



***Royal
Netherlands
Army***

Market Consultation

Aircraft tow tractors

Date: 17-6-2016

Project no. t.b.d.

Colophon

Army Maintenance and Logistics Command

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Procurement Section

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Intellectual property

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1. Introduction

Reason and purpose market consultation

The Army Maintenance and Logistics Command is preparing a tender for the delivery of Aircraft tow tractors. Before publishing this tender, the Army Maintenance and Logistics Command has decided to consult the market.

The information gathered in this market consultation will primarily be used to determine whether the functional and/or other requirements for Aircraft tow tractors can be met, if the delivery can be realized within the available budget and therefore, if the delivery can be carried out in the way it was intended. As the list of requirements will usually not have been completed at this stage, the information of the respondents could lead to adjustments in the functional and/or other requirements. Secondly, the information obtained will be used to identify the most potential suppliers. The information obtained will **not** be used to draw up a shortlist.

Furthermore, the results from this market consultation will be used by the Army Maintenance and Logistics Command to determine a suitable procurement strategy.

Based upon the nature of the good it is likely to assume that the tender will be published as a contract notice for supplies according to Public Contract Law.

You are not requested to provide highly detailed information or a concrete offer. The Army Maintenance and Logistics Command would appreciate your effort to provide some global information concerning the possible participation of your company in the future tender.

2. Description organization Army Maintenance and Logistics Command

The Army Maintenance and Logistics Command ensures that military personnel have modern, robust and safe materiel to work with. The Army Maintenance and Logistics Command is involved in the procurement and maintenance of army materiel.

The Army Maintenance and Logistics Command maintains army materiel throughout its entire life-cycle. After procurement, the Army Maintenance and Logistics Command hands over the purchased materiel to the relevant armed forces Service, which is then responsible for its sustainment. The logistics divisions of the Service then ensure maintenance and further distribution of the materiel.

3. Procedures

The market consultation will be conducted in writing in the English language. At this stage, the Army Maintenance and Logistics Command has no intentions to plan meetings with suppliers. Respondents are requested to use either the English or the Dutch language. With this document suppliers are able to obtain a global view of the project and some specific items which the Army Maintenance and Logistics Command would like to investigate.

Respondents should bear in mind that it is the Army Maintenance and Logistics Commands decision whether or not to commence with the next phase and in what way. Therefore, it should be noted that:

- with receipt of this market consultation it may not be inferred that (pre)contractual contacts with the Army Maintenance and Logistics Command have arisen, nor that a contract will be placed, nor that the project will be executed as currently envisioned, nor that the company of the respondent will automatically appear on the tender list;
- this retains the right to change the contents of the program and/or to end the program, without being obliged to pay any form of compensation.
- all costs with regard to the completion of this market consultation must be borne by the respondents and will not in any way be reimbursed by the Army Maintenance and Logistics Command.

By responding to this RFI the respondent agrees to the above mentioned conditions. In the event that the respondent decides not to participate, he is kindly requested to inform the Army Maintenance and Logistics Command by e-mail (as mentioned hereunder). Army Maintenance and Logistics Command has the right to use any information provided by respondents for the future tender. All questions and answers will be shared with all participants (respondents). If certain information is commercial and/or technical in confidence, this must be explicitly marked by the respondent.

The respondent is kindly requested provide the point of contact (name, address) when participating in this market consultation. All communication regarding this market consultation will be conducted by e-mail. All correspondence regarding this market consultation must be sent to: jf.ernst@mindef.nl. Please refer to: 'Aircraft tow tractors'.

Step	Action	Date
1	Publishing market consultation on TenderNed and TED	17-6-2016
2	Replying of questions/answers to all participants (respondents)	10-7-2016
3	Closure date market consultation	15-7-2016

Depending upon, among others, the results of this market consultation, the Army Maintenance and Logistics Command is planning to publish a contract notice in the 3rd quarter of 2016. Due to the end life of type of Aircraft tow tractors currently in use, the Netherlands Air force decided to initiate a replacement program. The possible future tender will (roughly) contain a delivery agreement for two types of Aircraft tow tractors: diesel engine driven Aircraft tow tractors and electrical engine driven Aircraft tow tractors. Furthermore there is a possible demand for a maintenance agreement for preventive and corrective maintenance ,technical assistance and the delivery of spare parts, components, special tools and test equipment.

4. Finally

The questions in annex A are the essence of this market consultation. You are requested to answer them for both (if applicable) of the two types Aircraft tow tractors as completely as possible. Your remarks and/or supplements are highly appreciated and can relate to various aspects such as: financial, organizational, practical, technical and/or legal aspects but can also relate to the planning. Finally, the Army Maintenance and Logistics Command would like to thank you in advance for the effort you will make by participating in this market consultation.

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Annex A – Questionnaire market consultation

I - General questions about your company

1. What is the name of your company?
2. Is your company autonomic or does it belong to a larger holding?
3. What is/are the address(es) of your company ?
4. Which persons (functions) are responsible for answering this market consultation?
5. Who is the point of contact for this market consultation? Please provide telephone number(s) and e-mail address(es).
6. Please describe relevant partnerships with other companies.
7. Is your company certified according to a quality management system (for example ISO)?
8. Has the aircraft tow tractors already been delivered or tested by an armed force? If so, which armed force?
9. Please give a summary of the most significant orders over the last 3 years.
10. Will you manufacture aircraft tow tractors at your own production facility or outsource it?
11. What is/are the location(s) of the production facility/facilities?
12. What are your production capabilities? (in terms of manufactured units per month or number of personnel).
13. What does your service organization look like in the Netherlands, Europe and the rest of the world?

II – Questions regarding Annex B - Condensed Program of Requirements

1. Can you make a general statement on the condensed Program of Requirements.
2. Can you describe your solutions for compliancy with the condensed Program of Requirements, addressing the individual requirements one at the time?
3. Do these requirements cover an off-the-shelf model or do they lead to a custom built tractor?
4. If a requirement cannot be met, please explain and make a suggestion for an alternative way or an adjusted norm. What in your opinion would be the scope of modifications on an off-the-shelf model in order to meet the requirements?
5. Can you estimate the required time frame to design, develop and build or modify an Aircraft tow tractor?
6. Can you estimate a time frame for the entire carry-out of delivery of 15 - 17 electrical engine and 5 - 10 diesel engine Aircraft tow tractors, taking a 2 months validation period into account?
7. Can you make a recommendation how to organize the execution of maintenance in the Netherlands and on board of a vessel?
8. Can you provide an Aircraft tow tractor for demonstration and testing purposes?

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III – Questions regarding maintainability

1. Regarding the maintenance of Aircraft tow tractors, different logistics support scenarios are possible. One of them is the 'co-operation' scenario. This means that the Army Maintenance and Logistics Command intends to enter a multi-year co-operation with the contracted supplier for maintenance of Aircraft tow tractors. For the Army Maintenance and Logistics Command, the main objective of this co-operation is: 'having Aircraft tow tractors against lowest operational costs during their life of type'. In order to achieve this main objective, the following basic principles have been defined:
 - a) Focus on achieving high level of operational use
 - b) Co-operative relationship in which the supplier can perform without penalties
 - c) Optimization of life cycle costs
 - d) Supplier will be given maximum space to decide how he chooses to fulfill his obligations
2. What is the expected number of maintenance hours (preventive and corrective) per year considering the given environments (land or maritime) per year? What is the service interval?
3. What would be a reasonable maximum amount of downtime (as a result from preventive and corrective maintenance, excluding damage repair) to demand per system per year?
4. Above which level of operating hours will the cost of maintenance significantly increase?
5. If any, which (regulated) inspections, as part of the preventive maintenance, are applicable to your Aircraft tow tractors?
6. What is the average (expected) energy consumption per operating hour of diesel engine driven Aircraft tow tractors and electrical engine driven Aircraft tow tractors?

IV - Price-information

1. For budgetary purposes, please give a graduated calculation for the delivery of diesel engine driven Aircraft tow tractors and electrical engine driven Aircraft tow tractors, based on the afore mentioned quantities, preferably in €, DAP [Woensdrecht/Eindhoven/Den Helder] in the Netherlands excluding VAT according to Incoterms 2010, and broken down into estimated costs for possible adjustments or reengineering.
2. For budgetary purposes, please give a graduated calculation for the maintenance of diesel engine driven Aircraft tow tractors and electrical engine driven Aircraft tow tractors, based on the afore mentioned quantities, over a period of 10-15 years preferably in €, and broken down into the main cost-drivers?
3. Can you provide the Life Cycle Costs for diesel engine driven Aircraft tow tractors and electrical engine driven Aircraft tow tractors, provided this calculation is available.

V - Finally

Please state any other technical/commercial information that you consider indispensable for the Aircraft tow tractors and the thorough understanding of your response.

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Annex B - Condensed Program of Requirements

Type 1. Aircraft Tow tractor diesel driven engine	Demand qty: 7 each use on land; cabin with rear window.
Type 2. Aircraft Tow tractor Battery/electrical driven	Demand qty: 17 each use on land; cabin with rear window
Type 3 Aircraft Tow tractor Battery/electrical driven	Demand qty: 4 each use on sea; without cabin.
Life of type	Both types: min. 10 years
Spare parts	Supplies during life of type
Maintenance	Possibly combined by military personnel and- supplier
Compliance	<p>Type 1 and 2:</p> <ul style="list-style-type: none"> -Load sensing performance -Velocity: 25 km/h (at no load). -Prepared for communication system -Towing hook, variable heights (at front and back) -Storage space for equipment. -Sound insulation: 78 dB(A) in the Cabin - Certificate for air transportability test loading agency (ATTLA) for C-5/C-17/C-130/C-160/AN124 <p>Type 2 and 3::</p> <ul style="list-style-type: none"> -Battery charging time: max. 12 h. -Integrated charging system via plug in.
Maximum Take Off Weight (MTOW) under towing angle of 3 ⁰ on wet surface.	<p>Min. MTOW 2.500 Kg</p> <p>Max. MTOW 34.000 Kg</p>
Cabin interior	<p>Air-conditioning and electrical heating available in the interior.</p> <p>Adjustable seats</p> <p>1 extra seat for passenger (also type2 without cabin)</p>
Specific visibility lightning day/night	Manually operable
Electrical systems	Fit under maritime conditions
Coated material	<p>RAL-1007</p> <p>Corrosive protected and fit under maritime conditions/environment</p>
Turning circle/radius	3,3 m
Operational capacity	Minimal 6 hours under -25 ⁰ C + 50 ⁰ C (both diesel and electrical)
Air transportable	Trough anchorages/ Lashing points.
Engine	Euro 6 and/or NATO fuels should be applicable for diesel engine.
Brakes	Hydraulic on 4 wheels, and 2 for handbrake/emergency brake

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