



The BACW's Bidding Commission hereby presents question made by companies with their respective answers.

**REMARK:** The questions presented in this "Questions and Answers" are numbered as they are answered by the Bidding Commission and may not match the numbering provided by the companies.

1. **Question** – Caso a empresa licitante tenha algum item que seja comprado de fornecedores brasileiros (ou revisados por empresas brasileiras subcontratadas, no caso do edital de revisão), o mesmo poderá ser entregue direto aos parque aeronáutico da FAB no Brasil ou outro local a ser designado pela CABW dentro do território brasileiro?

**ANSWER:** *In case there is a nationalization process that it is beneficial to the Brazilian national industry, it shall be analyzed by the Administration if they fulfill the requirements for quality and certification for delivery in Brazil. If positive, it could be delivered in Brazil with cost adjustment. For the purposes of the Bidding Process, the delivery shall be considered for BACW or BACE.*

2. **Question** – The ATA chapters seem to be a bit intermixed with parts in one ATA duplicated in another, and often even duplicated within same ATA. Our concern is that if we are to bid every line in the ATA, then our global price will become too high due to the duplications?

**ANSWER:** *As per item 12 of the IFB, the award shall be made to the LOWEST GLOBAL PRICE PER BATCH (ATA or system) Based on that, the unit prices shall be considered for each ATA. Moreover, the bidders are required to present prices to all unit items in the BATCH (ATA or system) they are bidding for.*

3. **Question** – The components listed on 190011/CABW/2018 are manufactured as well as repaired, by multiple sources including [COMPANY] and its approved vendors. As a result and with the objective of providing the most accurate information, [COMPANY] must confirm with its own repair shops as well as third party vendors, the current shop load capacity, pricing and lead times. The effort to confirm such information for the multiple part numbers presented in this tender requires time that is greater than the allotted time of responses by February 15

**ANSWER:** *The Bidders are responsible for the logistics supply chain in accordance with the performance requested in the Basic Project .*

4. **Question** – It is [COMPANY] understanding that the bid requirement under reference 12. Bid Award and Ratification mandates that bidders must supply quotes for 100% of the items in each batch, while observing the maximum reference price in order to prevent from being disqualified from the tender. Such requirement imposes a significant constraint due that many repairable items do not have a firm fixed price and require a physical evaluation prior to quoting.

**ANSWER:** *As per item 12.1 of the IFB, "the services contemplated by this Bid shall be awarded to the Bidder who submits the LOWEST GLOBAL PRICE PER BATCH (ATA or system)." Therefore, 100% of the unit prices for each items on a BATCH shall be presented in the Price Proposal*



5. **Question** – Despite the requirement for quoting 100% of the items in each batch, some of the batches contain part numbers not assigned to [COMPANY] cage code, making it difficult to quote a 100% of each batch. In addition to including other manufacturer's PNs that are not recognized per the OEM, the reference price is not consistent for the same PN. For example, PN 70410-02820-054 has duplicate records with distinct reference prices of \$42,670.25 and \$35,558.54.

**ANSWER:** *In case of a duplicated PN, consider the average cost of both items.*

6. **Question** – One last observation is the TAT of 90 days set as requirement for this bid. Such requirement does not reflect the current TAT experienced in the marketplace, including items where [COMPANY] is the sole source vendor authorized for repairs as well as third party sources.

**ANSWER:** *Due to the necessity of the Brazilian Air Force, the TAT of 90 days shall be maintained.*

7. **Question** – We would like to request an extension on this project. Please advise if this will be accepted.

**ANSWER:** *Due to the necessity of the Brazilian Air Force, at this point, this solicitation shall not be extended .*

8. **Question** – If the ATA or Platform List is not bid 100% would that disqualify our company?

**ANSWER:** *As per item 12 of the IFB, the bidding process shall be awarded based on the Lowest Global Price Per BATCH (ATA or system) Based on that, all items for a project shall be priced in order to achieve the Global Price Per BATCH (ATA or system) .*

9. **Question** – What if no company can bid an ATA fully? Will this project be re-tendered?

**ANSWER:** *As per item 12 of the IFB, the bidding process shall be awarded based on the Lowest Global Price Per BATCH (ATA or system) Based on that, all items for a project shall be priced in order to achieve the Global Price Per BATCH (ATA or system) .*

10. **Question** – What if no company can bid an Aircraft Project fully? Will this project be re-tendered? Would submitting a partial bid affect our good-standing with the Brazilian Aeronautical Commission?

**ANSWER:** *As per item 12 of the IFB, the bidding process shall be awarded based on the Lowest Global Price Per BATCH (ATA or system) Based on that, all items for a project shall be priced in order to achieve the Global Price Per BATCH (ATA or system) .*

11. **Question** – If nobody has a 100% price list, will partial proposals then be considered??"

**ANSWER:** *As per item 12 of the IFB, the bidding process shall be awarded based on the Lowest Global Price Per BATCH (ATA or system) Based on that, all items for a project shall be priced in order to achieve the Global Price Per BATCH (ATA or system) .*



12. **Question** – Considerando que esse é o terceiro certame referente aos T-27 realizado pela FAB e que os preços de referência apresentados pelas empresas dentro deste certame era para execução na base da contratada, questiona-se se a execução do trabalho poderá ser realizada na base da contratada ? Caso negativo, pelo menos as primeiras aeronaves protótipos poderão ser executadas na base da contratada, dentro do território brasileiro?

*ANSWER: There is no provision of the asked question*

13. **Question** – We have detected an error on the spreadsheet of the file “190011 - Annex IV - Price Proposal Table” made available on the CABW website and referent to the Repairables Bid LOWEST GLOBAL PRICE PER BATCH programmed to happen on February 26, 2019.?”

*ANSWER: The table "190011 - Annex IV - Price Proposal Table" was updated and may be download at the publishing's website.*

Notwithstanding, In accordance with the Invitation For Bid 190011/CABW/2019 item 32.1, *Any doubts arising from the provisions of this Invitation for Bid may be the subject of consultation, in writing, to the **Bidding Commission** in charge of this bidding process, up to 48 hours before the delivery of the proposals.*

Based on that, the BACW’s Bidding Commission reinforces that questions shall be submitted to [con@cabw.org](mailto:con@cabw.org) and no agents outside BACW should be copied in the e-mail. Thus, only answers published in BACW’s website are considered official and part of the solicitation file.

Furthermore, the Brazilian Aeronautical Commission appreciates the question, and stands available to clarify and explain any doubts or concerns in order to increase the BID quality. Any questions or concerns must be submitted to [con@cabw.org](mailto:con@cabw.org)

*Note: This information has been made available at BACW website in the publishing for the related Bidding Process.*  
<http://www.cabwnews.com/index.php/solicitations.html>