

08 January 2024

REQUEST FOR PROPOSAL (RFP)
for
THE SALE OF DEHAVILLAND DHC-8 AIRCRAFT MSN 546

(BID REFERENCE NUMBER: 01/2024)

Island Aviation Services Limited
Dar Al-Eiman Building, Majeedhee Magu,
Male' 20345



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1 Introduction

Island Aviation Services Limited (IASL) is a fully state-owned limited liability company established in the year 2000. Since its inauguration, IASL has emerged as the esteemed national carrier of the Maldives, *Maldivian*, marking a remarkable journey from its beginning with just 2 aircraft to establishing a fleet of 24 aircraft including seaplanes, ATR 72/42, DHC-8 and an Airbus A320.

Our growth trajectory reflects a steadfast commitment to connecting the stunning atolls of the Maldives with the world, encompassing a wide spectrum of services spanning air transportation for passengers and cargo – both domestically and internationally. Additionally, our operations extend to airport management, lounge services and provision of line maintenance services for airlines arriving at Velana International Airport.

Objectives Being the National Carrier of one of the leading holiday destinations in the world and as a pivotal contributor in the Maldives’ aviation landscape, *Maldivian* recognizes its role in promoting tourism in Maldives and making Maldives accessible through *Maldivian* is one of its strategic objectives.

To continually strive for this, *Maldivian* is now looking to renew the fleet of DHC-8 aircraft by replacing it with ATR aircraft. We now invite all interested parties for submission of sale proposal for the purchase of Dehavilland DHC-8 aircraft MSN 546 owned and operated by IASL.

1.1 General Information

Website:	www.maldivian.aero
Telephone:	+960 3330261
Airline:	Maldivian
Address:	Dar Al-Eiman Building, Majeedjee Magu, Male’, 20345
Country:	Republic of Maldives
IATA Airline Designator:	Q2
Base of Operation:	Velana International Airport (IATA: MLE)

2 Instructions to Respondents

2.1 Scope of Request for Proposal

This Request for Proposal (RFP) aims to solicit proposals (each a "Proposal") from parties interested in for the purchase of the Dehavilland DHC-8 aircraft MSN 546 as per the terms and conditions set out herein.

Expected Delivery Timeline:

Quarter 1/2, 2024.

2.2 Offers for Aircraft

Respondents may submit Proposals for the aircraft MSN 546 provided that they meet the requirements specified herein.

2.3 Cost of RFP

The Respondent shall be responsible for their own costs incurred (including legal costs) in connection with the preparation and submission of their Proposal, and IASL under no circumstance will be responsible or liable for those costs regardless of the conduct or outcome of the bid.

2.4 Language

The Proposal, as well as all correspondence and documents relating to the Proposal (including supporting documents and printed literature) exchanged by the Respondent and IASL shall be written in English language. If a document is in a language other than English, then the respondent shall provide a true copy of that document in English.

2.5 Currencies of Proposal

All Prices shall be quoted in US Dollars.

2.6 Delivery Location

Velana International Airport.

2.7 Documents Comprising the RFP

- (a) Respondent Profile: Each Respondent shall submit a brief Company Profile outlining their portfolios and customer details as per Clause 6 (Respondent Profile)
- (b) Price Schedule: The purchase price as per Clause 7 (Price Schedule). The amounts quoted shall be the amount applicable at the time of aircraft delivery to IASL.
- (c) Statement of Declaration: Respondents are expected to examine all instruction and all other terms and conditions contained herein. Failure to comply with these requirements shall be at the Respondent's risk and may affect the evaluation of the Proposal or result in the rejection of the Proposal.

2.8 Deadline for submission of Proposals

- (a) All respondents are required to submit their proposals electronically via email to mooath.mohamed@iasl.aero by 23:59hrs Maldives time (time difference to GMT is +5 hours) on 31st January 2024.
- (b) The reference number, the name, address and contact information of the Respondent shall clearly be indicated within the body of the email.
- (c) Submittals will only be accepted in Adobe pdf format, except for aircraft information/data sheets which will be accepted in XLS format.
- (d) No offer or Proposal shall be acknowledged or accepted unless they are copied to the following email accounts;
 - (i) mohamed.ziyau@iasl.aero
 - (ii) procurement.admin@iasl.aero

2.9 Proposal Submission Guideline

- (a) All submissions for this RFP must be secured with a password to ensure data security and confidentiality. Respondents may submit proposals using a zip file (7 zip).

File size limitation: Respondents are advised that there is a maximum email attachment capacity of 20 megabytes (MB) per email. Proposals exceeding this limit must be divided and submitted in separate emails, ensuring that each individual email remains within the size restriction. Respondents are urged to organize their submissions accordingly to adhere to the specified file size restrictions.

2.10 Validity of Proposals

All Proposals shall be valid for a minimum period of 5 months from the due date of submission for Proposals.

2.11 Modification or withdrawal of Proposals

The Respondent may withdraw its Proposal after submission, provided that written notice of withdrawal is received by IASL prior to the deadline prescribed for submission. No proposal shall be modified in the interval between the deadline for submission of bids and the expiration of period of Proposal validity.

2.12 Amendment to RFP

At any time prior to the deadline for submission of Proposals, IASL may amend the RFP documents by issuing an addendum.

Any addendum issued shall be part of the RFP documents and shall be published in the official gazette of Maldives, uploaded to IASL website and will be communicated to Prospective parties.

2.13 Extension to Submission date

Prospective respondents shall be given reasonable time as IASL deems reasonable to take an addendum into account in preparing their proposals by extending the deadline for submission of Proposal.

2.14 Deliberation with Respondents

No Respondent shall be allowed to alter or modify their Proposal after the Proposals have been opened. However, IASL may seek and accept clarifications to the Proposal that do not change the substance of the Proposal.

2.15 Schedule of Events

The following schedule of events table represents IASL's best estimate of the schedule that will be followed. All times indicated are prevailing times in Maldives. IASL reserves the right to adjust the schedule with prior notice as it deems necessary.

Event	Time	Date
IASL issues RFP	-	8 January 2024
Deadline for submission of questions for clarification	14:30	26 January 2024
IASL provides answers/clarifications latest by	18:00	29 January 2024
Deadline for submission of Proposals	23:59	31 January 2024
Deadline for submission of Password(s)	23:59	1 February 2024
Proposal evaluation completed and IASL notifies the selected Respondent.	-	15 February 2024

2.16 Clarification

- (a) A prospective respondent seeking any clarification about any aspect of the RFP or the project shall contact IASL prior to the appropriate deadlines indicated in the Schedule of events and such queries or questions shall be submitted in writing to: to mooath.mohamed@iasl.aero copied to procurement.admin@iasl.aero and mohamed.ziyau@iasl.aero.
- (b) IASL shall respond to any such requests provided that such requests are received within the allowed timeframe.
- (c) To assist in the examination, evaluation, comparison and post-qualification of proposals, IASL may, at its discretion, request any Respondent for a clarification of its Proposal. Any clarification submitted by a Respondent in respect of its Proposal but, not in response to any requests by IASL shall not be considered for the purpose of evaluation.
- (d) All requests for clarification and the response shall be in writing.
- (e) No telephone calls will be permitted.

2.17 Responsiveness of Proposals

- (a) The determination of a Proposal's responsiveness shall be based on the contents of the Proposal itself. A substantially responsive Proposal is one that conforms to all the terms, conditions and specifications of the RFP documents without material deviation, reservation or omission. A material deviation, reservation or omission is one that:

- (i) Affects in any substantial way the scope, quality or performance of IASL's requirements specified in the RFP documents and or
 - (ii) Limits in any substantial way, inconsistent with the RFP documents, IASL's rights or the Respondent's obligations under the Contract; or
 - (iii) If rectified would unfairly affect the competitive position of other Respondents presenting substantially responsive Proposals.
- (b) If a Proposal is not substantially responsive to the RFP documents, it shall be rejected by IASL and may not subsequently be made responsive by the Respondent by correction of the material deviation, reservation or omission.

2.18 Non-conformities, Errors and Omissions

- (a) Provided that a Proposal is substantially responsive, IASL may waive any non-conformities or omissions in the Proposal that do not constitute a material deviation.
- (b) Provided that a Proposal is substantially responsive, IASL may request that the Respondent submit the necessary information or documentation, within a reasonable period of time, to rectify nonmaterial non-conformities or omissions in the Proposal related to documentation requirements. Such omissions shall not be directly or indirectly related to any aspect of the price of the Proposal. Failure of the Respondent to comply with the request may result in the rejection of its Proposal.

2.19 Preliminary examination of Proposals

- (a) IASL will examine the proposals to determine their completeness and order. Prior to the detailed evaluation of Proposals:
- (b) IASL will examine the Proposals to determine whether the following documents and information have been provided in the Proposal. If any of the documents or information is missing, IASL has the right to reject the Proposal.
- (i) The Proposal is complete and does not deviate from scope.
 - (ii) Price schedule in accordance with Clause 7.
 - (iii) The documents have been properly signed
 - (iv) The Proposal validity meets the required period
 - (v) The Proposals are generally in order.

2.20 Evaluation of Proposals

- (a) IASL shall evaluate each Proposal that has been determined, up to this stage of the evaluation, to be substantially responsive.
- (b) All Proposals shall be evaluated in accordance with the evaluation criteria set forth under Financial Evaluation Criteria.

2.21 Post qualification of the Respondent

- (a) IASL shall determine to its reasonable satisfaction whether the Respondent that is selected as having submitted the highest evaluated and substantially responsive Proposal is qualified to perform the Contract satisfactorily.
- (b) The determination shall be based upon
 - (i) An examination of the documentary evidence of the Respondent's qualification submitted by the Respondent and any other information as IASL deems necessary and appropriate.
- (c) An affirmative determination shall be prerequisite for award of the Contract to the Respondent. A negative determination shall result in disqualification of the Proposal in which event, IASL shall proceed to the next highest evaluated Proposal to make a similar determination of that Respondent's capabilities to perform the Contract satisfactorily.

2.22 Seller's right to accept any Proposal and to reject any or all proposals

IASL reserves the right to accept or reject any Proposal and to annul the RFP process and reject all Proposals at any time prior to contract award or execution of the Sale and Purchase Agreement without thereby incurring any liability to Respondents.

3 Award of Contract

3.1 Award criteria and Notification of Selection

- (a) IASL has the right to select the proposal that, in its opinion, is the most advantageous (highest evaluated), or to reject all proposals, without being liable in any way or giving the Respondents the right to file a claim of any nature. The decision adopted by IASL will be, in all cases, incontrovertible.
- (b) Following evaluation of Proposals, IASL will notify, in writing, the most successful Respondent whose offer has been determined to be the most advantageous proposal.
- (c) IASL and the successful respondent shall execute the Letter of Intent (LOI) within two weeks after the notification date.
- (d) Each unsuccessful party shall also be promptly notified.
- (e) In the event that the selected party and respondent with the most advantageous proposal fail to execute a Letter of Intent (LOI) within the stipulated timeframe, IASL reserves the right to initiate negotiations with the respondent presenting the next most advantageous proposal. Should the Lessee and this subsequent respondent fail to reach an agreement on an LOI, the same procedure shall apply to engage with the next best ranked respondent in accordance with the evaluation results until a successful LOI execution occurs.
- (f) The execution of contract for the selected Proposal shall be subject to IASL Board of Directors' approval.
- (g) Until a formal Contract is prepared and executed, the notification of selection shall not constitute a binding Contract.

4 General Conditions of Contract

Following terms and conditions shall be an integral part of the Sale and Purchase Agreement to be signed between IASL and the successful Respondent to whom the contract has been awarded.

4.1 Scope of Agreement

The Sale and Purchase Agreement shall be for the aircraft bearing MSN 546 with Maldivian registration 8Q-IAS equipped with two PW123E engines in "as is, where is" airworthy condition in accordance with AMM, including APU, accessories and all log books, manuals related to the aircraft further specified in the Specification Schedule of this RFP.

4.2 Delivery Condition and Date

At the time of Delivery, the Aircraft shall be delivered in the condition set forth in Aircraft Specification Schedule , but otherwise in “as is where is” condition.

The aircraft will be scheduled for delivery in Q1/Q2, 2024.

4.3 Payment Terms

- (a) Currency of payment: All the payments between the two parties shall be in US Dollars for this transaction
- (b) LOI Deposit: Buyer shall deposit \$100,000 per aircraft within (3) Business Days of execution of the Letter of Intent (LOI). This payment shall be made directly to IASL account.
- (c) Sale and Purchase Agreement (SPA) Deposit: Buyer shall pay an amount of \$300,000 within (3) Business Days of execution the sale and purchase agreement.
- (d) Balance Purchase Price: Buyer shall deposit the remaining balance of the purchase price (less the LOI deposit , Sale and Purchase agreement deposit) to IASL three days prior to anticipated delivery date.
- (e) Deposits made for the LOI and SPA shall not be refundable after execution of SPA subject to terms and condition of the SPA.

4.4 Inspection of Aircraft

- (a) Preliminary Inspection: Within ten(10) business days days following the execution of the LOI, the Buyer will be entitled to undertake a preliminary inspection of the Aircraft and available Manuals and Technical Records to satisfy itself as to the general condition of the Aircraft. Such inspection shall occur at VIA and shall be completed within five (5) business days.

Within three (3) business days following the Preliminary Inspection, Buyer shall either give written notice of the satisfactory inspection of the Aircraft and Aircraft records or reject the Aircraft

- (b) Throughout the inspection period, IASL shall make available, as applicable, full access to the Aircraft and Technical Records and documents including back to birth history to Buyer and/or its agents for inspection.
- (c) Additional documentation such as;
 - (i) Airworthiness Directives and Service Bulleting incorporation list,
 - (ii) A list of all modifications and repairs,
 - (iii) Summary maintenance status and maintenance forecast list (acceptable in .xlsx format),
 - (iv) Current Life Limited Parts list including engines, Landing gear and APU,
 - (v) And any other information or data which is reasonably requested by Buyer shall be made available.

4.5 Pre-delivery Workscope

Cost of aircraft configuration, workscope to ensure compliance with Buyer's delivery conditions other than the conditions specified in Aircraft Specification Schedule shall be to the account of Buyer.

4.6 Aircraft Acceptance Procedure

The Sale and Purchase Agreement shall further detail the aircraft delivery procedure.

4.7 Ferry Flight Assitance

The Buyer at its own cost including but not limited to flight planning, flight preparation, overflight permits, landing permits, handling, catering, accommodation for operating crew, hotel transfers, route chart/load & trim sheets, fuel, visas, shall ferry or shall procure a third party to ferry the aircraft from VIA to its final destination.

5 Evaluation of Proposals

5.1 Evaluation Criteria

- (a) The offer with highest price will be considered as the Most Advantageous Proposal.

6 Respondent Profile

- (a) Each respondent shall provide following details on their official company letter head.

- (i) Registered Name & address of the Company:
- (ii) Date & country of Incorporation:
- (iii) A copy of the Certificate of Incorporation/registration certified by the Company Secretary or a person duly authorized on behalf of the Lessor/Respondent.
- (iv) Nature of Business:
- (v) Company type: Public, Private, other (please specify)
- (vi) Contact: Name, designation, email and telephone number.
- (vii) Company ownership information:
- (viii) Financial health (Please provide Audited financials for the past 2 years)

As the authorized representative of[name of the Company], I hereby confirm on behalf of[name of the Company] that the information provided above are true and accurate and acknowledge that the Proposal of [name of the Company] submitted herewith shall be rejected in the event all or any of the information provided above is found to be incorrect.

Details of the Respondent's authorized signatory:

Name:

Designation:

Date:

Signature and Company stamp:

7 Price Schedule

7.1 Purchase Price

Description	Amount in US Dollar
DHC-8 Aircraft MSN 546	

Signature:..... [of the person signing the Proposal]

Name & Designation:.....[of the person signing the Proposal]

8 Aircraft Specification Schedule

AIRCRAFT GENERAL DATA (as of 20th December 2023)	
Aircraft Model:	Dehavilland DHC-8 315
Manufacturing Date:	07 May 2000
Serial Number:	546
Aircraft Registration:	8Q-IAS
Airframe Hours since new:	47,462
Airframe Cycles since new:	51,433

C-CHECK HISTORY (as of 20th December 2023)

Check Type	Last Performed Date	Last Performed Hrs	Days to go	Hrs to go
1C	15-June-2021	42217	907	60
2C	17-May-2018	37022	1607	60
3C	15-June-2021	42217	4482	9755
4C	17-May-2018	37022	3357	9560
6C	02-Dec-2014	27634	3896	10172

ENGINES (as of 20th December 2023)			
Model:		Pratt & Whitney PW 123E	
Approved Engine T.B.O.:		On Condition	
LH Engine (TM) S/N:	AW0215	LH Engine (RGB) S/N:	AW0215
Manufacturing Date:	December 2017	Manufacturing Date:	December 2017
Eng Hrs since new:	10,818	Eng Hrs since new:	10,818
Eng Cyc since new:	14,239	Eng Cyc since new:	14,239
Eng Hrs since overhaul:	N/A	Eng Hrs since overhaul:	N/A
Eng Cyc since overhaul:	N/A	Eng Cyc since overhaul:	N/A
Eng Hrs since repair:	3,920	Eng Hrs since repair:	3,920
Eng Cyc since repair:	5,247	Eng Cyc since repair:	5,247
LCF 15000 limit Cyc to go:	761		
LCF 30000 limit Cyc to go:	15,761		

Model:		Pratt & Whitney PW 123E	
Approved Engine T.B.O.:		On Condition	
RH Engine (TM) S/N:	AR0044	LH Engine (RGB) S/N:	AR0044
Manufacturing Date:	September 2002	Manufacturing Date:	September 2002
Eng Hrs since new:	28,372	Eng Hrs since new:	28,372
Eng Cyc since new:	40,382	Eng Cyc since new:	40,382
Eng Hrs since overhaul:	9,565	Eng Hrs since overhaul:	9,565
Eng Cyc since overhaul:	13,364	Eng Cyc since overhaul:	13,364
Eng Hrs since repair:	2,008	Eng Hrs since repair:	N/A
Eng Cyc since repair:	2,967	Eng Cyc since repair:	N/A
LCF 15000 limit Cyc to go:	1,636		
LCF 30000 limit Cyc to go:	16,636		

PROPELLERS (as of 20th December 2023)	
Model:	Hamilton Sundstrand 14SF-23

Approved Propeller T.B.O.:		10,500 Hours / 7 Years in service		
LH Propeller S/N:		20000316		
Manufacturing Date:		April 2000		
Component	Part Number	Serial Number	Hrs to go	Days to go
Hub	802396-1	2009090771	4,648	1,532
Actuator	790180-3	2011070012	1,577	N/A
Blade #1	SFA13S1P0A	2011050022-23	1,351	854
Blade #2	SFA13S1P0A	2007111203-23	7,597	2,326
Blade #3	SFA13S1P0A	2006090886-23	7,422	2,134
Blade #4	SFA13S1P0A	2010110054	6,504	2,028

Model:		Hamilton Sundstrand 14SF-23		
Approved Propeller T.B.O.:		10,500 Hours / 7 Years in service		
LH Propeller S/N:		MFG 991123		
Manufacturing Date:		November 1999		
Component	Part Number	Serial Number	Hrs to go	Days to go
Hub	802396-1	2009090774-23	8,106	2,213
Actuator	790180-3	542	4,172	N/A
Blade #1	SFA13S1P0A	2009021077	5,846	1,851
Blade #2	SFA13S1P0A	2007021403	5,846	1,850
Blade #3	SFA13S1P0A	2011060001-23	8,796	2,326
Blade #4	SFA13S1P0A	889536-23	3,772	1,604

APU (as of 20th December 2023)	
Model P/N:	Sundstrand Power Systems T-62T-40C7B
Approved APU T.B.O.:	On Condition
APU S/N / Manufacturing Date:	SP-E015138 / March 2001
APU Hrs since new:	10,874
APU Cyc since new:	27,115
APU Hrs since repair:	5,427
APU Cyc since repair:	11,222
Turbine LLP cyc to go:	537
Compressor LLP cyc to go:	6,537

LANDING GEAR (as of 20th December 2023)				
Main Gear LH				
Component	Part Number	Serial Number	Cyc to go Overhaul	Cyc to go Scrap
Shock Strut	10190-113	07MDT4008	19,183	24,062
Drag Strut	10200-553	DCL3786/98	5,667	15,847
Yoke Assy	10300-555	DCL3757/97	2,907	3,667
Stabilizer Stay	10400-551	DCL3784/99/01	770	1,055

Main Gear RH				
Component	Part Number	Serial Number	Cyc to go Overhaul	Cyc to go Scrap
Shock Strut	10190-113	DCL3788/99	5,713	11,511
Drag Strut	10200-553	DCL3699/95	25,161	1,787
Yoke Assy	10300-555	DCL3835/01	3,452	3,737
Stabilizer Stay	10400-551	DCL 3720/96	786	1,037

Nose Landing Gears				
Component	Part Number	Serial Number	Cyc to go Overhaul	Cyc to go Scrap
Shock Strut	8800-135	DCL605/99	16,275	5,272
Drag Strut	8200-105	DCL 608/99	4,642	4,149

AVIONIC EQUIPMENT (as of 20th December 2023)		
Description	Part Number	Model
Flight Management System	UNS-1C	1017-41-011
ADF	ADF60A	622-2362-001
ADF Controller	CTL-62	622-6522-001
DME	DME-42	622-6263-003
VHF NAV Control	CTL-32	622-6521-001
VHF NAV Receiver	VIR-32	622-6137-201
Mode S Transponder	TDR94D	622-9210-007
TCAS	CTL-92T	622-9614-113
TCAS Transmitter/Receiver	TTR921	622-8971-122
Air Data Computer	AZ-810	7000700-940
Radio Altimeter	RT-300	7001840-918
EFIS ADI	ED-800	7003110-901
AHRS Computer	AH-600	7003360-941
Flight Guidance Computer	FZ-800	7003974-722
EGPWS	MARK VIII	965-1216-011
Weather Radar	Primus660	7021450-601
Cockpit Voice Recorder	SSCVR	980-6022-001
Digital Flight Data Recorder	SSFDR	980-4700-001
ELT 406	C406-2	453-5000

INTERIOR AND EXTERIOR (as of 20th December 2023)

Interior: Cockpit fitted with dual flight controls and dual instruments. Pilot and co-pilots seats are adjustable in reach and height and fitted with 4-point harnesses. Seating arrangement is 50 pax and 2 flight attendants. The galley is located on the RH aft cabin area. The lavatory is located on the RH forward side of the cabin.

Exterior: Aircraft is painted in white.

MAINTENANCE (as of 20th December 2023)

The aircraft is maintained in accordance with the approved maintenance program Customized Maintenance Program which is based upon Bombardier Maintenance Program Manual PSM 1-83-7. The approved IASL Part 145 Organization carried out all line and base maintenance in the hangar of the home base in Velana International Airport, Hulhule', Male' / Maldives.

WEIGHT & BALANCE (as of 20th December 2023)

The Aircraft Basic Weight	26,629.10 lbs
Centre of Gravity	400.85 in
Last Weighing	17 May 2019
MTOW	43,000 lbs
MLW	42,000 lbs
MZFW	39,500 lbs

CABIN CONFIGURATION (as of 20th December 2023)

Passenger Seats	50
Crew Seats	2 + 2
Seat Type	B/E Aerospace
Pitch	32"
Covers	Leather
Galley	Yes, C&D Aerospace
Lavatory	Yes, C&D Aerospace

