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ARMSCOR AERONAUTICS & MARITIME LOGISTICS

Pilatus Astra SYSTEM PSS CONTRACT ADJUDICATION

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ADJUDICATION QUESTIONNAIRE FOR ASSESSMENT OF PROPOSALS FROM PROSPECTIVE CONTRACTORS

> This document is based on procedures prescribed in KP097 for the purpose of contractor selection in a multi-source environment. It also provides a level of transparency to potential defence contractors with regard to the selection process.

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Value System for the Pilatus Astra SYSTEM PSS Tender Adjudication.

1. Scope

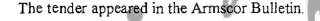
This document is intended for use by the Evaluating Team to adjudicate the tenders for the PILATUS ASTRA SYSTEM WITHIN THE SAAF. Each evaluator received a copy that was completed and signed. The data from all evaluators was collated and this final report issued in accordance with KP097, "Guidelines For The Evaluation Of Competing Proposals". A graphical overview of the procedure contained within this document is presented on page 5.

2. Background

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Request for Tender ELGS/99/856 (incorporating document PILATUS ASTRA RFP/99:PRODUCT SUPPORT RFP) was issued in February 2000 and was received on 11 MAY 2000 from the following firms:



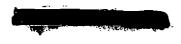
The tenders are valid until 11 Aug 2000.

3. Organisation

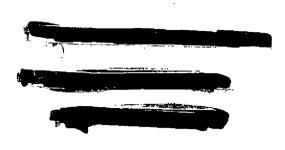
The size of the contract only warrants a single tier management and evaluation team, which can be audited by Armscor auditors.

3.1. Evaluation Team

The Evaluation Team comprises the following members:



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3.2. Schedule of Events

The final report on the results of the adjudication process must be made available within 10 working days after completion of the adjudication questionnaire (this document). Ad-hoc meetings shall be scheduled as required.

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4. Adjudication Instructions

All entries are to be completed in ink.

Except where otherwise indicated, all questions must be completed.

Any questions that are not completed will be ignored during calculations.

All queries are to be directed to ¹

This document is to be returned to the second signed.

5. Undertaking by Evaluator

The evaluator hereby confirms that this adjudication has been completed by himself to his best ability, and is a true reflection of his judgment of the tender proposals.

The evaluator further agrees:

a) That he is in agreement with the value system

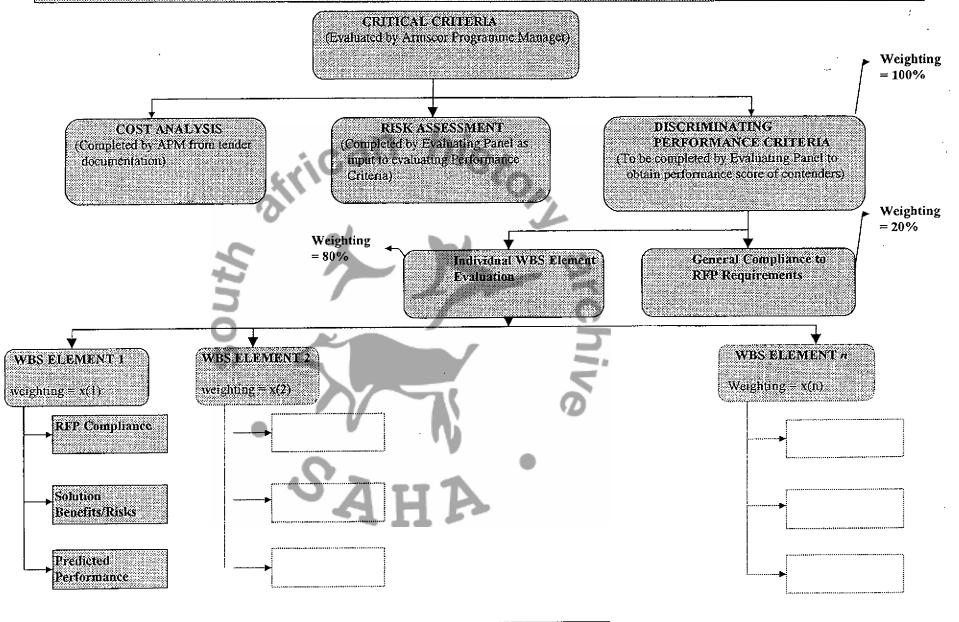
b) That to the best of his knowledge the procedures followed has been fair

c) To accept the recommendation of the report based on the adjudication panel's judgment

Signed: _____ Date:

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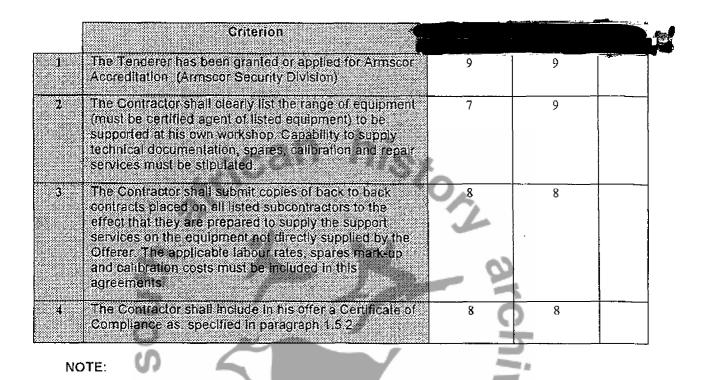
GRAPHICAL OVERVIEW - THE TENDER ADJUDICATION PROC-S AS PRESENTED BY THIS DOCUMENT



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6. Critical Performance Criteria Assessment

The tenders had been assessed by the ARMSCOR Programme Manager in accordance with the following Critical Criteria. (refer Doc RFP ELGS/99/856 clause 2.5.1).



A Tenderer not complying with any one of the above critical criteria, is immediately eliminated at this point.

7. General Contractor Risk Assessment

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When allocating the values to be assigned in Section 10, the evaluator must consider factors concerning each Contender that affect the uncertainty in the outcome of Technical, Financial and Schedule performance of the specific Contender. Although these risk elements will not be specifically addressed in the weighted value system (see Section 8), *your responses to the risk analysis below should modify your evaluation of the Contractor's Predicted Performance in Section 10.2 of this document.* Your probability assessment for predicted performance in that section will thus include the intrinsic risk associated with the specific Contender as depicted below, as well as the intrinsic risk associated with the technical solution he offers for each WBS element (e.g. you may indicate that the probability of failure on a certain WBS element listed in 10.2 may

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be 30% due to high Contractor related risks identified in this section, although his technical solution (SOW) may be totally acceptable).

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Use the following checklist as a guide to assessing the Contractor's Risk Profile (*Low, Medium, High, Not Applicable, Uncertain*). Add any additional or alternative risks as you deem necessary:

	Risk Factor		·	
1.1	Risk Management: For example Risk Abatement Strategies of the company for this project and the company Risk Attitude. Attitudes and strategies, perceptions and preferences towards defense may all play a part.	L	U	
1.2	Key Management Personnel: Experience; academic qualification; management expertise; current commitments and availability; etc.	M	М	
1.3	Organizational Structure: Board members, equity structure (who owns who), accountability for this program at senior management level, project organization and manpower planning.	2	М	
1.4	Financial Management: Current financial stability, cash flow considerations, project funding and capital outlay		L	
1.5	Project management and Sub contractor management capability, risk abatement and management	L	M	
1,6	Current Contracts: performance on current contracts, nature of current contracts	, M	M	
1.7	Previous Contracts: Nature and performance on previous contracts	LQ	L	
1,8	Customer Satisfaction: Feedback regarding customer satisfaction both on current and previous contracts		M	
1.9	Infrastructure and Facilities: Access to specialized equipment, processes and infrastructure	L	L	
2.0	Special Expertise. The level of manpower skills in- house and the and the ability to out-source other specialized expertise.	L	L	
2.1	Strategic Technologies: Access to key technologies	L	L	
2.2	Quality System: A Quality system certified by an independent body to ISO 9001/2/3 as appropriate and required by Armscor accreditation.	L	L	
2.3	Quality Performance: Latest quality performance of the organization with respect to the quality of their products	L	М	

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	and/or services.	<u></u>		
2.4	Quality Audits: Results of the latest quality audits performed by Armscor Quality Department	L	L	
2.5	Foreign Content - Its impact on schedule and cost and technical performance	L	L.	
3.0	Assumptions and interdependencies - Any assumptions that the Contender has made and their interdependency on other companies or the customer.	L	M	
3.2	Other			



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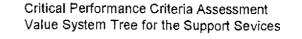
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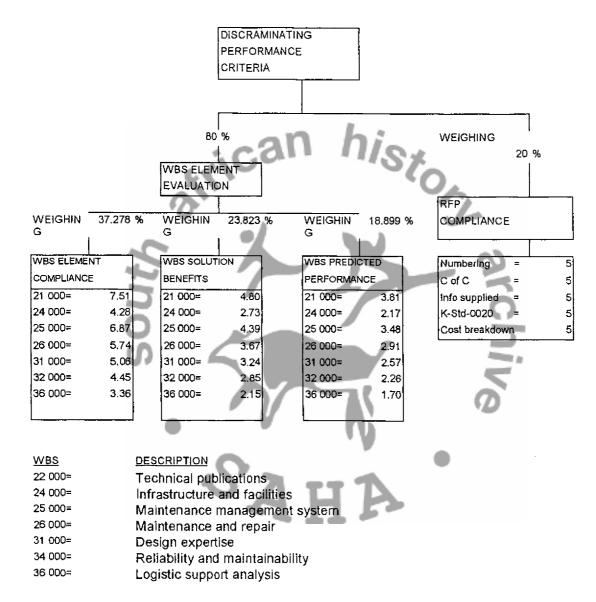
8. Value Tree and Weights

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The value tree and relevant weights for this evaluation are as follows:





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PLEASE NOTE: WBS ELEMENT WEIGHTS CORRESPOND TO THE WEIGHTINGS AL. CATED BY AN APPOINTED PANEL; SEE DOCUMENT Pilatus Astra RFP/99 XCEL dated 3 May 2000

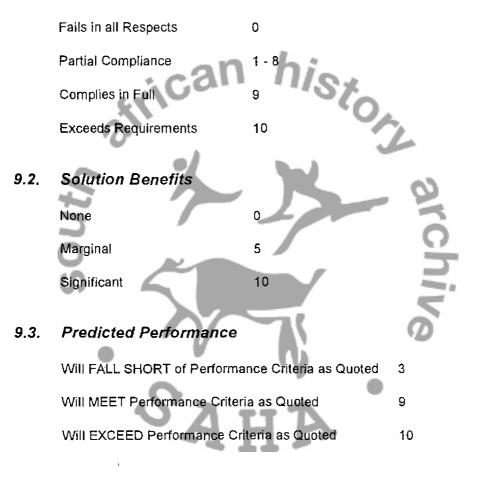
9. Value Functions

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The following value functions have been decided upon to quantify Compliance, WBS Element Evaluation and Cost Assessment respectively.

9.1. Compliance (General & WBS Element)



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10. Discriminating Performance Criteria Assessment

10.1. General Compliance (Weighting 20%)

Assess proposals by placing a suitable value in the appropriate box. Please note that this criteria involves overall compliance of the relevant proposals to the requirements and instructions stated in the RFP and are not meant as a measurement of technical performance and/or cost.

	-					······································							
Criteria	Weight	Fails in all respects (0)	Partially Complies (1-8)	Complies in Full (9)	Exceeds the Requireme nt	Fails in all respects (0)	Partially Complies (1-8)	Complies in:Full (9)	Exceptos the Requireme nt (10)	Fails In all respects (0)	Patially Complies (1-8)	Complies in Full (9)	Exceeds the Requirement (10)
Headings & Numbering (REP par 1.5.1)	5			9			2		NC				
Certificate(s) of Compliance (REP par. 1.5.2)	5		(9	×		g		h				
INFO SUPPLIED (RFP par. 1.5.3)	5			5	10			9	ĨV				
Compliance to K- STO-0020 (RFP par. 1.5.6)	5			9		V			Ø				
Detailed Cost Breakdowns (RFP par 15.8)	5		8			Financial h	8	aw RFP numb					
COMMEN BY EVALUATI			#		5			020 para. 32 e					

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Evaluation (Weighting 80%)

The following tables provide for assessing the individual WBS elements as quoted for because it terms of Compliance to the RFP, Solution Benefits/Risks and Predicted Performance.



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WBS 21 000 Material Support Supply Management A. COMPLIANCE TO RFP W	BS REQUIREMEN	TS: Tenders must be asses	sed by placing a suit	able value in the appropriat	te block.	
RFP paragraph 7	Fails in all resp (0)		Complies	Complies in Full (9) 9	Exceeds the Requirement (10)	
B. SOLUTION BENEFITS:	Benefit o	ither than cost or risk. If so	o, please motivate Marginal		ple/intangible gnificant X	
C. SOLUTION RISKS: India	None 2	×	Marginal	Sig	gnificant	
	will achieve at the end of the musical Content, Cash Flow,	e contract period - Phili must be nec Schedules etc. must be taken into	aubfished by bygoing an ab actionit	propulsie percentage in each of the	y of specifying the appropriate probability, the dree blocks allocated to each Tenderer (adding up	to
THE PERCENTAGE PROBABILITY THAT THE TENDERER:	Will FALL SHORT of P	erformance Criteria as Quoted	Will MEET Perform	70%	EXCEED Performance Criteria as Quoted	

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WBS 22 000 TECHNICAL					
PUBLICATIONS			A Gallena Million and Carl		
. COMPLIANCE TO RFP W	BS REQUIREMENTS: Tenders m	ust be assessed by placing a	suitable value in the appro-	opriate block.	
	Fails in all respects	Partially Complies	Complies in Full	Exceeds	the Requirement
RFP paragraph 8	(0)	(1-8)	(9) 9		(10)
SOULTION BENEFITS	Indicate by way of marking with an X	if the solution offered by t		ngible/intangible	
	benefit other th	an cost or risk If so, please Marginal	motivate	Significant	X
	None		0		
SOLUTION RISKS: Indi	cate by way of marking with an X, wh None	ar Level of Risk the solution Marginal	1 offered poses:	Significant	
	ANCE Taking your Risk assessment of the Te		\$	***************************************	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~
	derer will achieve at the end of the contract perio Aspects such as Technical Content, Cash Flow, S			each of the three blocks all	ocated to each Tenderer
	A has a 60% chance of exceeding, a 10% chance				
	Will FALL SHORT of Performance Criteria	as Quoted Will MEET Per	formance Criteria as Quoted	Will EXCEED Perform	ance Criteria as Quoted
THE PERCENTAGE PROBABILITY THAT THE	5%	'V	80%	1	5%
TENDERER:	0				
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WBS 26 000 MAINTENANCE AND REPAIR		÷.			
A. COMPLIANCE TO REP W	BS REQUIREMENTS: Tende	rs must be assessed by placing	a suitable value in the appro	priate block.	
RFP paragraph 9	Fails in all respects (0)	Partially Complies (1-8)	Complies in Full (9)	Exceeds the Requirement (10)	t
		~`0	9		
B. SOLUTION BENEFITS:	Indicate by way of marking with benefit othe	an X. If the solution offered by er than cost or risk. If so, pleas			
	None	Marginal	×	Significant	
C. SOLUTION RISKS: Indic	cate by way of marking with an X None X	what Level of Risk the soluti Marginal	on offered poses.	Significant	
			and the second second	by way of specifying the appropriate probability, if	
100% per Tenderer) Aspects such as Teo	thnich Content, Cash Flow, Schedules, etc.	must be taken into account.		f the three blocks affocated to each Tenderer (addu	R ah to
EXAMPLE You esumate that Tenderer THE PERCENTAGE	Will FALL SHORT of Performance C		Performance Criteria as Quoted	Will EXCEED Performance Criteria as Quote	d
PROBABILITY THAT THE TENDERER:	10%	Ti,	60%	30%	
	SA	HA			

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WBS 31 000 DESIGN EXPERTISE							
COMPLIANCE TO REP V	NBS REQUIREME	NTS: Tenders must	be assessed by placing a st	ntable value in the appro	priate block		
	Fails in all re	spects Pa	artially Complies	Complies in Full (9)	Excee	ds the Requiremei (10)	nt 1
RFP paragraph 10	0	~	(1-0)	<u>(</u>)		10	
SOLUTION BENEFITS.	Indicate by way of			***************************************	ngible/intangible		
	None	oenen oner man	cost or risk. If so, please r Marginal	IUUVAIC	Significant	Х	<u> 33993</u>
SOLUTION RISKS: Ind	icate by way of mark	ing with an X, what		offered poses			
	None	X	Marginal	<u> </u>	Significant		<u></u>
PREDICTED PERFORM formance that you predict the Tendere							
% per Tenderer) Aspects such as Te IMPLE : You estimate that Tendere				negalería			
	and the second se	f Performance Criteria as		ormance Criteria as Quoted	Will EXCEED Perfo	rmance Criteria as Quo	ed
THE PERCENTAGE PROBABILITY THAT THE TENDERER	4	10%	- 1	70%		10%	
		A	- 12				

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WBS 32 000 SYSTEM EXPERTISE				
A. COMPLIANCE TO RFP W	BS REQUIREMENTS: I end	ers must be assessed by placing a	suitable value in the appro	priate block.
RFP paragraph 11	Fails in all respects (0)	Partially Complies (1-8)	Complies in Full (9) 9	Exceeds the Requirement (10)
B. SOLUTION BENEFITS: I		m X, if the solution offered by th er than cost or risk. If so, please Marginal	motivate.	ble/intangible Significant X
C. SOLUTION RISKS India			Loffered poses:	Significant
	NCE Taking your Risk assessment of it			way of specifying the appropriate probability, the the three blocks allocated to each Tenderer (adding up
100% per Tenderer) Aspects such as Tec EXAMPLE You estimate that Tanderer		hance of failing, and a 30% chance of met		Will EXCEED Performance Criteria as Quoted
THE PERCENTAGE PROBABILITY THAT THE TENDERER:	5%		90%	5%
		HP	······································	

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WBS 33 000 CONFIGURATION MANAGEMENT						
A. COMPLIANCE TO REP V	VBS REQUIREMENTS: Tende	rs must be assessed by place	ig a suitable value in th	e appropriate l	olock.	
RFP paragraph 12	Fails in all respects (0)	Partially Complies (1-8) 7	Complies in (9)	Full	Exceeds the Require (10)	ment
B. SOLUTION BENEFITS:	Indicate by way of marking with Benefit of	an X., if the solution offered ier than cost or risk. If so, pl				
	None	Margina		Signi	icant	
C SOLUTION RISKS: Ind	icale by way of marking with an 3	C what Level of Risk the sol Margina		Signil	îcant	
performance that you predict the Tenderce 100% per Tenderer) Aspects such as Te	ANCE: Taking your Risk assessment of i (will achieve at the end of the contrast perio chnical Content, Cash Flow, Schedules, etc.	d. This must be accomplished by pla must be taken into account:	ing an appropriate persentage			
EXAMPLE. You estimate that Tendere THE PERCENTAGE	A has a 60% chance of exceeding, a 10% of Will FALL SHORT of Performance C		Performance Criteria as Qu	Joted Will EX	CEED Performance Criteria as	Quoted
PROBABILITY THAT THE TENDERER:	30%		60%		10%	
	- 4	HP				

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Elément Evaluation (Weighting 80%)

The following tables provide for assessing the individual WBS elements as quoted for by Compliance to the RFP, Solution Benefits/Risks and Predicted Performance.



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WBS 22 000 TECHNICAL PUBLICATIONS							
A. COMPLIANCE TO RFP W	Fails in all respects	Partially Co			n the appropriate i	Exceeds the Re	auirement
RFP paragraph 8	(0)	<u>(1-8)</u> 4			9)	(10)	,
B. SOLUTION BENEFITS:	I findicate by way of marking with benefit oth	an X, if the solution in the solution of the s) 9ds any tangible/i	ntangible	
	None		Marginal	x	Signi	ficant	•
C. SOLUTION RISKS: Indic	ate by way of marking with an 2 None	C, what Level of Ri	sk the solution Marginał	n offered poses: X	Signit	ficant	
D. PREDICTED PERFORMA tertormance that you predict the Tenderer							
100% per Tenderer). Aspects such as Teo			******	8			
EXAMPLE You astimate that Tenderer	A has a 60% chance of exceeding, a 10% of Will FALL SHORT of Performance C			aing criteria formance Criteria a	as Quoted Will EX	CEED Performance Crite	eria as Quoted
PROBABILITY THAT THE. TENDERER:	20%		•	70%		10%	
	2	HP	>				

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	assessed by placing a s		
Fails in all respects Partia	(1-8)	Complies in Ful (9)	Exceeds the Requireme
5410	5		
			angibic/intangible
None	Marginal	X	Significant
ficate by way of marking with an X, what Lev	el of Risk the solution	offered poses	<u> </u>
None	Marginal	x	Significant
	an a su ann a su a su a su a su a su a s		
	0.020 / 2010 (1.1 9.0200 / 10.000 / 10.000 / 10.000	appropriate percentage in each	h of the three blocks attorned to each 1 enderse and
Will FALL SHORT of Performance Criteria as Que	ted Will MEET Perf	ormance Criteria as Quoted	Will EXCEED Performance Criteria as Que
45%	L N	45%	10%
	(0) Indicate by way of marking with an X, if the benefit other than cost benefit other than cost None ficate by way of marking with an X, what Lev None IANCE: Taking your Risk assessment of the Tenderer (S or will achieve at the end of the contract period. This must be schnical Content, Cash Flow, Schedules, etc. must be taken et A has a 60% chance of exceeding a 10% chance of failing. Will FALL, SHORT of Performance Criteria as Que	(0) (1-8) 5 Indicate by way of marking with an X, iff the solution offered by the benefit other than cost of risk. If so, please is benefit other than cost of risk. If so, please is Marginal None Marginal licate by way of marking with an X, what Level of Risk the solution Marginal licate by way of marking with an X, what Level of Risk the solution Marginal Mone Marginal licate by way of marking with an X, what Level of Risk the solution Marginal IANCE: Taking your Risk assessment of the Tenderer (Section 7) and the Solution R at will achieve at the end of the contract period. This must be accomplished by placing ar achiest Content, Cash Flow, Schedultes, etc. must be taken into account. er A has a 60% chance of exceeding a 10% chance of failing, and a 30% chance of meet Will FALL SHORT of Performance Criteria as Quoted Will MEET Perf	(0) (1-8) (9) Indicate by way of marking with an X, iff the solution offered by the Tenderers holds any benefit other than cost of risk. If so, please motivate None None Marginal X Ifcate by way of marking with an X, what Level of Risk the solution offered poses: None Indicate by way of marking with an X, what Level of Risk the solution offered poses: None Marginal X Ifcate by way of marking with an X, what Level of Risk the solution offered poses: None Marginal X IANCE: Taking your Risk assessment of the Tenderer (Section 7) and the Solution Risks above into account, indicater will achieve at the end of the contract period. This must be accomplished by placing an appropriate percentage in each achieve at the end of the contract period. This must be accomplished by placing an appropriate percentage in each achieve at the end of the contract period. This must be accomplished by placing an appropriate percentage in each achieve at the end of the contract period. This must be taken anto account. ert A has a 60% chance of exceeding a 10% chance of failing, and a 30% chance of meeting ordera. Will FALL SHORT of Performance Criteria as Quoted Will MEET Performance Criteria as Quoted

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WBS 31 000 DESIGN EXPERTISE			-				
A. COMPLIANCE TO REP V	VBS REQUIREMENTS: Tende	rs must be assessed	i by placing a su	table value in the aj	opropriate t	block	
RFP paragraph 10	Fails in all respects (0)	Partially Co (1-8)	omplies	Complies in F (9)	ull	Exceeds the Requiremer (10)	ıt
	Indicate by way of marking will	5	on offered by the	- Tenderers holds ar	v tangihle/	unangable.	
B. SOLUTION BENZETTS.		rano, of the solution				ificant	
C SOLUTION RISKS Ind	icate by way of marking with an . None	X, what Level of R	isk the solution of Marginal	offeret/poses X	Signi	ificant	
performance that you predict the Te	ANCE: Taking your Risk assessment of ndered will achieve at the end of the contrac	n period. This must be a	ecomplished by place	ng an appropriate percenta			3223993-9
	Aspects such as Technical Content, Cash I A has a 60% chance of exceeding, a 10%		30% chance of measu	ug criteria			
THE PERCENTAGE PROBABILITY THAT THE TENDERER:	Will FALL SHORT of Performance 0 30%	Criteria as Quoted	Will MEET Perfo	rmance Criteria as Quot 60%	ed Will E	XCEED Performance Criteria as Quot 10%	ed
	<u> </u>	НP]		

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WBS 32 000 SYSTEM EXPERTISE		\$					
A. COMPLIANCE TO RFP W	BS REQUIREMENTS: Tend	ers must be assess	ed by placing a s	untable value in the app	ropriate block.		
RFP paragraph 11	Fails in all respects (0)	Partially Co (1-8)	omplies	Complies in Full (9)	Exc	eeds the Requirement (10)	
	·O·	7	1				
B. SOLUTION BENEFITS: I		an X, if the solutio ier than cost or ris			gible/intangible		
	None		Marginal	X	Significant		T
C. SOLUTION RISKS: Indi	cate by way of marking with an 2	K, what Level of R	isk the solution of	offered poses	,		
	None		Marginal	×	Significant		
D. PREDICTED PERFORM	ANCE Taking your Risk assessment of	the Tenderer (Section 7)	and the Solution Ris	ks above into account, indicate	by way of specifying	the appropriate probability, the	
	iderce will achieve at the end of the contrac	***************************************			each of the three blo	cks allocated to each Tenderer	
(adding up to 100% per Tenderer)	Aspects such as Technical Content, Cash f	Jow, Schedules, etc. mu	ist be taken into accou	int.			
EX-IMPLE You estimate that Tenderer	A has a 60% chance of exceeding, a 10% of Will FALL SHORT of Performance C	chance of failing, and a Criteria as Quoted	30%4 chance of meetu Will MEET Perfo	ig criteria rmance Criteria as Quoted		erformance Criteria as Quoted	
THE PERCENTAGE PROBABILITY THAT THE TENDERER:	30%	1	•	60%		10%	
	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~		2				

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WBS 33 000 CONFIGURATION MANAGEMENT		<b></b>		-		
A. COMPLIANCE TO REP V	VBS REQUIREMENTS: Tende	rs must be assessed by placing	a suitable value in the	appropriate blo	ck	
RFP paragraph 12	Fails in all respects (0)	Partially Complies (1-8) 7	Complies in (9)	Full	Exceeds the Requirement (10)	1
3. SOLUTION BENEFITS:	Indicate by way of marking with Empfit off	an X, if the solution offered by er than cost or risk. If so, plea		ny tangible/inta	ngible	
	None	Marginal	X	Signific	ant	
SOLUTION RISKS: Ind	icate by way of marking with an 2	what Level of Risk the soluti	on uffered poses			
	None	Marginal	X	Significa	ant	
PREDICTED PERFORM	ANCE: Taking your Risk assessment of t	Tenderer (Section 7) and the Solution	r Risks above into account, in	dicate by way of spe	cifying the appropriate probability, the	
formance that you predict the Tendere	r will achieve at the end of the contrast perio	d. This must be accomplished by placin	ç an appropriate percantage n	n each of the three bl	ocks allocated to each Tenderer (addung	8
	chinical Content, Cash Flow, Schedules, etc.	and the second				
AAIFLE: 100 esumate that 1 endere	A has a 60% chance of exceeding: a 10% of Will FALL SHORT of Performance C		erformance Criteria as Qu	oted Will EXCE	ED Performance Criteria as Quotec	a d
THE PERCENTAGE PROBABILITY THAT THE TENDERER:	40%	•	50%		10%	
	No.	HA				

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Evaluation (Weighting 80%)

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The following tables provide for assessing the individual WBS elements as quoted fermine the transferme of Compliance to the RFP, Solution Benefits/Risks and Predicted Performance.



and the second			
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WBS 21 000 Material Support Supply Management				
A. COMPLIANCE TO RFP W	BS REQUIREMENTS: Tende	rs must be assessed by placing	a suitable value in the appropriate	block.
	Fails in all respects	Partially Complies (1-8)	Complies in Full (9)	Exceeds the Requirement (10)
RFP paragraph 7			6	
B. SOLUTION BENEFITS:)		h an X, if the solution offered i cost of risk. If so, please motiv	by the Tenderers holds any tangable	z/intangible
	None	Marginal		ificant
C. SOLUTION RISKS: Indic	ate by way of marking with an .	X, what Level of Risk the solut	ion offered poses:	
	None	Marginal	Sign	ificant
D. PREDICTED PERFORMA	NCE: Taking your Risk assersment of	the Tenderer (Section 7) and the Solutio	n Risks above into account, indicate by way o	of specifying the appropriate probability, the
performance that you predict the Tenderer	will achieve at the end of the contract peri	od. This must be accomplished by place	ng an appropriate percentage in each of the flu	ee blocks allocated to each Tonderer (adding up u
100% per Tenderer). Aspects such as Tee	hnical Content, Cash Flow, Schedules, sic	must be taken into account.	1W	
EXAMPLE : You estimate that Tenderer	A has a 50% chance of exceeding, a 10%	chance of failing, and a 30% chance of a	meeting catteria	
	Will FALL SHORT of Performance (			XCEED Performance Criteria as Quoted
THE PERCENTAGE PROBABILITY THAT THE TENDERER:	5.7	HA		

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WBS 22 000 TECHNICAL PUBLICATIONS		-			
A. COMPLIANCE TO REP V	VBS REQUIREMENTS: Tenders must b	e assessed by placing a	suitable value in the appro	priate block.	
RFP paragraph 8	Fails in all respects Parti (0)	ially Complies (1-8)	Complies in Full (9)	Exceeds the F (10	
B. SOLUTION BENEFITS:		st or risk. If so, please			
C SOLUTION BISKS: Ind	None	Marginal mellof Risk the solution	0 Dered noses	Significant	
	None	Marginal	Ô	Significant	
performance that you predict the Tendere	ANCE Taking your Risk assessment of the Tenderer swill address at the end of the contract period. This must chnical Content, Cash Flow, Schedules, etc. must be take	be accomplished by placing a	an a		
EX4MPLE: You estimate that Tendere THE PERCENTAGE PROBABILITY THAT THE TENDERER:	A bas a 60% chance of exceeding, a 10% chance of fail Will FALL SHORT of Performance Criteria as Q		ting criteria formance Criteria as Quoted	Will EXCEED Performance C	riteria as Quoted
	°A H	A		<u></u>	

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	a			·
WBS 26 000 MAINTENANCE AND REPAIR				
A. COMPLIANCE TO REP W	BS REQUIREMENTS: Tenders	must be assessed by placing a	suitable value in the appropriate	block
RFP paragraph 9	Fails in all respects (0)	Partially Complies (1-8)	Complies in Full (9)	Exceeds the Requirement (10)
		~0)		
B. SOLUTION BENEFITS:	Indicate by way of marking with an benefit other	i X, if the solution offered by i than cost or risk. If so, please	motivate	
	None	Marginal	Signi	ficant
C. SOLUTION RISKS: India	ate by way of marking with an X = None	what Level of Risk the solutio Marginal		ficant
	NCE: Taking your Rack assessment of the		The second	
	will achieve at the end of the contract period imical Content, Cash Flow, Schedules, etc. m		in appropriate percentage in each of the thre	e block: allocated to each Tenderer (ælding up to
	A has a 60% chance of exceeding, a 10% char Will FALL SHORT of Performance Crite			CEED Performance Criteria as Quoted
THE PERCENTAGE PROBABILITY THAT THE TENDERER:	•	Ŋ		
стан нали - торолого - солото	SA	HA		

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WBS 31 000 DESIGN EXPERTISE				
A. COMPLIANCE TO REP V	VBS REQUIREMENTS: Tende	rs must be assessed by placing a su	itable value in the appropriate	block
RFP paragraph 10	Fails in all respects (0)	Partially Complies (1-8)	Complies in Full (9)	Exceeds the Requirement (10)
3. SOLUTION BENEFITS:		an X, if the solution offered by the er than cost or risk. If so, please m		¢intangible
	None	Marginal	Sigr	nificant .
	None	S, what Level of Risk the solution Marginal	Sigr	nificant
erformance that you predict the Tendeter	will achieve at the end of the contract perio	od. This must be accomplished by placing an		f specifying the appropriate probability, the ree blocks affocated to each Tenderer (adding up
		hance of failing, and a 30% chance of meeting		
THE PERCENTAGE PROBABILITY THAT THE	Will FALL SHORT of Performance C	Criteria as Quoted Will MEET Perfo	rmance Criteria as Quoted Will E	EXCEED Performance Criteria as Quoted
TENDERER:	<u> </u>	HA		

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WBS 32 000 SYSTEM EXPERTISE		<b>.</b>		
A. COMPLIANCE TO RFP W	BS REQUIREMENTS: Tende	ers must be assessed by placing :	i suitable value in the appropri	atë block
RFP paragraph 11	Fails in all respects (0)	Partially Complies (1-8)	Complies in Full (9)	Exceeds the Requirement (10)
B. SOLUTION BENEFITS		n Y if the column offered by th	e Tenderers holds ans tangible	Antanothie
B. SOCUTION BENEFILS.1		er than cost or risk. If so, please	motivate.	
	None	Marginal	Sig	gnificant
C. SOLUTION RISKS: Indu	cate by way of marking with an X None	, what Level of Risk the solution Marginal		gnificant
				of specifying the appropriate probability, the three blocks allocated to each Tenderer (adding up to
100% per Tenderer). Aspects such as Teo			Ø	
EXIMPLE You estimate that Tenderer	Will FALL SHORT of Performance C		formance Criteria as Quoted Will	EXCEED Performance Criteria as Quoted
PROBABILITY THAT THE TENDERER:	Sr	TT 7		

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MANAGEMENT		<b>.</b>			
A. COMPLIANCE TO RFP W	IBS REQUIREMENTS: Tende	rs must be assessed by placing	a suitable value in the appropris	ite block.	
RFP paragraph 12	Fails in all respects (0)	Partially Complies (1-8)	Complies in Full (9)	Exceeds the Requirement (10)	
B. SOLUTION BENEFITS	Benefit ot	er than cost or risk. If so, pleas Marginal	e motivate Si	e/intangible gnificant	Ī
C. SOLUTION RISKS: India	cate by way of marking with an 2 None	C what Level of Risk the soluty Marginal	on offered poses Si	gnificant	Ì
performance that you predict the Tenderer 100% per Fenderer) - Aspects such as Teo	will achieve an the cod of the contract perio mical Content, Cash Flow, Schedules, etc.	d This must be accomplished by placing must be taken into account	an appropriate percentage in each of the	iy of specifying the appropriate probability, the duree blocky allocated to each Tenderer (adding or	r to
EX4MPLE You estimate that Tenderer THE PERCENTAGE	A bas a 60% chance of exceeding a 10% of Will FALL SHORT of Performance C		ecting college erformance Criteria as Quoted Wi	EXCEED Performance Criteria as Quoted	
PROBABILITY THAT THE TENDERER:	S,		)		

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# 11. COST ANALYSIS

11.1 Fixed Price comparison.

#### F = Fixed price and NF = Not Fixed price

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RFP	AXCTIVITY	Offer 1	Average	Offer 2	Average	Offer 3	Average	Average	Estimated	Estimate min	Price	WBS
Ref.			deviation		deviation	hi	deviation	Value	Value	average	F/NF	
6.4	Management - Admin		1	. C.O		1.0	t	1	• • •	-		•
	Support Management		64	10	1	~7	0	<b>_</b>				
	Maintenance Management											
	Materiel supp. Management		0									
8,5	Technical publications											
9.12	Maintenance and repair											
10.5	Design expertise							0				
	System expertise		1									
12.8	Configuration management											
		SC	•	S _A	H	N A	۰	hive	• • • • • •			

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#### 11.2 Man-hour rate comparison

Bugetted man-hour rate.

Man-hour rates		Management	Materiel supp. & Managem.	Technical Pubs.	Maint. & repair	Design Expertise	System Expertise	Config. Management
		×	tica	n h	ISt.	Irvbeinse	Lapoluse	
		5				2		
	-	nth	7		>-	arc		
		SO	51			hit		
	-	-	N	7	<u> </u>	Ó		
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	& Managem.			Design	System	Config.
		Pubs.	Repair	Expertise	Expertise	Management
				· · · · · · · · · · · · · · · · · · ·		ļ
		n h	1	ļ		
	<u>+ CO</u>		1.5.4			<u> </u>
<u> </u>	<u> </u>				· · · · · · · · · · · · · · · · · · ·	<u> </u>
	*			<u> </u>		
<u>'0'</u>					<u> </u>	
<u> </u>				-		<u> </u>
					L	
-	~			0		
Management	Materiel supp.	Technical	Maint, &	Design	System	Config.
	& Managem.	Pubs.	repair	Expertise		
	or wanagem.				Expertise	Management
O O		0	0	0	0	Management
0 0	0	0	0	0	0	Management
0 0 0	0	0	0 0 0	0 0 0	0 0 0	Management
0 0 0 0	0 0 0 0	0 0 0 0	0 0 0 0		0 0 0	Management
	0 0 0 0	0 0 0 0 0	0 0 0 0 0		0 0 0 0	Management
			0 0 0 0 0 0		0 0 0 0 0	Management
0 0 0 0 0	0 0 0 0	0 0 0 0 0	0 0 0 0 0		0 0 0 0	Management

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#### ed to average offered.

Management	Materiel supp.	Technical	Maint. &	Design	System	Config.
	& Managem.	Pubs.	Repair	Expertise	Expertise	Management
0	0	0	0	0	0	0
0	0	0	0	0	0	0
0	0	n 10	0	0	0	0
0	· C.O	0	0	0	0	0
۵.0	Ö	0	0	0	0	0
0	Ó	0	0	0	0	0
- O	0	0	0	0	0	0
0	0	0	0	0	0	0
to average of	offered.	- )		0		

#### to average offered.

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to average						· · · · · · · · · · · · · · · · · · ·
Management	Materiel supp.	Technical	Maint. &	Design	System	Config.
<b>_</b>	& Managem.	Pubs,	repair	Expertise	Expertise	Management
0 0	0	0	0	0	0	0
(	0	0	0	0	0	0
· · · · · · · · · · · · · · · · · · ·	0 0	0	0	0	0	0
(	0 0	0	0	0	0	0
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C	0 0	0	0	<b>V</b> 0	0	0
<b>•</b> 0	0 0	0	0	0	0	0
(	0	0	0	0	0	0
	SA	H	A			

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Management	Materiel supp.	Technical	Maint. &	Design	System	Config.
Ι.	& Managem.	Pubs.	repair	Expertise	Expertise	Management
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<u>s</u>	rica		- 4	<b>)</b> ,		
6			nista	2		
~	•					
12no		- )		- 0		
5				- 7	5	
C	12		-	1	2	
D .	5			15		
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	К 22		1	•		

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## 12 EVALUATION CHECK LIST

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# evaluation

	Items will	rated between 1 and 10		C = Cor	nply	NC = N	Non comp	liance	
	RFP		Offer 1	Comp-	Offer 2	Comp-	Offer 3	Comp-	Remarks
ltem	Para.	Activity	Rate	liance	Rate	liance	Rate	liance	
		6.4				-			<u> </u>
1	2	General instructions					Ś		
2	2.1	Format and presentation		_					
3	2.2	Certificate of compliance	-						· · · · · · · · · · · · · · · · · · ·
4	2.3	SOW structure							
5	2.4	Tender compliance			1			0	
6	2.5	Value system							,,,,,,,,,_
7	2.5.1	Critical criteria							
8	2.5.1.1	Accredited supplier						$\mathbf{O}$	
9	2.5.1.2	Equipment list	1						
10	2.5.1.3	Back to back proposals							
11	2.5.2	Discriminating criteria				· · · · ·		1	
12	2.6	Alternative replies		1					· · · · · · · · · · · · · · · · · · ·
13	2.7	K-STD-20 compliance							
14	2.8	Starting date			N				
15	2.9	Costing (App. C,D & E)							
16	2.1	Offers not complying							
17	2.11	Adjudication criteria	$\mathbf{O}$ .				•		
18	3	Contracting issues	$\mathbf{S}$		<b>T</b>				
19	3,1	Philosophy							
20	3.2	Certification	-		•				
22	3.3	Contracting model			_				
23	3.3.1	Admin. management			_				
24	3,3.2	Int. Maint. Log.							
25	3.3.3	Specialized manpower							

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		rated between 1 and 10	<b>.</b>	C = Co			Von comp		· · · · · · · · · · · · · · · · · · ·
	RFP		Offer 1	Comp-	Offer 2	Comp-	Offer 3	Comp-	Remarks
em	Para.	Activity	Rate	liance	Rate	liance	Rate	liance	
26		Warranty							
27	3.1	Work element retraction		n	h				
28	. 3.11	Insurance	C.C			à			
29	3.12	Early termination				20	6		
30	3.14	Negotiations (sub-contr)				- 1			
31	3.15	Facility audits							
32		Costing						<b>b</b>	
33	4.1	Total price breakdown							
34	4.2	36 Month contract						$\sim$	
35	4.3	Auditability							
36	4.4	Fixed cost breakdown						1	
37	4.5	Spares mark-up						C	
38	4.6	Man hour tarrifs							
39	4.7	Ad hoc tasks	~1						
40	4.8	Costed options				r		And in case of the local division of the loc	
40	4.9	Reasonableness							
	4.10	Savings							
	4.11	Cost distribution							
	4.12	Panalties							
	6	Management					-		
	6.1	Aim	2						
	6.1.1	Sub contracting	$\sim$ 3						
_	6.1.2	Contract admin.							
	6.1.2.1	Main contract			1 2				
	6,1.2.2	Sub contracts						l l	
	6.2	PHS&T							
	6.2.3	Expertise							
 	6,2,3,1	Management support							
	6.2.3.2	Maintenance support							

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		Il rated between 1 and 10		C = Co	mply	NC =	Non com	oliance	
	RFP		Offer 1	Comp-	Offer 2	Comp-	Offer 3	Comp-	Remarks
ltem	Para.	Activity	Rate	liance	Rate	liance	Rate	liance	
	6.3	Statement of work						1	
	6.4	Costing (Fixed)		-				1	
	7	Mat.supply,support & man.	-	n	h	1			
	7.4	sow	. C.C	11.0	11	2	¢.		- <u> </u>
	7.5	PHS&T				~	0		······································
	7.6	Costing Mat. Sup.&man							
		Costing -PHS&T		1	-				
	8	Tech. Publications	- 1						
	8.4	sow	- 97						
	8.5	Costing					1	0	······
	9	Maint. And repair							1 ···· ·· ·· ·· ·· ·· ·· ·· ·· ·· ·· ··
	9.4	Certification					-	-	
	9.5	Certification documentation						0	
	9.6	Quality assurance				1		and the second second	
	9.7	Mods. & bulletins							
	9.8	Task quoting							
	9.8.1	Routine tasks				1		V	
	9.8.2	LRU repairs						0	
	9.9	sow	- L					~	
	9.1	Routine maint. For LRUs SOW	-		TU				
	9.11	Unschduled maint SOW		-					
	9.12	Costing							
	9.12.4	Repair / overhaul - fixed price	N 7		- 1				
	10	Design expertise							
	10.3	Objective	-	<u>a 1</u>		-			
	10.4	sow							
	10.5	Costing				·			
	11	System expertise				<u> </u> ───			
	11.3	Objective							

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		ill rated between 1 and 10		C = Cc			Non com	·····		<b>_</b> _
	RFP		Offer 1	Comp-	Offer 2	Comp-	Offer 3	Comp-	Remarks	
tem	Para.	Activity	Rate	liance	Rate	liance	Rate	liance		
	11.4	sow								
	11.5	Costing								· · · · · · · · · · · · · · · · · · ·
	12	Config. Management	- 6	n	h	1				
	12.1	Objective	G			2	t			
	12.2	sow				~	0			
	12.5	Required status	þ.							
	12.6	Config. baseline				· .				
	12.7	Config, Database		1	-					
	12.8	Costing		1	5					
	13	Ad hoc support						0		
	13.1	Prior approval								
	13.2	Materiel supply		1				-		
	13.3	Budgetry						0		
	13.4	Quotations	11							
	14	Record keep. & reporting							· · · ·	
	14.1	Responsibilities						-		
	14.2	Reporting								
	14.3	Records						50		
	14.4	Info. Management system	Ľ							
	15	Quality management							·	_
	15.1	QA system	0							
	15.2	Responsibilities					-			
	15.3	Identifying critical performance	$\mathbf{D}$	1 1	77					
	15.4	Adequacy								
	15,5	Access		<u> </u>	-					
	15.6	QA management plan	1		T	T				

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Decentifier net mails / Bill in 1799 value	1.5540 1	-	INGUINO: 40 OL 40

		ill rated between 1 and 10	<u> </u>	C = Co			Non com		
	RFP		Offer 1	Comp-	Offer 2	Comp-	Offer 3	Comp-	Remarks
m	Para.	Activity	Rate	liance	Rate	liance	Rate	liance	
	16	Security management							
	16.3	Security management plan		n	h	-			
	17	Electronic media	C.C		11	N.			<u> </u>
	17.1	Hard copy & electr. Media	10-			20	0	1 1	
	17.2	Copy and proprietary rights							
	17.3	Alternative format							
				1					
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