance with the following formula:

$$C = \frac{C_{\min}}{C_{\text{examined bid}}} \times 100$$

where:

C_{\min} – lowest bid price

$C_{\text{examined bid}}$ – price for the examined bid

C - the number of points granted to the offer being assessed within a given criterion of price

The maximum amount of points one may receive in the criterion presented is 100 pts.



2.5 EVALUATION PROCESS

In order to evaluate the proposals, Polish Aeroclub shall take into consideration the following criteria:

- The procurement will be awarded to the Participant, whose offer receives the greatest sum of the points within the criterion of price.
- Compliance with all of the elements of this RFP, including requested terms and conditions (The project of the agreement) and compatibility of the aircraft with Polish Aeroclub required specification. The assessment of compliance with all the elements of this RFP will be made according to the formula: "complies - does not comply".

2.6 DISCLAIMERS AND OTHER INFORMATION

Polish Aeroclub reserves the right, at any time, to amend, supplement, withdraw or otherwise alter and change this RFP. Polish Aeroclub may modify the requirements in whole or in part and may, at its own discretion, invite additional Participants to submit their offers.

By issuing this RFP, Polish Aeroclub is not making an effort to conduct, expand, or terminate business with any RFP recipient. Polish Aeroclub reserves the right to accept any complete response, or portion thereof, or to accept none of the responses. Your preparation and submission of response does not commit Polish Aeroclub to award the business to any Participant even if all of the requirements are met.

Requirements of this RFP must be strictly adhered to. When preparing your response, please adhere to the instructions and assumptions as specified. It is important that these instructions are followed to assure comparability between responses. Failure to comply to instructions and procedures may result in disqualification from the process.

Deviations, clarifications and/or exemptions must be clearly identified and listed separately as alternative items for Polish Aeroclub consideration.

Polish Aeroclub and the Participant shall each pay their own costs, charges and expenses in relation to the preparation, execution and implementation of this RFP.

Information of whatever nature which has been or may be received or obtained as a result of entering into the RFP process, negotiating and executing this RFP should be treated as strictly confidential unless explicitly stated. Parties (Aeroklub Polski and Participants) shall not make use or disclose to any person any confidential information and take all reasonable steps to prevent the use or disclosure of confidential information. Parties may disclose information if required by the law of any relevant jurisdiction or for the purposes of any judicial proceedings. Parties may disclose information on a strictly confidential basis to that party's professional advisers for the purpose of advising that party in connection with this RFP.

SEKRETARZ GENERALNY
AEROKLUBU POLSKIEGO


Piotr Czarniecki



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Schedule 1 - Summary of the Polish Aeroclub aircraft specific requirements

- Towing glider possibility
- Type of fuel: Avgas 100LL or PB95
- GNSS receiver
- Mode S transponder
- Piston engine
- Number of seats: 2
- Day/Night VFR operations
- Grass runway certification
- Minimum rate of climb >1000ft/min
- Delivery to 31th March 2021
- Technical service of the aircraft in the territory of the Republic of Poland

Additional advantages:

- STOL class aircraft

SEKRETARZ GENERALNY
AEROKLUBU POLSKIEGO

Piotr Czarnecki