

## SOLICITATION ADDENDUM

Date: **June 30, 2021**  
Subject: **Cessna Grand Caravan EX - No Substitute**  
Solicitation Number: **6100053476**  
Due Date/Time: **07-07-2021**  
Addendum Number: **2**

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To All Suppliers:

The Commonwealth of Pennsylvania defines a solicitation “Addendum” as an addition to or amendment of the original terms, conditions, specifications, or instructions of a procurement solicitation (e.g., Invitation for Bids or Request for Proposals).

*List any and all changes:*

Question 1: The General Instructions reference the Invitation For Bids form, could we please have a link to that form for this solicitation?

Answer 1: There is no Invitation For Bids form. It is the IFB itself that is signed and submitted in the Supplier Portal and is done all electronically within the Supplier Portal. All documents that need filled out as specified in the IFB have to be electronically attached in the Supplier Portal.

Question 2; Two weeks is a very quick turn to ensure the completeness of the details and pricing, would you be willing to consider a small extension on our response?

Answer 2: The bid has been extended. Please see Addendum #1.

Question 3: Specific to Specifications section 9.1, Additional Requirements - could you confirm the time line is just 90 days after delivery to the integrator for delivery to the State of Pennsylvania.

Answer 3: The 90 Day delivery time does not apply to this IFB

Question 4: It is our belief that the State of Pennsylvania would like the mission suite capabilities of this aircraft to be compatible, interoperable, and serviceable with the rest of the state agencies, to that end and in order for all respondents to provide congruent responses, would it be possible to evaluate adding the language below to the procurement?

Answer 4: There is a change in the language of 10.1 in the Specifications. Please see the “Addendum for Bid Specifications” that is attached to the IFB. The winning bidder must fully support all of our missions systems.

Question 5: With regard to the IFB Specifications document paragraph 11, Finance. The paragraph says: The first annual payment will be made when the Commonwealth takes ownership of the aircraft. OAG shall pay the applicable annual payment for the remaining period of time of the elected finance term as set out on the Purchase Order. What is the intended elected finance term the government is requesting for the bid solution as this effects the cost we incur and our final bid?

Answer 5: Please see attached to the IFB the new bid sheet. The bid sheet has been replaced with “IFB 6100053476 Cessna Grand Caravan EX Bid Sheet 06 17 21”. The Commonwealth will choose between 5,

7 and 10 years based on the price and budget constraints. The PO will reflect the choice made by the Commonwealth. Please follow the instructions found on bid sheet on the tab marked “Instructions Read Me”. To be considered for the award all required areas must be filled out.

Question 6: After Review of the IFB sections 7.6 – 7.8 appear to have conflicting information. Compliance with this requirement is not possible:7.6: I am confident that there is no existing FAA-STC to install everything in section 8. There will be an STC for camera mount. And possibly an operator workstation. But all of the other systems will be installed with FAA-DER approved data (8110-3). Which they elude to in 7.7 & 7.8 (field approval)7.7: And this must be a typo. Could you tell me if you meant 8110-3 (which is FAA-DER approved data needed to do the field approval):

Answer 6: There is a change in the language of 7.6, 7.7 and 7.8 in the Specifications. Please see the “Addendum for Bid Specifications” that is attached to the IFB.

Question 7:Section 2.14: The specifications require an air conditioning system that provides “air conditioning for cabin cooling on the ground with the engine off.” There is no such system that is certified for the Cessna 208B Grand Caravan EX. We recommend removal of this requirement.

Answer 7:There is a change in the language of 2.14 in the Specifications. Please see the “Addendum for Bid Specifications” that is attached to the IFB.

Question 8: Section 2.15: Please describe in more detail the type of pulsating lights that are desired (pulsed landing lights, wingtip strobes, etc)

Answer 8: There is a change in the language of 2.15 in the Specifications. Please see the “Addendum for Bid Specifications” that is attached to the IFB.

Question 9: Section 2.18: The requirement calls for a “Cargo kit which includes a safety barrier net and attachment point for tying down cargo.” The base aircraft comes with one (1) baggage net and four (4) baggage tie-downs in the aft baggage area. There are many components that are offered by the OEM listed in the Optional Equipment Guide for the Cessna 208, listed under Cargo Equipment. Please provide more detail on exactly which components are needed to meet the needs of the State.

Answer 9: There is a change in the language of 2.18 in the Specifications. Please see the “Addendum for Bid Specifications” that is attached to the IFB.

Question 10: Section 5.10: The Garmin G1000NXi avionics suite is typically updated through a data card, not wirelessly. We recommend removal of this requirement.

Answer 10: There is a change in the language of 5.10 in the Specifications. Please see the “Addendum for Bid Specifications” that is attached to the IFB.

Question 11: Section 5.25: The standard aircraft comes equipped with ANALOG stand-by flight instruments only – there is not a certified option for digital stand-by instruments. We recommend removal of this requirement.

Answer 11: There is a change in the language of 5.25 in the Specifications. Please see the “Addendum for Bid Specifications” that is attached to the IFB.

Question 12: Section 8.3: Please confirm desire to install the FLIR 380X imager along with reasons to select this model

Answer 12: No Changes or modifications to this specification will be accepted.

Question 13: Section 8.9b: Please describe desired mounting location of the 15-inch monitor (the Sensor Operator Station is usually designed to house only the 22-inch monitor)



Answer 13: There is a change in the language of 5.25 in the Specifications. There is and addition as seen in the “Addendum for Bid Specifications” that is attached to the IFB.

Question 14: Section 11: Please describe the type of financing that is requested. There is mention of payments, but no detail regarding type or term of financing desired.

Answer 14: Please see paragraph 11. FINANCE PAYMENTS:. Also in the specifications the bid sheet “IFB 6100053476 Cessna Grand Caravan EX Bid Sheet 06 17 21”. The bid sheet has been replaced with “IFB 6100053476 Cessna Grand Caravan EX Bid Sheet 06 17 21”. The Commonwealth will choose between 5, 7 and 10 years based on the price and budget constraints. The PO will reflect the choice made by the Commonwealth. Please follow the instructions found on bid sheet on the tab marked “Instructions Read Me”. To be considered for the award all required areas must be filled out.

Question 15: Could you confirm the Solicitation Addendum 6100053476 dated June 23, 2021 is correct specific to the \$5,000,000 down payment. We want to confirm the State of PA will provide a down payment of \$5,000,000 after selection of the contract selection.

Answer 15: The bid sheet has been replaced with “IFB 6100053476 Cessna Grand Caravan EX Bid Sheet 06 17 21” to reflect the \$5,000,000 down payment.

Question 16: Are the financing options mandatory as part of the bid or can a vendor bid without proposing a financing arrangement?

Answer 16: Please see paragraph 11. FINANCE PAYMENTS:. Also in the specifications the bid sheet “IFB 6100053476 Cessna Grand Caravan EX Bid Sheet 06 17 21”. Please follow the instructions found on bid sheet on the tab marked “Instructions Read Me”. To be considered for the award all required areas must be filled out.

Question 17: 20% down payment – the RFP has been amended to include a \$5,000,000 up front payment. Does this amendment override the 20% down payment language?

Answer 17: Yes

Question 18: Purchase Amount – is this meant to be the entire contract price, just the acquisition cost of the aircraft, or the financed amount due after the \$5,000,000 payment? I’m assuming PA wants to see the entire contract price minus the up front payment with the remaining amount to be financed.

Answer 18: Just the acquisition cost of the aircraft. As stated in the “IFB 6100053476 Cessna Grand Caravan EX Bid Sheet 06 17 21”, “BID SHEET” Tab, cell 3B will be the price of the new aircraft only.

Question 19: Interest rate – does PA have regulations as to what interest rates a vendor is permitted to charge as part of a financing arrangement? If so, do those rates change based on the length of the financing period?

Answer 19: Please see attached to the IFB the new bid sheet. The bid sheet has been replaced with “IFB 6100053476 Cessna Grand Caravan EX Bid Sheet 06 17 21”. The Commonwealth will choose between 5, 7 and 10 years based on the price and budget constraints. The PO will reflect the choice made by the Commonwealth. Please follow the instructions found on bid sheet on the tab marked “Instructions Read Me”. To be considered for the award all required areas must be filled out.

Question 20: Pay periods – Does PA have regulations as to payment intervals under a financing arrangement or is it determined on a contract-by-contract basis (e.g. monthly quarterly, annually).

Answer 20: Please see paragraph 11. FINANCE PAYMENTS:. Also in the specifications the bid sheet “IFB 6100053476 Cessna Grand Caravan EX Bid Sheet 06 17 21”.

Question 21: Does PA issue a Promissory Note for the financed amount in favor of the vendor?



Answer 21: No, the Purchase Order is the promissory note.

Question 22: Does PA allow the vendor to transfer the payment stream to a third party?

Answer 22: Payments will be made to the vendor on the Purchase Order.

Type of Solicitation: Electronic Bid (SRM) - Review the Questions section of your solicitation response to ensure you have responded, as required, to any questions relevant to solicitation addenda issued subsequent to the initial advertisement of the solicitation opportunity.

Except as clarified and amended by this Addendum, the terms, conditions, specifications, and instructions of the solicitation and any previous solicitation addenda, remain as originally written.

Respectfully,

Name: Ralph Constance  
Title: Commodity Specialist  
Phone: 717-703-2931  
Email: rconstance@pa.gov