



State Of Israel
Ministry Of Defense



משרד הביטחון

Procurement &
Production Directorate



Israel
Air Force

Basic Training Aircraft

Request for Information (RFI)

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1 SCOPE

1.1 INTRODUCTION

1.1.1 General

The GOI/MOD considers the replacement of the "Zukit" (upgraded "Fuga Magister") training aircraft fleet with a new training aircraft fleet to be used during the basic stage of the fighter pilot and system officer's training at the Flight Training School in Hatzirim Air-Force Base. The GOI/MOD will consider the following options to acquire this aircraft:

1. A PFI approach, where the contractor will own and maintain the aircraft and the GOI/MOD will purchase "Flight hours".
2. A conventional procurement, using a long term deferred payment plan and a full maintenance approach by the contractor (Power by the Hour).

(The above will be termed hereinafter as: "the Project").

The GOI/MOD prefers to execute this project using a PFI concept.

The GOI/MOD recognizes that this project would probably require capital investment by the private sector, which may employ different methods and approaches in order to fill such an undertaking.

The GOI/MOD invites local and/or foreign companies and/or joint venture companies with relevant experience and capacity to undertake the project, to submit information as specified in this document.

The RFI goals are:

- a. To provide the GOI/MOD with an early understanding on possible aircraft models and types that meet the Israeli Air Force (IAF) requirements as specified herein.
- b. To provide the GOI/MOD with an early understanding of how the private sector or joint venture company (JVC) could be involved in the project and with the respondents' comments on the envisaged principles of the project, as described below.
- c. To collect, study and evaluate the information, which will provide the GOI/MOD the best knowledge regarding the effort involved in the implementation of such a project including but not limited to expected qualities/ schedule/finance/risks and all other aspects of such a project.

1.1.2 Obligations

Whilst this RFI has been prepared with due care, the information contained herein is indicative only. It is provided in good faith for the guidance of respondents. No representation, warranty or undertaking, expressed or implied, is or will be made, and no responsibility or liability is or will be accepted by the GOI/MOD as to, or in relation to, the accuracy or completeness of this RFI document, any suggestion made by it or by any other written or oral information made available to any interested party or its advisers and any such responsibility or liability is hereby expressly disclaimed. All information gathered through this RFI including references to budgets, timetables, and contract interfaces, future policy etc, is to be treated as preliminary only.

1.1.2.1 Response Preparation Cost

Respondents shall bear all costs associated with the preparation and submission of their responses to the RFI including the provision for any additional information and attendance at meetings, a site visit and possible demonstration of the suggested aircraft.

1.1.2.2 Non Obliging RFI

This RFI is for information gathering only and the GOI/MOD does not commit to take any further steps such as proceeding to a RFP or contract nor does the GOI/MOD commit to proceed with this project in any way or form. The GOI/MOD reserves the right to cancel the project completely for any reason.

Moreover this RFI process will not prevent the GOI/MOD from implementing any other procurement options for the replacement of the Zukit aircraft.

For the avoidance of any doubt, participation in the RFI process is not a prerequisite for the participation in a RFP process and the GOI/MOD reserves the right to inspect aircraft that haven't been proposed during the RFI stage.

1.1.2.3 Usage of Requested Information

The GOI/MOD shall use the received data and information to make a decision, to continue with the PFI concept or decide to make a direct procurement of the training facilities. The GOI/MOD may, as mentioned before, even decide to cancel this project.

1.1.2.4 Foreign Military Funding (FMF)

Respondents are requested to present the best **cost effective** answer to this RFI.

If the best cost effective answer includes the use of FMF then Respondents are requested to present separately the FMF (US) content and the non FMF (non US) content.

The use of FMF shall be in accordance with the FMF guidelines, based upon the regulations distributed by the GOI/MOD Mission to the U.S and with the US DSCA guidelines and regulations. (Version 1/05).

The GOI/MOD's decision whether to prefer the use of FMF (in whole or in part) for the Zukit replacement will be at its sole discretion.

1.2 GUIDELINES FOR RFI RESPONSE

1.2.1 RFI Response Format

Respondents are asked to follow the “**RFI Response**” format described in section [7](#). As much detailed information as possible is requested and will be a key point in converting this RFI into a potential RFP.

Information submitted in this RFI shall address the specific A/C type/model that is proposed by the respondent. Notwithstanding, where relevant, respondent can refer to a prototype aircraft that is a derivative or upgrade or based on a previous certified and serial produced aircraft (hereinafter the "BASELINE A/C").

1.2.2 A/C Mandatory Requirements

The proposed aircraft must meet the following mandatory requirements:

- 1.2.2.1 Two seated A/C, in tandem arrangement.
- 1.2.2.2 Stall speed at landing, lower than 90 KCAS (standard atmosphere, 50% fuel, no external stores, LG extended).
- 1.2.2.3 Maximum speed at 15,000 ft, higher than 290 KTAS (standard atmosphere, 50% fuel, no external stores).
- 1.2.2.4 Maximum low altitude speed, higher than 270 KTAS (standard atmosphere, 50% fuel, no external stores).
- 1.2.2.5 Side wind limitation at landing - not less than 20 knots.

1.2.3 Operation and Maintenance licenses and experience

Operation and Maintenance licenses and experience requirements will be defined in the RFP stage.

1.2.4 Financial Strength

During the RFP phase, the respondents (team /consortium/JVC etc.) will be asked to present their financial strength. Financial strength will be a key-point in any GOI/IMOD decision taken and will be defined as a mandatory requirement.

1.2.5 Sole Purpose Company (SPC)

If a PFI approach is implemented the GOI/MOD will **consider** to direct the contractor to incorporate a Sole Purpose Company. The SPC will ensure that the project will be managed as a separate business entity, meaning that any risk and liabilities arising from the project shall be isolated within such an entity.

1.2.6 **Mandatory Requirements**

The GOI/IMOD reserves the right to add additional mandatory and or non mandatory requirements during a potential RFP stage.

1.2.7 Language of the Documents

The response documents shall be written in English or Hebrew. Supporting documents (technical data, etc) and printed material submitted by a respondent in any other language should be accompanied by a translation to **English** only.

1.2.8 Respondent's Authorized Representative

During the RFI process respondents shall be provided with further information, addressed to the respondent's authorized representative whose name shall be provided to the GOI/MOD by the respondent upon the receipt of this RFI document. The respondent's authorized representative shall be responsible for all communications with the GOI/MOD during the RFI process. The GOI/MOD shall not be responsible for any communication held with or by any other person other than the respondent's authorized representative.

1.2.9 Correspondence and GOI/MOD POC

All correspondence on behalf of the GOI/MOD will be communicated to the respondents through the web site and/or by E-mail according to the details provided by the respondents.

The point of contact (POC) for all correspondence and communication is the "Director of Combat A/C and UAV Procurement" at the GOI/MOD. (See cover letter for details)

1.2.10 Additional Information

Additional information requests will be provided in writing by the GOI/MOD POC to all the respondents. Such a request will be marked as an addendum to this RFI document and shall be considered as part of this RFI.

1.2.11 Alternative approaches

In order to seek the best value for money and the optimal risk allocation, respondents are encouraged to suggest any alternative approaches in the spirit of PFI/PBH, or alternative methods which comply with the GOI/MOD's requirements, and proves cost effective. The GOI/MOD will give careful consideration to any such solutions, which the respondents may wish to submit. Respondents are specifically encouraged to make suggestions on, and indicate and quantify, any savings that they believe to be achievable through the use of their own, rather than GOI/MOD imposed, procedures.

In order to enable the GOI/MOD to evaluate any innovative solutions in comparison with the original requirements, respondents are required to submit the information in the RFI response format (see section 7). It is emphasized that any information regarding innovative ideas should be in addition to responding to the basic RFI requirements as described in this document.

1.2.12 RFI Time Table

The GOI/MOD plans to promote the project according to the following Schedule:

Planned Schedule	Activity	Comments
October 2005	RFI Release	
RFI release date +10 Days	Start of Q&A process over the Internet	Please see cover letter
RFI release date + 30 Days	End of Q&A process over the Internet	
December 2005	RFI clarification bidders conference and site survey	It is required to submit a list of questions and a detailed list of the respondents' survey team (visit request) at least one month before the site survey.
15 February 2006	Submission of RFI response	
March-May 2006	Potential aircraft evaluation & technical meetings (in country or respondent's/ a/c manufacturer's facilities).	

1.2.13 A/C Demonstration and evaluation

Following the RFI response the GOI/IMOD shall conduct evaluation flights for each A/C that meet all mandatory requirements and achieved a minimum grade of **TBD** according to appendix D.

The respondents shall bear all costs related to the evaluation flights. The GOI/IMOD will not bear any cost related to the flight tests beside its own personnel costs.

The evaluation methodology will be published before the RFI's response date, in appendix D & E.

During the evaluation flights, the IAF will determine the aircraft's compatibility to the IAF's training needs (including additional **mandatory requirements**). The IAF reserves the right to disqualify any aircraft that will not meet IAF's training needs.

The results of the evaluation will be taken into account during a potential RFP stage.

2 MAIN CONTRACT ISSUES

2.1 CONTRACT TERM

Respondents shall assume in their answers an estimated contract term of 20 years from FOC + an option for additional 5 years (hereinafter: "Contract Term" or "Contract Period").

2.2 PHASE-IN PERIOD

Relates to all the activities starting ARO until FOC, including finance, contract, build, install, test and demonstrate, as well as adherence to all GOI/IMOD requirements as defined in this document. Transfer to the next period shall be only after GOI/IMOD approval. Further details will be given in the RFP phase.

2.3 FOC PERIOD PAYMENT MECHANISM

2.3.1 General

Respondents shall assume that the payment mechanism shall be based on 2 components:

- A. An 'Annual Fixed Price'.
- B. A 'Variable Price per Flight Hour'.

Respondents shall assume a monthly payment upon the delivery of the required services.

2.3.2 Fixed Payment

The respondents shall assume that the fixed component of the costs should support a minimum of 7,000 flying hours per year.

The GOI/MOD shall undertake to pay the fixed component monthly, (whether actually consumed by the GOI/MOD or not) hereinafter: 'The Availability Payment' or 'The Fixed Payment'.

2.3.3 Variable Payment per Flight Hours

In addition, for each flying hour actually flown by the GOI/MOD, the GOI/MOD shall pay a variable component (hereinafter: 'The Variable Payment'). This payment is due to the costs associated with the amount of the flying hours that were actually flown by the GOI/MOD.

Respondents are requested to present 3 levels of "Variable Price per Flight Hour":

- A. Level 1: 0-7000 Flight Hours per Year.
- B. Level 2: 7001-10000 Flight Hours per Year.
- C. Level 3: 10001-13000 Flight Hours per Year.

At the end of each calendar year the GOI/MOD shall select the Flight Hour levels for the next year.

Example: In the event the GOI/MOD actually consumed 8500 Flight Hours per year, the

Variable Payment for that year shall be: 7,000 X level 1+1,500 X level 2 'Variable Price per Flight Hour'.

The variable price per flight hour for level 2-3 shall include all costs associated with flying more than 7,000 flight hours per year.

2.3.4 Third Party Usage (TPU)

A key feature of many PFI programs is the encouragement to increase the productivity of the assets. The GOI/MOD is willing to consider a third party usage of the program assets if it proves to be cost effective.

Any level of third party usage will be limited and subject to the GOI/MOD approval and any TPU opportunity will be discussed on a case-by-case basis from security aspects and/or other GOI/MOD considerations.

2.3.5 Alternative Payment Mechanism

Alternative payment methods will be considered in addition to the GOI/MOD's envisaged method. Any alternative approach may be proposed under the innovation title in addition to the aforementioned payment mechanism.

2.4 PRICE INDEXATION/ESCALATION

Respondents are invited to propose indexation mechanisms.

2.5 PERFORMANCE PARAMETERS

Detailed performance standards and performance parameters will be contained in the RFP; including penalties. The set of parameters will address all measures applied to evaluation of the training services. The set of parameters shall be categorized in at least the following categories:

- a. Quantity
- b. Quality
- c. Availability

2.6 CHANGES

The contractor shall bear all costs for all technical, safety and/or other OEM mandatory changes, occurring during the contract period.

The respondents shall assume for the RFI response, that all costs due to changes initiated by the GOI/MOD will be covered by the GOI/MOD.

2.7 BUY BACK

During the RFP stage the GOI/MOD intends to include terms regarding to buy back mechanism (rights of first user to procure the project assets at the event of termination).

2.8 LIABILITY AND INSURANCE

All liability and insurance aspects - TBD.

2.9 ASSIGN OR CREATE FINANCIAL SECURITY

The respondent shall not be allowed to assign or create any security over any part of the project. However, the respondent shall be able, subject to prior written consent of the GOI/MOD, to assign or create security over its rights under the contract.

2.10 SECURITY REGULATIONS

The respondent shall appoint members of its staff as Local Security Officers who shall be responsible for consulting with the GOI/MOD as necessary for the implementation of all security arrangements concerning the respondent's staff, the area in which they are employed, their offices and equipment. Those persons shall also be responsible for the training and supervision of the respondent's staff to ensure that the appropriate regulations are met.

All contractors' personnel shall hold the proper security classifications as defined by the IAF. Changes of key personnel within project duration at any point shall be made in coordination with GOI/MOD.

The respondent shall be responsible to provide all data required during the project, according to the relevant government agreements and regulations.

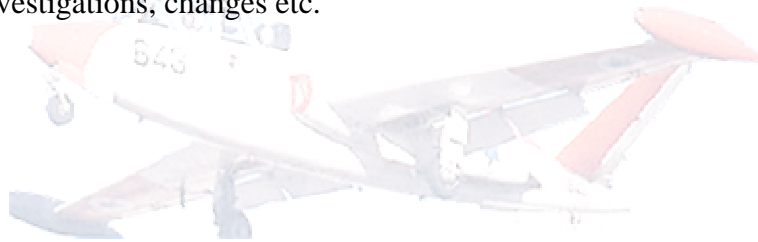
All data received from the GOI/MOD shall be considered and treated as GOI/MOD sensitive.

2.11 VALID LICENSES

The contractor shall ensure it has valid licensees for all project activities and assets needed in order to fulfill project implementation, including but not limited to the aircraft, maintenance, employees, quality system, and operators.

2.12 SAFETY

The contractor shall be obligated to cooperate with the GOI/MOD and to provide visibility in all safety aspects of the project, including but not limited to safety reports, safety investigations, changes etc.



3 AIRCRAFT AND SIMULATOR FLYING TASK

3.1 GENERAL - TARGET REQUIREMENT

3.1.1 The project shall include a complete training package – aircraft, simulator and ground training (class materials – books, lessons, lectures etc.)

3.1.2 The a/c shall have the ability to perform aerobatic flight maneuvers.

3.2 FLYING TASK PROFILE DURING OPERATION PERIOD (as a reference only).

3.2.1 Annual Flight Training

3.2.1.1 The flight training will be conducted approximately 46 weeks during each calendar year as follows:

- Approximately 40 weeks: 5 working days.
- Approximately 6 weeks: 6 working days.

3.2.1.2 The day flights activity shall commence as follows:

- Regularly: first take off at 8:00 and shall continue until last landing at 17:00.
- Approximately 20 days during each calendar year: first take off at 6:30 and shall continue until last landing at 17:00.

3.2.1.3 The night flights activity shall take place approximately 25 days during each calendar year- until 24:00.

3.2.2 Annual Flight Hours

The anticipated average number of flight hours per year shall be 8700 hours.

3.2.3 Annual Number of Sorties

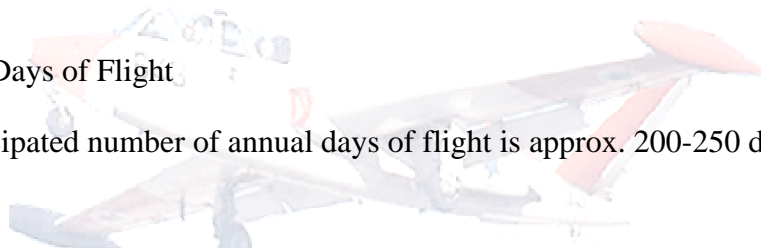
The anticipated average number of sorties per year shall be 12500 sorties.

3.2.4 Annual Days of Flight

The anticipated number of annual days of flight is approx. 200-250 days.

3.2.5 Average Time of Each Sortie

Average time of each sortie is 45 minutes.



3.2.6 Number of Available Aircraft

Respondents are requested to provide information regarding the following four potential availability requirements:

- 3.2.6.1 15 available aircraft simultaneously.
- 3.2.6.2 18 available aircraft simultaneously.
- 3.2.6.3 22 available aircraft simultaneously.
- 3.2.6.4 26 available aircraft simultaneously.

3.3 ADDITIONAL FLIGHT TASK

3.3.1 Deployment of the Aircraft Fleet

- 3.3.1.1 The aircraft fleet or part of it should be able to deploy to another IAF base – approximately 12 times during each calendar year for a period of approximately 1-4 days. The fleet will be operated at the same flying task profile as described in section 3.2, during this deployment.
- 3.3.1.2 The remainder of the fleet will continue to operate from Hatzetim base during this time.
- 3.3.1.3 Approximately 1/3 of the aircraft fleet should be able to deploy to another IAF base twice a year for a period of 1 month.
- 3.3.1.4 This requirement should be priced separately.

3.4 THE FLYING TASK PROFILE FOR THE PHASE-IN PERIOD

The flying task profile for the Phase-In Period and the payment mechanism thereof shall be determined in the RFP, after taking into consideration the respondents' proposed Phase-In Plans.

3.5 SIMULATOR FLYING TASK PROFILE

- 3.5.1 Annual Days of simulator training: 250
- 3.5.2 Training Time and Schedule (5 working days, Sunday to Thursday):
 - Regularly: 7:30-19:00.
 - For a period of 2 weeks, 4 times a year: 7:30- 22:00.

4 AIRCRAFT & SIMULATOR TECHNICAL REQUIREMENTS

4.1 SPECIFICATIONS

The following specifications represent the GOI/MOD's general requirements for the new training aircraft, divided into basic and target requirements, which may be subjected to negotiation and a decision by the GOI/MOD at its sole discretion and should be priced separately.

The GOI/MOD reserves its right to delete and/or add any requirement to the following list and/or to make any other alteration thereto, at its sole discretion.

4.2 GENERAL REQUIREMENTS:

4.2.1 Basic Requirements

4.2.1.1 Two seated A/C, in tandem arrangement, suitable for training missions and aerobatics. -

Mandatory Requirements

4.2.1.2 Cockpit compatibility for night flights.

4.2.1.3 External lights (FAA requirement).

4.2.1.4 ECS – Cooling mode adequate up to 38°c ambient temperature and Heating mode.

4.2.1.5 Parking brakes.

4.2.1.6 Airbrakes.

4.2.1.7 Painting scheme according to the IAF requirements.

4.2.1.8 Safe take off and take off abort at runway length, less than 2400 meters.

4.2.2 Target Requirements

4.2.2.1 Engine start up capability without any external auxiliary system

4.2.2.2 Safe take off and take off abort at runway length, less than 1700 meters.

4.3 REQUIRED SYSTEMS – BASIC AIRCRAFT (operated in each cockpit):

4.3.1 Basic Requirements

- 4.3.1.1 Two (2) UHF band radios, individually operated and controlled from each seat. Using this system, the pilots will be able to hear both bands from each seat.
- 4.3.1.2 Transponder (mode C included).
- 4.3.1.3 Flight and Navigation instruments.
- 4.3.1.4 Engine gauges and instrumentation/ indicators.
- 4.3.1.5 Stop watch (may be a digital one).
- 4.3.1.6 G meter.
- 4.3.1.7 CVR/FDR
- 4.3.1.8 Malfunction illustration panel.

4.3.2 Target Requirements

- 4.3.2.1 Electronic altimeter.
- 4.3.2.2 Homing devices (TACAN, ILS).
- 4.3.2.3 Navigation system - GPS included
- 4.3.2.4 Audio warning.
- 4.3.2.5 EGPWS.



4.4 AVIONICS AND DEBRIEFING SYSTEMS:

4.4.1 Basic Requirements

- 4.4.1.1 2 debriefing Video Cameras (color) pointing inside and outside.

4.4.2 Target Requirements

- 4.4.2.1 HUD which includes advanced Air to Air and Air to Ground aiming measures, flight and navigational data.
- 4.4.2.2 Integral Digital debriefing system which includes video and AACMI.
- 4.4.2.3 The system should include a ground station for data editing and storage.
- 4.4.2.4 HOTAS capability.
- 4.4.2.5 Airborne & ground threats generation simulation system.
- 4.4.2.6 Virtual radar
- 4.4.2.7 Helmet mounted sight.
- 4.4.2.8 Glass cockpit

4.5 TRAINING SYSTEMS:

4.5.1 Basic Requirements

- 4.5.1.1 Internal communication system including VOX.
- 4.5.1.2 Override communication ability from back seat.
- 4.5.1.3 Engine start up during flight and emergency mode operation capability from both seats, during day and night.
- 4.5.1.4 Takeoff, flying and landing capability from both seats, day and night.
- 4.5.1.5 Malfunction operation Ability.
- 4.5.1.6 Front seat pilot mirrors.
- 4.5.1.7 Full IFR capability from back seat (all weather flight capability).

4.5.2 Target Requirements

- 4.5.2.1 Engine start up capability on the ground, from both seats, during day and night.

4.6 SAFETY SYSTEMS:

4.6.1 Basic Requirements

- 4.6.1.1 In flight manual ejection capability.
- 4.6.1.2 Backup systems for critical components/ systems (such as hydraulics and control systems) including operation capability from each seat.
- 4.6.1.3 The aircraft rescue and safety systems will be compatible with IAF standard safety and rescuing equipment. (TBD)
- 4.6.1.4 Anti-Icing system.

4.6.2 Target Requirements

- 4.6.2.1 Ejection seats 0/0.
- 4.6.2.2 2 safety mechanisms for each store suspension system.
- 4.6.2.3 The A/C G suit connection will be according to IAF standards.
- 4.6.2.4 Rain removal system.

4.7 REQUIRED PERFORMANCE (sea level, standard atmosphere, 50% fuel, no external stores unless mentioned otherwise):

	Parameter	Basic requirement	Goal
1.	Max. Load factor	6	7
2.	Stall speed, LG and flaps retracted (KCAS)	100	90
3.	Stall speed at landing, LG extended, 50% fuel, flaps in landing configuration (KCAS)	lower than 90 KCAS Mandatory Requirements	-
4.	Max takeoff runway length (Ground roll, clean aircraft, full fuel)	1200m	800m
5.	Max landing runway length (Ground roll, at maximum landing weight, no braking Parachute)	1800m	1200m
6.	Service Ceiling	25,000 ft	30,000 ft
7.	Operation radius of action for clean aircraft, Lo-Lo-Lo	110 NM	150 NM
8.	Operation radius of action with external fuel tanks, Lo-Lo-Lo	TBD	TBD
9.	External fuel tank	---	optional
10.	A/G ammunition	---	3 BDU (optional)
11.	mission time for average mission	50 minutes	80 minutes
12.	Long range optimal cruise speed , low altitude (KTAS)	240 Knots	360 Knots
13.	Maximum speed at Sea Level (KTAS)	At least 270 Knots Mandatory Requirements	
14.	Maximum speed at 15,000 ft (KTAS)	At least 290 Knots Mandatory Requirements	
15.	Landing side wind limitation	Not less than 20 knots Mandatory Requirements	
16.	Energy for aerobatic maneuvers	Aerobatic flight in partial power. Immelman maneuver. Rolling while climbing at full power.	Immelman maneuver. Rolling while climbing at partial power.
17.	Inverted flight time limit	10 sec	1 min
18.	Max. Sink rate at touchdown at maximum landing weight	12 ft/sec	13 ft/sec
19.	Min. number of landings in one sortie including landing gear operation	5	8

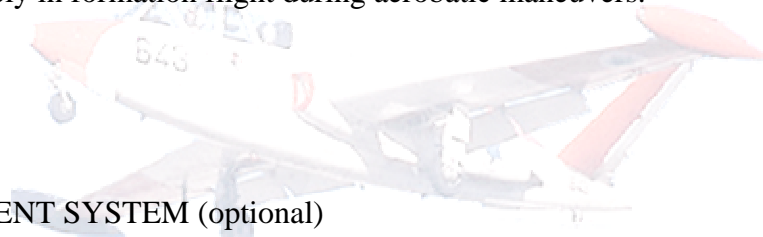
4.8 HANDLING QUALITIES

4.8.1 Basic Requirements

- 4.8.1.1 Natural flying qualities.
- 4.8.1.2 No feet-operated compensation for engine operation
- 4.8.1.3 Reasonable footwork during aerobatic maneuvering
- 4.8.1.4 Roll rate: at least 90 deg/sec.
- 4.8.1.5 Safe formation flight capability.
- 4.8.1.6 High stability in low altitude flight.
- 4.8.1.7 High visibility in low altitude flights, aerobatic and flight formation from both seats.
- 4.8.1.8 Easy to land.
- 4.8.1.9 Large safety margin before entering into uncontrolled situations. Recovery technique should be simple and aircraft recovery time should be minimal.

4.8.2 Target Requirements

- 4.8.2.1 Roll rate of at least 180 deg/sec
- 4.8.2.2 Flies safely in formation flight during aerobatic maneuvers.



4.9 ARMAMENT SYSTEM (optional)

4.9.1 Target Requirements

- 4.9.1.1 Chaff and flares dispensers (at least 30 from each type)
- 4.9.1.2 Training ammunition (BDU).
- 4.9.1.3 Smoke dispenser (for aerobatics)
- 4.9.1.4 External fuel tanks.
- 4.9.1.5 Carriage capability of one IR training missile head.

4.10 TRAINING MATERIALS:

4.10.1 General

- 4.10.1.1 The contractor shall provide a complete training package including full aircraft instruction to IAF pilots.
- 4.10.1.2 The IAF should receive all documentation (aircraft manual, flight manual, and course handbook etc.) provided by the aircraft manufacturer
- 4.10.1.3 The IAF should receive flight manuals (DASH 1).
- 4.10.1.4 All instruction will be held in Hebrew.
- 4.10.1.5 Training and instruction at the simulator will be according to IAF training school demands.

4.11 SIMULATORS: (Response should refer to an existing product).

4.11.1.1 Emergency, instruments and basic aerobatic maneuvers simulator

4.11.1.1.1 Fully instrumented cockpit (front seat alone is sufficient).

4.11.1.1.2 Emergency training procedures only (not operational or mission training).

4.11.1.2 Check list procedures simulator (mock-up)

Front cockpit layout including switches and handles.

5 MAINTENANCE AND TECHNICAL SUPPORT

5.1 RESPONSIBILITY

The contractor shall be responsible for all maintenance activities required for operating the aircraft according to the manufacturer's maintenance policy.

The contractor shall be responsible for the provision, at its own expenses, of all needed spare parts, tools, etc, except for fuel, oils, armament and maintenance facilities that shall be provided by the GOI/MOD.

5.2 OPERATIONAL AND MAINTENANCE FACILITIES

5.2.1 Aircraft Operational and Intermediate Maintenance Facilities (GFE):

Located at the IAF Flight Training School, Hatzirim Air Force base. Including: Aircraft parking and maintenance area, maintenance hanger, maintenance operation office, administrative offices, parts warehouse, tools, office, toilets, dressing and a dining room and fuel stations.

All facilities will be provided as is and the contractor shall bear all costs for any further required changes/adaptations done by the contractor. These facilities will be accessible during the site survey.

5.3 INTENDED EMPLOYEES

5.3.1 General

The contractor shall engage, employ and pay all staff required for satisfactorily performing its contractual obligations during the whole Contract Period

The contractor shall provide to the GOI/MOD, during the RFP phase, a list of his intended employees (mainly the technical staff). The employment of all such intended employees shall be subject to the prior authorization of the Air-Force Security unit.

The GOI/MOD reserves the right to prefer an Israeli subcontractor during a potential RFP stage.

5.3.2 Employees Nationality

The majority (90%) of the contractor's technical employees should be Israeli citizens and residents under the Israeli law.

5.3.3 Employee Training

The contractor shall be wholly responsible for the training and licensing of its employees and shall bear all costs and taxes.

5.3.4 Employees Qualifications and Compliance

All the contractor's employees shall be required to comply with any relevant qualifications and requirements. The GOI/MOD shall have the right to inspect the compliance with such qualifications and requirements and to further instruct the contractor, from time to time, in this regard, in order to ensure full compliance thereto.

5.4 Additional Maintenance Procedures Due to A/C Changes

The contractor shall have the ability to maintain all systems changes that may become requirements of the GOI/MOD in support of aircraft operations (safety or weapon materials).

6 PROJECT MANAGEMENT

6.1 GENERAL

The respondents shall commit to conduct and maintain an overall project management plan for all project aspects including the construction phase of the entire project. The contractor shall designate a Project Manager (PM) with total responsibility for the project.

6.2 MANAGEMENT PLAN DESCRIPTION

The PM shall manage and direct the project efforts by developing and implementing an integrated plan and schedule of all aspects of the projects. This tool shall provide visibility during assessments and reviews of the status and performance of technical efforts, schedules and performance objectives of the project.

The tool shall define and integrate all engineering, maintenance, management aspects and schedules of the project including, but not limited to, technical tasks, assembly tasks, project management tasks, major configuration management activities, major logistics management activities, major test management activities, training and delivery of equipment and supplies and maintenance management in all levels including training activities.

6.3 RISK MANAGEMENT

The respondent shall identify, analyze and assess major risks in the project and present them in the response to this RFI.

During the project, the contractor shall report risk management status at technical meetings and project management reviews.

6.4 PERIODIC REPORTS

During the contract term the contractor shall submit to the GOI/MOD quarterly status reports of the project status including the infrastructure construction.

TBD in the RFP phase.

6.5 PROJECT MEETINGS

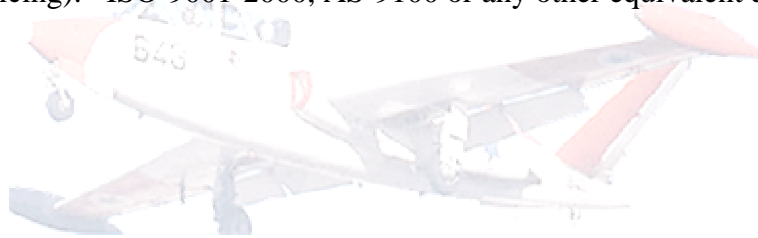
The respondent shall commit to conduct all various/standard project meetings. The following list is a minimum set of such meetings:

- A. Program Management Review (PMR)- twice a year.
- B. Safety management review at least once a year.

TBD in the RFP phase.

6.6 QUALITY STANDARDS

The following represents the GOI/MOD's general requirement for Quality Assurance Systems (Model for quality Assurance in Design, Development, Production, Installation and Servicing): ISO-9001-2000, AS-9100 or any other equivalent quality system



7 RFI RESPONSE

7.1 GENERAL

Respondents shall address all RFI requirements. The response shall be presented according to the same numbering outline of this paragraph (RFI RERSPONSE).

Although this document outlines two different procurement approaches, The GOI/MOD prefers to execute this project using a PFI concept.

If a PFI approach cannot be executed, respondents shall address a conventional procurement approach (deferred payment plan + PBH).

Respondents are requested to fill the attached excel files as detailed in attachments B and C and submitted on CD.

Any changes to this format proposed by the respondents should be coordinated with the GOI/MOD.

Any additional information (Technical/Financial/Program) shall be added separately.

7.2 DOCUMENTATION

The respondent is requested to provide the following documents, drawings and publications during the RFI phase:

- Pilot's handbook
- A/C specification
- All available licenses - certification of the aircraft manufacturer, certification of the aircraft, quality system certification, etc.

7.3 PROGRAM DESCRIPTION

7.3.1 General Description of the Project

Respondents are requested to describe an outline of their proposed project plan including the proposed aircraft model and the chosen acquirement model.

7.3.2 General Description of the Parties

Respondents are requested to provide a general suggested description of the parties constituting the respondents, a general description of the suggested holdings therein and the suggested distribution of responsibilities between such parties.

7.3.3 Organizational Chart

Respondents are requested to include an outline organizational chart of the suggested organization to comply with the project demands and an early indication of plans for recruitment and manning levels, with reference to sub-contractors, if applicable.

7.3.4 Program Milestones

Respondents are requested to submit outline implementation plans that show key milestones and describe such critical aspects as the following:

- a. Date for delivery of first aircraft.
- b. Aircraft delivery rate.
- c. Phase-In Plan to take over current operations.
- d. Recruitment and training.
- e. Initial operational period

7.3.5 Phase In Plan

Respondents shall provide a Phase-In Plan. The plan shall cover, at a minimum: planned activities, sequence of activity, coordinating personnel, period length and timing and outline of a quality assurance plan.

Such a Phase-In plan shall include aircraft delivery and instructor training projects, prior to the Initial Operation Commencement date.

7.3.6 Risk Management Program

Respondents are requested to map and report the risks identified in the proposed project, their intensity, probability and a proposed mitigation plan.

The GOI/MOD expects the respondent to address issues such as financial risks, PFI concept risks, aircraft license type etc.

7.3.7 Safety

Respondents are requested to propose a mechanism for transferring safety information and data to the GOI/MOD.

7.3.8 Complete Training Package

Respondents are requested to propose a ground training package. Respondents are requested to present the capability features of this ground training package and experience gained in operating it.

7.3.9 Quality Standards

Respondents are requested to present their Quality Assurance Systems. (aircraft production, maintenance etc).

7.4 TECHNICAL & MAINTENANCE ISSUES

7.4.1 Aircraft and Aircraft Manufacturer Qualification

Respondents are required to present their compliance with:

7.4.1.1 All relevant technical requirements described in section 4. Respondents are required to provide an excel file as formatted by the GOI/MOD in attachment C, presenting the information required in sections 4.2-4.9. (Section 4.10 and 4.11 should be presented separately).

7.4.1.2 The aircraft and simulator flying task as detailed in section 3

7.4.2 Aircraft Sales, Experience and Safety

Respondents are requested to present information about the proposed specific A/C model/type regarding the following issues:

7.4.2.1 The aircraft sales- customers, aircraft types, number of delivered aircrafts from each aircraft type/model.

7.4.2.2 Number of hours, accumulated by the suggested aircraft type/model, not including development phase.

7.4.2.3 The aircraft orders- customers, aircraft types, number of ordered aircrafts from each aircraft type/model.

7.4.2.4 Opening date of the production line.

7.4.2.5 Planed/actual closing Date of production line.

- 7.4.2.6 Number of safety incidents (not during the development phase).
- 7.4.2.7 Number of lost aircraft (not during the development phase) - please add reason of failure.
- 7.4.2.8 Number of published alert service bulletin/aviation maintenance alert (not during the development phase).

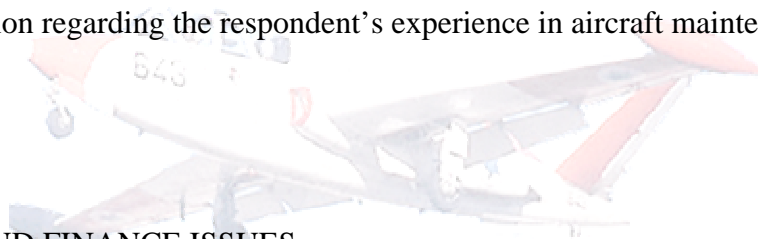
The above information shall be specified regarding different model/type or baseline A/C.

Please submit also information regarding the difference between the models.

7.4.3 Operation and Maintenance Licenses and Experience

Respondents are requested to present:

- 7.4.3.1 A/C certification type (Military, FAA or other), current and future, including planned schedule.
- 7.4.3.2 List of the respondent's operation and maintenance licenses.
- 7.4.3.3 Information regarding the respondent's experience in aircraft maintenance in general.
- 7.4.3.4 Information regarding the respondent's experience in aircraft maintenance in Israel.



7.5 PRICE AND FINANCE ISSUES

7.5.1 Experience

- 7.5.1.1 Respondents are requested to describe their experience with the PFI/PBH method.

7.5.2 Estimated Prices and Project Cost Breakdown

The GOI/MOD recognizes that such initial cost evaluations shall be general and preliminary in nature.

7.5.2.1 General

All the data requested within the financial information chapter is to be submitted both on hard copy and in MS Excel 2000 or XP files on CD according to attachment B. Financial assumptions are to be detailed in a separate sheet within the excel file. Respondents are required to provide an excel file as formatted by the GOI/MOD. Any changes to this format should be coordinated with the GOI/MOD.

Respondents are requested to provide a separate excel file for each one of the four potential Number of Available Aircraft mentioned in the next paragraph.

7.5.2.2 Number of Available Aircraft

Respondents are requested to provide information about the financial aspects and the quantity of the aircraft that are required in order to support the following four potential availability requirements:

7.5.2.2.1 15 available aircraft.

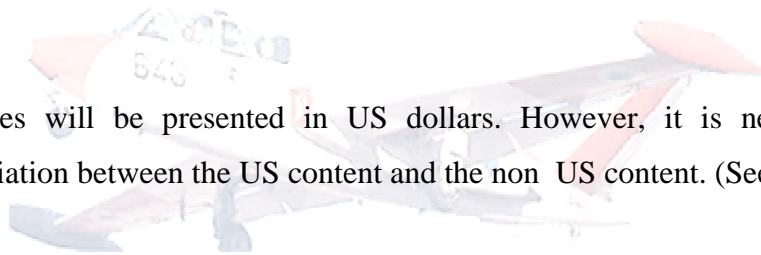
7.5.2.2.2 18 available aircraft.

7.5.2.2.3 22 available aircraft.

7.5.2.2.4 26 available aircraft.

7.5.2.3 Currency

The prices will be presented in US dollars. However, it is necessary to make a differentiation between the US content and the non US content. (See section 1.1.2.4).



7.5.2.4 Escalation

The prices will be presented in constant FY 2005 dollars.

Annual escalated assumptions are to be provided, indicate the value of the “Then Year” coefficient, beginning at FY2005.

7.5.2.5 VAT

The prices shall not include any Israeli/Foreign VAT.

7.5.2.6 NRE / RE

Respondents are required to present the pricing for NRE and RE components separately.

7.5.3 Funding Arrangements

Respondents are hereby requested to provide a general description of their suggested funding arrangements, whether the project will be financed by means of equity, recourse loans, non-recourse loans or by any other means.

7.5.4 Third Party Usage

Respondents are requested to provide information regarding the potential saving and its implications on the economy of the project that could be achieved in case the contractor will be allowed to provide extra curriculum services, to third parties e.g.: make use of the aircraft for civil market uses during weekends and intermission periods between flying tasks, supply of aircraft maintenance services to third parties in civil facilities etc.

7.6 OTHER SUGGESTED APPROACHES

Respondents are invited to comment on the project as presented herein above. The GOI/MOD is willing to consider any comment or change suggested by the respondents, with an explanation for the rationale for it. Comments may refer to the following:

- a. Respondents' optimal Contract Period;
- b. Respondents' optimal Phase-In Period;
- c. Respondents' optimal Initial Operation Period;
- d. Respondents' proposed payment mechanism;
- e. Suggestions regarding the implementation of the flying task profile as described in sec.4
- f. Over & Above mechanism.
- g. Any other details or innovations which to the respondents' opinion may contribute to the economics and efficiency of the project.
- h. Ways to reduce financial cost (interest rate).

8 ATTACHMENT A – ACRONYMS AND ABBREVIATIONS

The meaning of Acronyms and Abbreviations used in this document are given below:

A	
A/C	Aircraft
A/G	Air to Ground
ARO	After Receipt of Order
B	
BDU	Bomb Dummy Unit
C	
CO	Coordination Officer
CVR	Cockpit Voice Recorder
D	
DSCA	Defense Security Cooperation Agency
E	
EGPWS	Enhanced Ground Proximity Warning System
F	
FDR	Flight Data Recorder
FMF	Foreign Military Funds
FOC	Full Operation Capability
FY2005	Fiscal Year 2005
G	
GFE	Government Furnished Equipment
GOI/MOD	Government of Israel/Ministry of Defense
GOIFE	Government of Israel Furnished Equipment
H	
HOTAS	Hands On Throttle And Stick
HUD	Head Up Display
I	
IAF	Israeli Air Force
ICAA	Israeli Civilian Aviation Authority

IFR	Instrument Flight Regulation
ILS	Instrument Landing System
J	
JAA	Joint Aviation Authorities
JVC	Joint Venture Company
L	
LCC	Life Cycle Cost
M	
MS-Word	Microsoft WORD
N	
NRE	Non-Recurring Effort
O	
O&M	Operation and Maintenance
OEM	Original Equipment Manufacturer
P	
PDR	Preliminary Design Review
PFI	Private Finance Initiative
PM	Program/Project Manager
PMR	Program Management Review
POC	Point of Contact
R	
RE	Recurring Effort
RFI	Request For Information
ROM	Rough Order of Magnitude
S	
SPC	Sole Purpose Company
T	
TACAN	Tactical Air Navigation
TBD	To Be Determined
TPU	Third Party Usage
U	

UHF	Ultra High Frequency
USAF	United States Air Force
V	
VAT	Value Added Tax
VOX	Voice Operating Transmitting
W	
WBS	Work Breakdown Structure

