114 Annexure B Item 3 Original



ARMSCOR AERONAUTICS & MARITIME LOGISTICS

Pilatus Astra SYSTEM PSS CONTRACT ADJUDICATION

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.

DOCUMENT NO: Pilatus Astra RFP/99-value	Issue 1	Date: 09 May 2000	PAGE NO: 1 of 43
			4
			1 t.

	11
1. SCOPE	4
2. BACKGROUND	4
3. ORGANISATION	4
3.1 Evaluation Team	3
3.2 Schedule of Events	4
4. ADJUDICATION INSTRUCTIONS	5
5. UNDERTAKING BY EVALUATOR	5
6. CRITICAL PERFORMANCE CRITERIA ASSESSMENT	7
7. GENERAL CONTRACTOR RISK ASSESSMENT	7
8. VALUE TREE AND WEIGHTS	9
9. VALUE FUNCTIONS	11
9.1 Compliance (General & WBS Element)	10
9.2 Solution Benefits	10
9.3 Predicted Performance	10
10. DISCRIMINATING PERFORMANCE CRITERIA ASSESSMENT	12
10.1 General Compliance (Weighting 20%)	12
10.2 A WBS Element Evaluation (Weighting 80%)	13
10.3 B WBS Element Evaluation (Weighting 80%)	22
10.4 C WBS Element Evaluation (Weighting 80%)	30
11. COST ANALYSIS	
12 EVALUATION CHECK LIST	

OCUMENT NO: Pilatus Astra RFP/99-value	Issue 1	Date: 09 May 2000	PAGE NO: 2 of 43	
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DOCUMENT NO: Pilatus Astra RFP/99-value Iss	ne 1 Date: 09 May 2000 PAGE NO: 3 of 43
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Value System for the Pilatus Astra SYSTEM PSS Tender Adjudication.

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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

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:

PILATUS

DENEL AVIATION



The tender appeared in the Armscor Bulletin.

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:

Col. T. Visser

Pilatus Astra Weapon Support System Manager.

DOCUMENT NO: Pilatus Astra RFP/99-value	Issue 1	Date: 09 May 2000	PAGE NO: 4 of 43

114

131

Lt. Col S. Janse van RensburgPilatus Astra Product Support System Manager

Lt Col J. van den Berg

OC 8 Air Servicing Unit

Mr. D.B. Fouché

(ARMSCOR), Programme Manager (Chairman)

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. Sto,

Adjudication Instructions 4.

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 Mr. D.B. Fouché at (021) 510-6293.

This document is to be returned to Mr. D.B. Fouché, duly completed and 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:

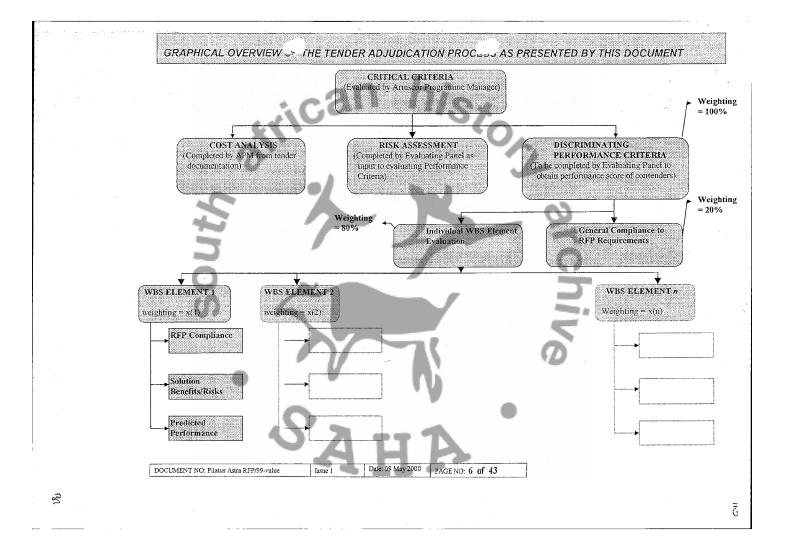
a) That he is in agreement with the value system

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

Date: Signed: -

DOCUMENT NO: Pilatus Astra RFP/99-value	Issue 1	Date: 09 May 2000	PAGE NO: 5 of 43	



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).

	Criterion	PILATUS AIRCRAFT	DENEL AVIATION	С
1	The Tenderer has been granted or applied for Armscor Accreditation (Armscor Security Division)	9	9	
2	The Contractor shall clearly list the range of equipment (must be certified agent of listed equipment) to be supported at his own workshop. Capability to supply technical documentation, spares, calibration and repair services must be stipulated	7	9	
3	The Contractor shall submit copies of back to back contracts placed on all listed subcontractors to the effect that they are prepared to supply the support services on the equipment not directly supplied by the Offerer. The applicable tabour rates, spares mark-up and calibration costs must be included in this agreements.	8	8	
4	The Contractor shall include in his offer a Certificate of Compliance as, specified in paragraph 1.5.2	8 · ·	08	· .

NOTE:

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

7. General Contractor Risk Assessment

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

DOCUMENT NO: Pilatus Astra RFP/99-value	Issue 1	Date: 09 May 2000	PAGENO: 7 of 43

110

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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).

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	PILATUS AIRCRAF T	DENEL AVIATION	С
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.	Ľ	М	
1.4	Financial Management: Current financial stability, cash flow considerations, project funding and capital outlay		Y.	
1.5	Project management and Sub contractor management capability, risk abatement and management	L	<u>M</u>	
1.6	Current Contracts: performance on current contracts, nature of current contracts	M	_	
1.7	Previous Contracts: Nature and performance on previous contracts	L	5	
1.8	Customer Satisfaction: Feedback regarding customer satisfaction both on current and previous contracts	L	M	
1.9	Infrastructure and Facilities. Access to specialized equipment, processes and infrastructure	6	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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DOCUMENT NO: Pilatus Astra RFP/99-value	Issue 1	Date: 09 May 2000	PAGE NO: 8 of 43	

	Risk Factor	PILATUS AIRCRAF T	DENEL AVIATION	С
!	and/or services.			
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 Dis	1		



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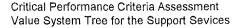
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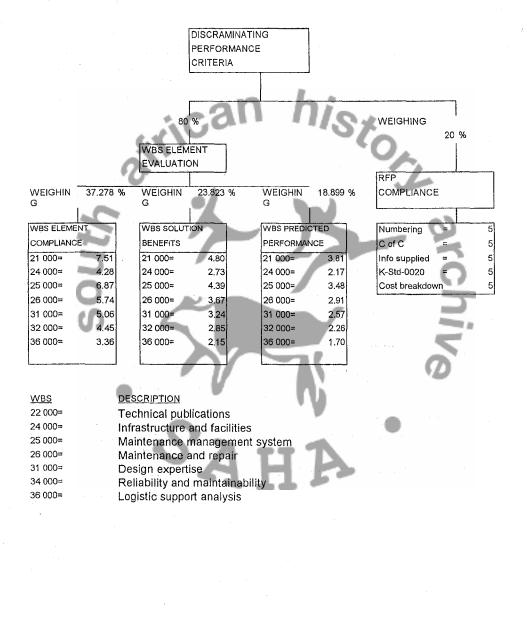
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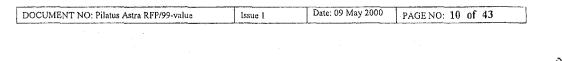
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8. Value Tree and Weights

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







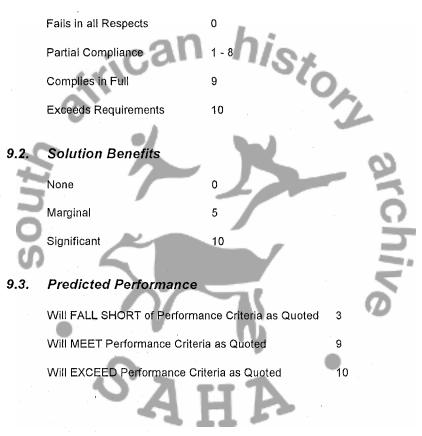
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PLFASE NOTE: WBS ELEMENT WEIGHTS CORRESPOND TO THE WEIGHTINGS AL CATED BY AN APPOINTED PANEL; SEE DOCUMENT Pilatus Astra RFP/99 XCEL dated 3 May 2000

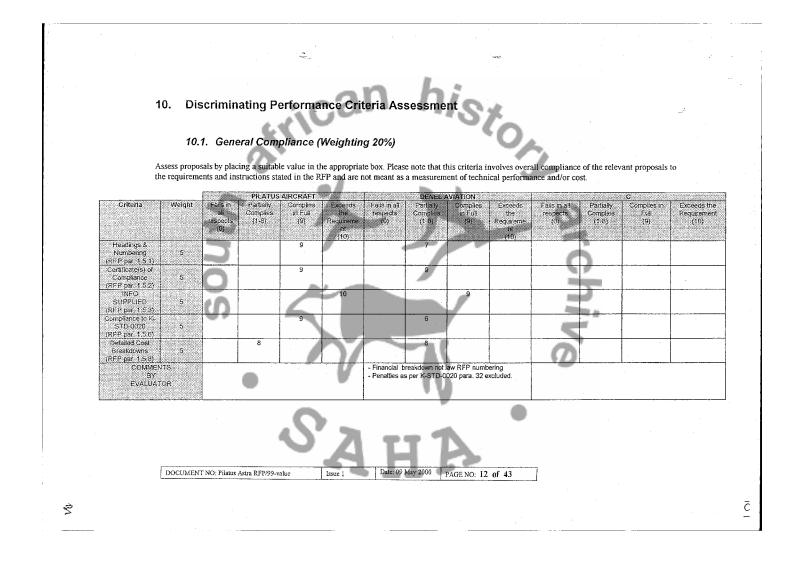
9. Value Functions

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

9.1. Compliance (General & WBS Element)



DOCUMENT	NO: Pilatus Astra RFP/99-value	Issue 1	Date: 09 May 2000	PAGE NO: 11 of 43
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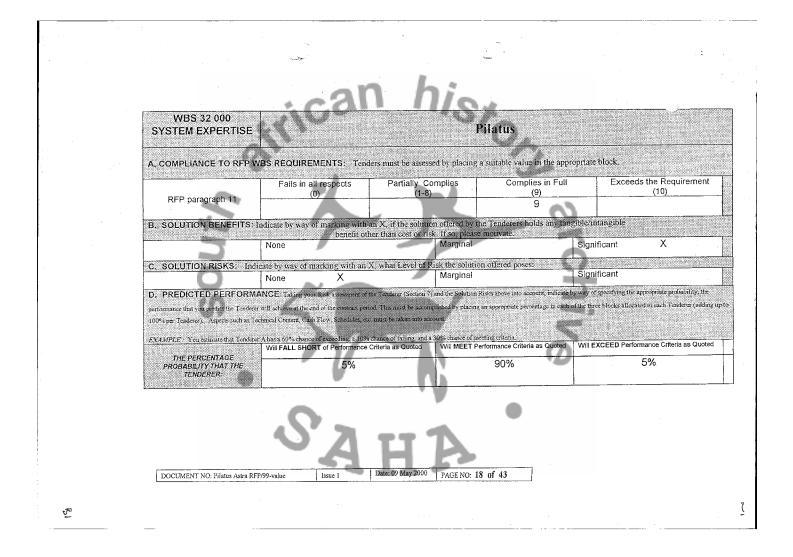
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RFP paragraph 7	Fails in all respects (0)	Partially Complies (1-8)	Complies in Full (9) 9	Exceeds the Requireme (10)
B. SOLUTION BENEFITS:		h an X, if the solution offered by the cost or risk. If so, please motivate Marginal		Inificant X
C. SOLUTION RISKS: Ind	icate by way of marking with an . None X	X, what Level of Risk the solution Marginal		nificant
performance that you pradict the Tendere	ANCE: Taking your Risk assessment of	the Tenderer (Section 7) and the Solution Ri rod. This must be accomptished by placing an	sks above into account, indicate by way	of specifying the appropriate probability
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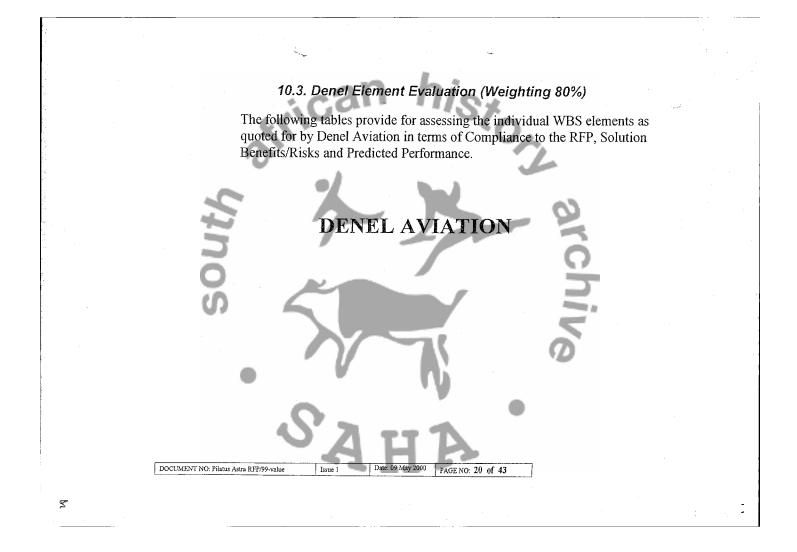
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WBS 22 000 TECHNICAL PUBLICATIONS	J.Car	h hisp	ilatus	•
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DOCUMENT NO: Pilatus Astra I	RFP/99-value Issue I	Date: 09 May 2000 PAGE NO: 15	of 43	

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performance that you product the Tendere 100% per Tenderer) Aspects such as T	r will achieve at the and of the contract per echnical Content, Cash Flow, Schedules, et	ted. This must be accomplished by placing an c. must be taken into account chance of failing, and a 30% chance of meet	appropriate percentage in each of the propriate percentage in each of the property of the percentage in the percentage i	y of specifying the appropriate probability three blocks allocated to each Tenderer (as IEXCEED Performance Criteria as Qu 30%	iding up to
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A. COMPLIANCE TO RFP 1	WBS REQUIREMENTS: Tend	lers must be assessed by placing a	suitable value in the	appropriate	block.
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performance that you product the Tendere 100% per Tenderer) - Appelo such as T <u>EXAMPLE</u> - You estimate that Tender	er will achieve at the end of the contract peri estimical Content. Cash Plow, Schedules, et er A has a 60% chance of exceeding, a 10% Will FALL SHORT of Performance	iod. This must be accomplished hyplacing a c must be taken into account. c transe of failing, and a 30% chance of meet	n appropriate percentage a ling criteria formance Criteria as Qu	n each of the fur	ee blocks allocated to each Teax XCEED Performance Criteria



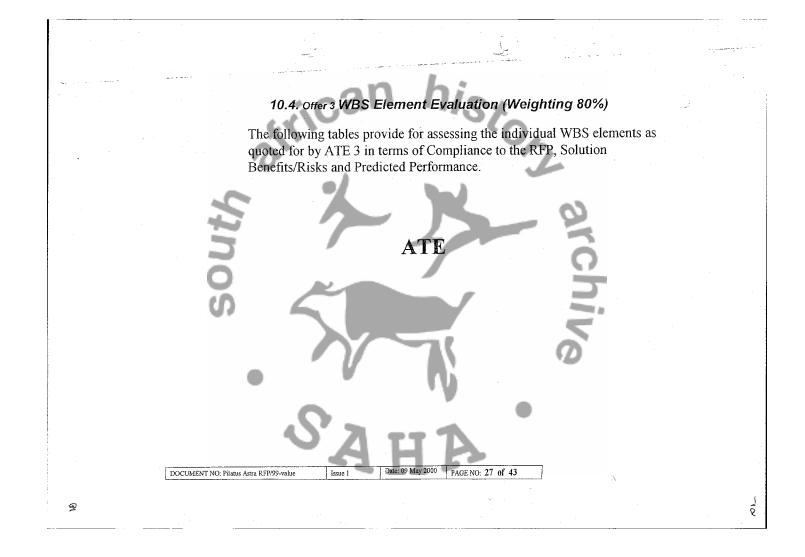
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natking with an X, what Level of R		
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EXAMPLE You estimate that Tendered THE PERCENTAGE PROBABILITY THAT THE	Will FALL SHORT of Performance 0 20%	charge of failing, and a 30% charse of mee Criteria as Quoted Will MEET Per Will MEET Per Date: 09 May 2000 PAGE NO: 22	formance Criteria as Quoted Wrill 70%	

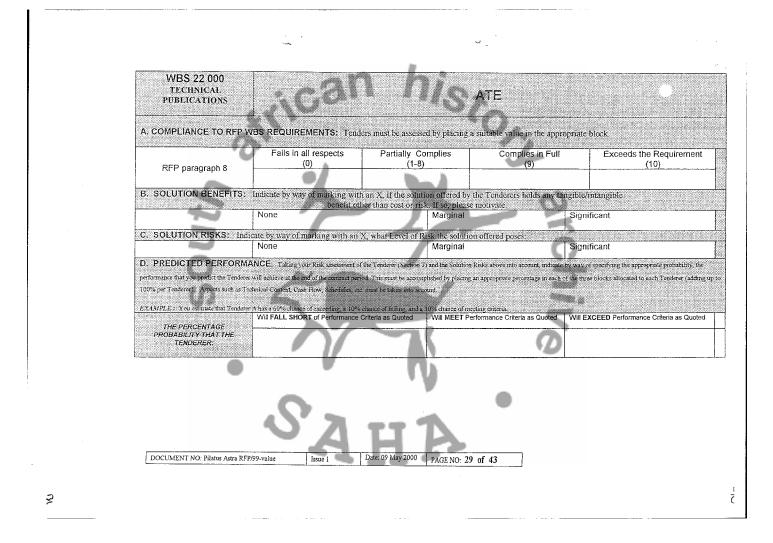
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A. COMPLIANCE TO	RFP WBS REQUIREMENTS: Tel	nders must be assessed by placing a	suitable value in the appropria	ite block.
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4	None	Marginal		gnificant
C. SOLUTION RISKS	5: Indicate by way of marking with a None	n X, what Level of Risk the solution Marginal		gnificant
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B. SOLUTION BENI	FITS: Indicate by way of marking with benefit of	h an X, if the solution offered by her than cost or risk. If so, please	the Tenderers holds any tangible	/intangible
	None	Marginal	X Sig	nificant
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PROBABILITY THAT TENDERER:			60%	10%
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WBS 33 000 CONFIGURATION MANAGEMENT	(Cal	Denel	Aviation	
A, COMPLIANCE TO RE	P WBS REQUIREMENTS: Tend	ers must be assessed by placing a s	suitable value in the approp	
RFP paragraph 12	Fails in all respects (0)	Partially Complies (1-8) 7	Complies in Full (9)	Exceeds the Require (10)
B. SOLUTION BENEFIT	S: Indicate by why of marking with Benefit of None	an X if the solution offered by th her than cost or risk. If so, please Marginal	motivale.	ible/intangible Significant
C. SOLUTION RISKS:	Indicate by way of marking with an None			Significant
	RMANCE: Taking your Risk assessment of derer will achieve at the and of the contract per	the Tenderer (Section 7) and the Solution R		
	as Technical Content, Cash Flow, Schodules, et			
	derer A has a 60% chance of exceeding, a 10%	chance of failing, and a 30% chance of more	ling crateria	
EXAMPLE You estimate that Jen THE PERCENTAGE PROBABILITY THAT THE	derer A has a 60% chance of exceeding, a 19% Will FALL SHORT of Performance 40%	chance of failing, and a 30% chance of mee Criteria as Quoted Will MEET Per	ting onteria. formance Criteria as Quoted	Will EXCEED Performance Criteria a
EXAMPLE : You estimate that Ten THE PERCENTAGE	Will FALL SHORT of Performance	chance of fuling, and a 30% chance of mor Onteria as Quoted Will MEET Per	formance Criteria as Quoted	
EXAMPLE: You estimate that Jen THE PERCENTAGE PROBABILITY THAT THE	Will FALL SHORT of Performance	chance of failing, and a 30% chance of more Chileria as Quoted Will MEET Per	formance Criteria as Quoted	
EXAMPLE You estimate that Jen THE PERCENTAGE PROBABILITY THAT THE	Will FALL SHORT of Performance	Criteria as Quoted Will MEET Per	formance Criteria as Quoted	Will EXCEED Performance Criteria a 10%



WBS 21 000 Material Support Supply Management	Rical	i nisi	ATE.	
A. COMPLIANCE TO RFP V		rs must be assessed by placing a st		
RFP paragraph 7	Fails in all respects (0)	Partially Complies (1-8)	Complies in Full (9)	Exceeds the Requiremer (10)
B. SOLUTION BENEFITS:/		h an X, if the solution offered by th		ile/intangible
- 2	Benefit other than a None	cost or risk. If so, please motivate Marginal		gnificant
C. SOLUTION RISKS: Ind	icate by way of marking with an . None	X, what Level of Risk the solution Marginal		gnificant
		the Tenderer (Section 7) and the Solution Ri of This must be accomptibled by placing an		
	reinn cal Content, Cash Flow, Schedules, etc r A has a 60% chance of exceeding, a 10%	chance of failing, and a 30% chance of meeti	ng isileta	
THE PERCENTAGE PROBABILITY THAT THE TENDERER:	Will FALL SHORT of Performance	Criteria as Quoted Will MEET Perfo	ormance Criteria as Quoted Wi	II EXCEED Performance Criteria as Quo
	SZ	112	•	

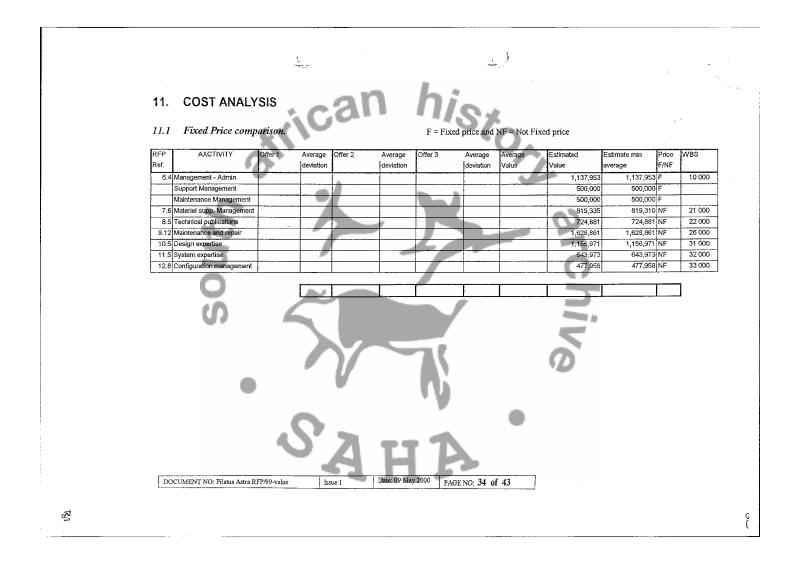


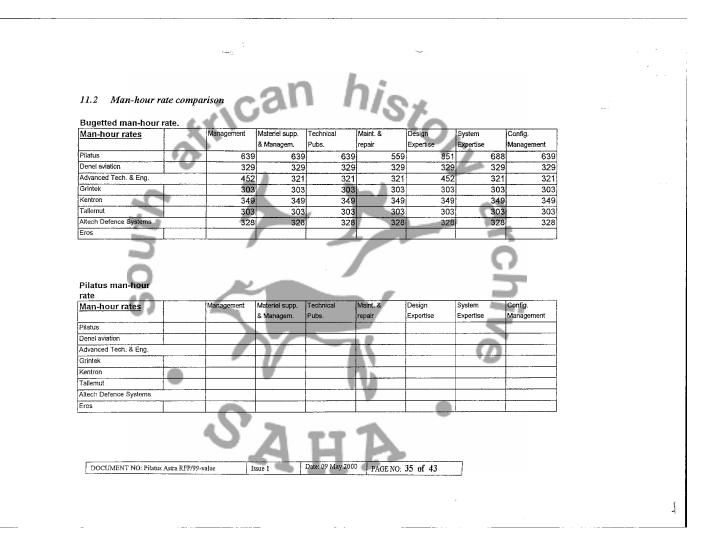
WBS 26 000 MAINTENANCE AND REPAIR	J.Cal	nis	ATE	
A. COMPLIANCE TO RFP	WBS REQUIREMENTS: Tend	ers must be assessed by placing a	antable value in the appropria	ite block.
RFP paragraph 9	Fails in all respects (0)	Partially Complies (1-8)	Complies in Full (9)	Exceeds the Require (10)
B. SOLUTION BENEFITS	: Indicate by way of marking with	i an X, if the solution offered by the her than cost or risk. If so, please r		le/intangible
1	None	Marginal		gnificant
C. SOLUTION RISKS: In	dicate by way of marking with an None	X, what Level of Risk the solution Marginal		gnificant
· · · · · · · · · · · · · · · · · · ·	rer will achieve at the end of the contract per	od. This must be accomplished by placing a		
performance that you predict the Tende 100% per Tenderer) — Aspects such as		ed. This must be accomplished by placing at must be taken into account, churce of fulling, and a 30% chance of meet	appropriate percentage in reach of the	

	· cal	1 hio.	b	
WBS 31 000 DESIGN EXPERTISE	KV-		ATE	
A. COMPLIANCE TO REP	WBS REQUIREMENTS: Tende	ns 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 Requir (10)
			<u>()</u>	
B. SOLUTION BENEFITS:	benefit of	i an X, if the solution offered by the her than cost or risk. If so, please it	iotivate.	
	None	Marginal		nificant
C. SOLUTION RISKS: Inc	licate by way of marking with an . None	X, what Level of Risk the solution Marginal		nificant
		the Tenderer (Section 7) and the Solution Risk		
100% per Tenderer) Aspects such as 1 <u>EXAMPLE</u> : You estimate that Tender THE PERCENTAGE	echnical Content, Cash Flow, Schedules, et-	chance of failing, and a 30% chance of meeting	ng entaria.	ree blocks allocated to each Tende
PROBABILITY THAT THE	- V			
TENDERER	······································			

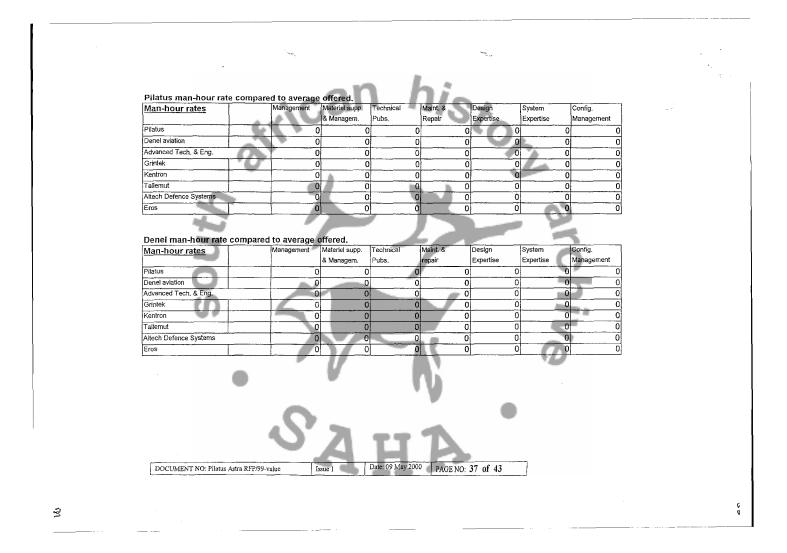
WBS 32 000	Taca!	1 1481	-	
SYSTEM EXPERTIS		A	TE	
A. COMPLIANCE TO REF	WBS REQUIREMENTS: Ten	lets must be assessed by placing a s	iitable value in the appropriate	block.
RFP paragraph 11	Fails in all respects (0)	Partially Complies (1-8)	Complies in Full (9)	Exceeds the Requiren (10)
B. SOLUTION BENEFITS	S: Indicate by way of marking with	an X, if the solution offered by the	enderers holds any tangible/a	tangible
		ner than cost or risk. If so, please ni Marginal	otivate.	ficant
C. SOLUTION RISKS: 1	Indicate by way of marking with an None	X, what Level of Risk the solution c Marginal		ficant
D. PREDICTED PERFOR		the Lenderer (Section 7) and the Solution Risk		
performance that you pradict the Tend		od. This must be accomplished by placing an a		
EX4MPLE You estimate that Tend		chance of failing, and a 30% chance of meetin		
THE PERCENTAGE PROBABILITY THAT THE	Will FALL SHORT of Performance	Criteria as Quoted Will MEET Perfor	mance Criteria as Quoted Will E	XCEED Performance Criteria as (
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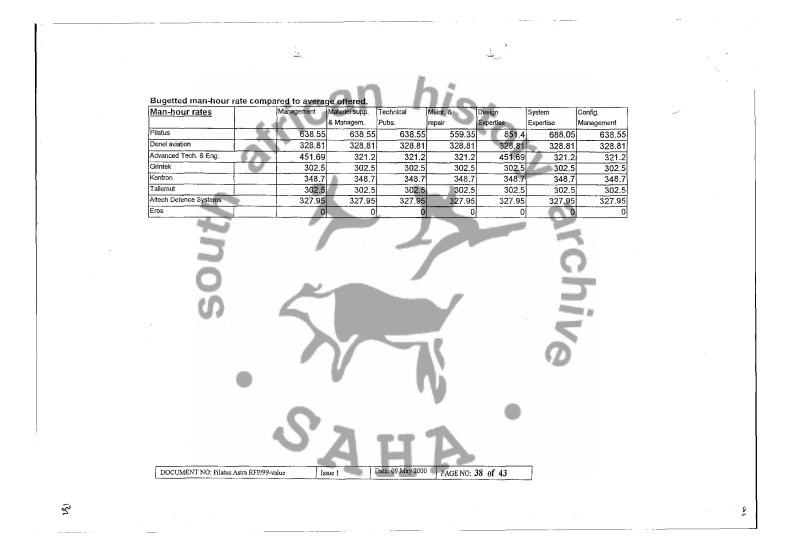
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A. COMPLIANCE TO RFP W	BS REQUIREMENTS: Tende	rs must be assessed by placing a s	utable value in the appropriate	block.
RFP paragraph 12	Fails in all respects (0)	Partially Complies (1-8)	Complies in Full (9)	Exceeds the Requireme (10)
B. SOLUTION BENEFITS:	Indicate by way of marking with Benefit off	an X, if the solution offered by the ter than cost or risk. If so, please r	Tenderers holds any tangible/	intangible
	None	Marginal		nificant
C. SOLUTION RISKS; Indi	cate by way of marking with an 3 None	N, what Level of Risk the solution Marginal		nificant
performance that you predict the Tonderer 100% per Tendarer) - Asperts such as Teo	will achieve at the end of the contract peri- chnical Content, Cash Flow, Schedules, etc. A has a 60% chance of exceeding, a 10%	chance of failing, and a 30% chance of moeti	appropriate percentage in each of the th ng critteria.	ree blocks allocated to each Tenderer (ar
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DOCUMENT NO: Filatus Astra RFP	/99-vaiue Issue 1	Date: 09 May 2000 PAGE NO: 33	of 43	





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	27 3.1	Work element retraction		1					2	
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	30 3.14	Negotiations (sub-contr)	0.7							
	31 3.15	Facility audits								
	32 4	Costing		-						
	33 4.1	Total price breakdown								
	34 4.2	36 Month contract				-				
	35 4.3	Auditability								
	36 4.4	Fixed cost breakdown			1				0	
	37 4.5	Spares mark-up				1				
	38 4.6 39 4.7	Man hour tarrifs		-						
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DOCUMENT NO: Pilatus Astra RFP/99-value Issue 1 Date: 09 May 2000 PAGE NO: 41 of 43	DO	CUMENT NO: Pilatus Astra RFP/99-	value Issue 1	Date: 09 May 2000	PAGE NO: 41 of 43		