



Kigali, 16 FEB 2022
No. 84/RAC/MD/PRO/GR/2022



To:

All interested bidders

Reference is made to the tender for supply, installation, training and provision of annual maintenance service of aircraft recovery system at Kigali international airport, tender reference NO. 09/G/2021-2022/AIRCRAFT/IC/RAC.

Following the request for clarifications raised by one of the prospective bidders, Rwanda Airport company would like to provide the following clarifications for your consideration:

| S/N0. | Clarification requested | Response |
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| 1 | What should be the capacity of the winch | The capacity of the winch should be able to work with both small and large aircraft (up to code F). |
| 2 | What will be the length of the steel cable | The length of steel cable should take into consideration the size of type of Aircraft specified in terms of reference. |
| 3 | Ground Ancher are included or only the Tethering like hand winch? | Ground Ancher should be taken into consideration in your bid. |
| 4 | As each Bidder developed his own Kit, ensure the Kit is completed from A-Z | This will be checked during evaluation of bids. |
| 5 | How many lifting bags should be in 1 set? Bidders will give you the lowest number of needed lifting bags which mostly will not work for new aircraft generation. Because of price | The number of lifting bags should be able to lift from the minimum up to the maximum weight of code F and maximum height. |
| 6 | You should define the amount and size /capacity of lifting bags to be able to compare all the offers. | The size and capacity of lifting bags should be able to lift the maximum weight of code F and maximum height. |

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| 7 | For code F aircrafts you should require 8 to 10 Lifting bags as a minimum | This will depend on the compliance on response for items 5 and 6. |
| 8 | Any kind of cribbing is missing. This is required to reach the height of the aircraft | Bidders should take into consideration the cribbing. |
| 9 | All those should be a part of the lifting bag set tender requirement (Airbag Inflation system). | This was purposely to provide more detailed clarifications. |
| 10 | The figures are not matching with the numbers of lifting bags you have to expect. | The figure provided in tender document is the minimum requirement, however, bidders can propose alternative offer with justifications. |
| 11 | Is part of the lifting bag set | Low pressure bag repair kit and spares is a separate item as an additional to lifting bags |
| 12 | of course there is no specific requirements and it looks like you need two spreader bars for Crane lifting of code E aircrafts....and | Yes, we need one spreader bar for crane lifting adjustable to fit all type of aircrafts. |
| 13 | And one spreader bar for code F aircrafts | See the response above. |
| 14 | There is one spreader bar available to cover code C up to code F aircrafts (3.5 -7.65m) including B747 and A380 | The adjustable spreader bar mentioned should also be used for both code C up to F. |
| 15 | For code E & F you can use the same De-bogging kit | Recommendation noted. |
| 16 | The price of the kit will now depend on the quality of the slings and of the length. | All bidders should comply to the tender document requirement. The substandard quality will not be considered. |
| 17 | There is no specification on those, therefore there is a question mark if the solution will work afterward. | The bidder should consider the type of aircraft (code E and F) and propose the suitable de bogging towing kit. |
| 18 | There are several systems available on the market and of course their quality is different and therefore there is a big price difference. Without a proper specification, you will receive a proposal of low quality which we have seen broken after the first recovery operation. | Bidders are allowed to ask any ambiguity in Technical specification which is not clear. The system to be provided should comply with the technical specifications in the tender document and international standards. |
| 19 | The amount of 48m ² is not sufficient for code E or F aircrafts. | The 48sqm is the estimated quantity. However, bidders can |

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| | | propose the suitable quantity for code F aircraft. |
| 20 | The question is, do you want now the quote for 48m ² or a working solution? | See the response provided above. |
| 21 | the term CAT I - CAT III is used in aircraft recovery only to identify the size of the spreader bar for crane operation. Other CAT equipment is unknown. It is unknown what you are requesting in point 11-18. | The term CAT I - CAT III does not limit to identify only the size of spreader bar, but also the size of aircraft which is our case. |
| 22 | I only can assume that you want to describe an aircraft dolly up to code E/F aircrafts with all the accessories. | Yes. |
| 23 | Those points need more clarification | Please clarify which points? |
| 24 | A smaller dolly for code-C aircrafts and turntables are missing in the specification | Bidders should provide the suitable dolly and turntables which can serve for both code C and F. |
| 25 | Without a proper specification, you will receive the cheapest solution which is just a Bluetooth stick to transfer the pressure inside the lifting bag to an centralized monitor. | The specifications provided is assumed to be clear and proper, however, bidders can propose the alternative specification to be assessed for improvement. |
| 26 | The real Intelligent Recovery System is a sensor mat with several independent sensors who measures the pressure on several places on the lifting bag and aircraft skin to ensure no secondary damage is made during the recovery operation. This is also needed if service will provide to other airports or airline in east Africa, documentation of the entire process is needed. Of course, the Intelligent Recovery System is more -costly as the Bluetooth solution. At the current tender description, only the Bluetooth solution will win. The Intelligent Recovery System is also given as a solution by aircraft manufacturers. (see attachment) | Recommendation is noted. |
| 27 | Without a proper specification, you will receive the cheapest solution which is just a large foam mattress similar like a bed mattress to put on the lifting bag. Because of new aircraft and wing design such solution is not target oriented and doesn't give the recovery operation stability. | The specifications provided is assumed to be clear and proper, however, bidders can propose the alternative specification to be assessed for improvement |

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| 28 | The real and proper contour system is developed by recovery managers who identified such problem during real recovery operations. It's proven that the use of the proper contour system brings 3 times more safety and stability in the lifting and transportation process. Similar like the Intelligent Recovery System the contour system is more-costly as foam mattress solution. At the current tender description, the foam mattress will be the cheapest solution. | Your concern is well captured in technical specifications and bidders are required to comply for both options. |
| 29 | The size and quantity of the contour systems should meet the same amount of lifting bags | The recommendation is noted |
| 30 | Training might also be conducted on-site as it was understood that RAC has a training aircraft | It is already captured in tender document. |
| 31 | In the tender you request to be trained on narrow and wide body aircrafts. Please be aware that none of the training's provider has wide body aircrafts available for training purpose. As larger aircrafts require more equipment and therefore more manpower, it is more economical to do training in smaller groups with a narrow body aircraft. The training contents is the same, so you can use the knowledge on wide body aircraft too. | This is well noted. Bidders are required to consider. |
| 32 | To put all the equipment into air container takes time and will consume a high amount of your budget. As an airport operator, your first intention is to bring the equipment to all airports in Rwanda, and this will be done by road. The best economic solution would be roll on and roll off containers. The design of those containers is also time consuming, and the equipment will not be delivered with the time you needed. | Packaging is at supplier's risk. Therefore, bidders are required to propose the suitable packaging that can meet the deadline. |
| 33 | Tender requirement: The bidder shall be the original manufacturer of the equipment or a representative with the manufacturer Authorization and must have at least 10 years of experience in aircraft recovery field. | Yes, the joint venture is allowed. However, each member of the association shall comply with the |

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| | <p><u>Our comment:</u> We understand that also the Joint Venture with the manufacturer is allowed since it gives more comfort and will fulfill all requirements. Kindly confirm on this.</p> | tender requirement as listed in ITB clause 11.1 as modified in ITB (BDS) clause 11.1. |
| 34 | <p><u>Tender requirement:</u> Incoterm shall be DDP 2020 version</p> <p><u>Our comment:</u> Kindly advise whether it is possible and acceptable to quote on basis CIP 2020 version instead of DDP 2020 version in order to allow international companies not residing in Rwanda to properly offer for this tender.</p> | The incoterm shall be DDP 2020 version as specified in tender document ITB clause 14.5. The international companies shall consult RRA for tax issue. |
| 35 | <p><u>Tender requirement:</u> Pneumatic Aircraft Lifting Bags system</p> <p><u>Our comment:</u> Please be so kind and clarify what scenarios should be covered? Should the system be able to lift the aircraft in case of an all gear collapsed incident? What is the largest aircraft that should be covered? We urgently need</p> | <p>In case of all gear collapsed other aircraft recovery technics specified in tender document shall be used. However, bidders can propose alternative solution not specified in tender document which can be used in case of all gear collapsed.</p> <p>The largest aircraft to be covered is Code F as specified in tender document.</p> |
| 36 | <p><u>Tender requirement:</u> Vacuum Adapter minimum 2 pieces</p> <p><u>Our comment:</u> Shall this be integrated into the Control Panel for Inflation of the Lifting Bags or a stand-alone version? Please be so kind and clarify.</p> | The vacuums adapter should be stand-alone of 2 pieces. |
| 37 | <p><u>Tender requirement:</u> Low pressure bag repair kit and spares</p> <p><u>Our comment:</u> Please clarify whether only a total QTY 1 is required or one repair kit per lifting bag supplied?</p> | The repair kit shall be 1 with spares per lifting bags. |
| 38 | <p><u>Tender requirement:</u> Lifting with multi sling kit</p> <p><u>Our comment:</u> Is this item required for lifting of aircraft at MLG position? Kindly advise</p> | Yes, it is required for both MLG and NLG. |
| 39 | <p><u>Tender requirement:</u> Lifting with multi sling kit</p> | Yes |

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| | <u>Our comment:</u> System required to lift at NLG position? Kindly advise | |
| 40 | <u>Tender requirement:</u> De Bogging Kit <u>Our comment:</u> Should the towing be carried out by two towing vehicles or should a pulley be supplied so that towing can be performed by one towing vehicle only? Please advise. | Bidders shall consider supply of pulley so that one vehicle can be used. |
| 41 | <u>Tender requirement:</u> Landing Gear Sling CAT III <u>Our comment:</u> Please specify in more detail the purpose of this equipment. | The purpose of this equipment may be used to uplift the large aircraft. |
| 42 | <u>Tender requirement:</u> Intelligence aircraft system <u>Our comment:</u> Is this system required for the pneumatic lifting bags? If so, shall the scope of supply be for all supplied lifting bags? Please advise. | Yes, it is required and shall be used to all supplied lifting bags. |
| 43 | <u>Tender requirement:</u> Bidders must include in his bid, the cost of training and certification at least 10 client operators in aircraft recovery system through accredited training organization up to Code F and must have multiple aircraft available in order to train multiple operators according to the ICAO aircraft recovery training guidelines <u>Our comment:</u> We understand the training will be conducted at manufacturers premises by ICAO recognized trainers in full compliance to ICAO Aircraft Recovery Training Guidelines with a fully equipped training center with substantial facilities and equipment, including 2 aircrafts type AIRBUS A320-200 and TUPOLEV T134A, available for intensive and in-depth practical training. Please confirm on this. Also please let us know whether the cost for the training should be included in the bid for the different lots or as a separate line item? | The cost of training shall be included in bidder's bid. However, the training requirement and facilities, please refer to tender document requirements. |

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| 44 | <p><u>Tender requirement:</u></p> <p>Advance Payment: Twenty (20) percent of the Contract Price shall be paid within thirty (30) days of signing of the Contract, and upon submission of claim and advance payment guarantee for equivalent amount valid until the Goods are delivered and in the form provided in the bidding documents or another form acceptable to RAC.</p> <p>80% is paid after supply.</p> <p><u>Our comment:</u> Please advise whether the payment terms can be adapted according to our following proposal:</p> <p>20% advance payment against advance payment guarantee 60% against shipping documents under Letter of Credit 20% after supply and against acceptance</p> | The payment term shall be negotiated with the winning bidder. |
| 45 | <p><u>Delivery time/schedule</u></p> <p><u>Our comment:</u> The delivery schedule is not determined within Bidding Document. Is there a fixed delivery schedule for the equipment? What is the latest date where goods must arrive at RAC facility? Is partial delivery accepted?</p> | The estimated delivery period is 3.5 months. |

Sincerely,


Charles HABONIMANA
 Managing Director

