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# REQUEST FOR PROPOSAL

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REMARKETING OF  
DEHAVILLAND DHC-8 AIRCRAFT

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## **Summary**

Island Aviation Services Ltd (IASL) is a state-owned limited liability company established by a presidential decree on 13th of April 2000. IASL has been operating with 9 Dehavilland DHC-8 aircraft and are in process of transition into a fleet of ATR aircraft.

The company wishes to phase out the operating fleet of DHC-8 aircraft over a period of 4 years or less. We now invite all interested parties for submission of remarketing proposal for the phase out of Dehavilland DHC-8 series aircraft owned and operated by IASL.

This RFP consists of Two sections:

**Section A**-General- Instructions and bidding information for all parties

**Section B**- Remarketing-Interested parties who wish to submit the proposal for the remarketing

## Section A-General

### 1. Instruction to proponents

#### 1.1. Scope of works

##### 1.1.1. Remarketing

IASL wishes to sell the aircraft at the highest achievable price considering the current market value and specification of the aircraft. The remarketer will present the aircraft to prospective buyers as directed by IASL at their own expense. The remarketer will promote the aircraft using websites, press release and other social media platforms and strategically engage with bespoke database to target key decision makers in potential airlines, lessors and investors looking to acquire Dehavilland DHC-8 series aircraft. The remarketer will be required to fully engage with IASL for the management of the project, commencing from expression of interest from prospective buyers to arranging the provision of aircraft technical records and physical inspection and delivery.

#### 1.2. RFP process and timeline

The RFP process and timeline is as follows

Item	Description
Name of the RFP	Remarketing of DHC-8 Aircraft
Date of issue of the Tender	22 <sup>nd</sup> September 2022
Period of remarketing	4 years with possible extension
Information Session	6 <sup>th</sup> October 2022
Submission of Bids	30 <sup>th</sup> October 2022
Time and Date of Bid evaluation	10 <sup>th</sup> November 2022
Board Approval	20 <sup>th</sup> November 2022
Execution of Remarketing Agreements	30 <sup>th</sup> November 2022

The above schedule is subject to change. All changes shall be communicated to Parties through email.

#### 1.3. Bid Submission

Interested Applicants that meet the eligibility criteria shall submit the Proposals along with the supporting documents on 30<sup>th</sup> October 2022 to the e-mail [mooath.mohamed@iasl.aero](mailto:mooath.mohamed@iasl.aero) and it will not be acknowledged unless they are copied to the following email accounts. Proposals conforming to the requirements set out must be received by email [Including contact info, name, and address of the bidder] no later than the deadline given above. All electronic submittals are acceptable in Adobe PDF format only.

[mohamed.ziyau@iasl.aero](mailto:mohamed.ziyau@iasl.aero)

[procurement.admin@iasl.aero](mailto:procurement.admin@iasl.aero)

IASL shall not accept any offer/bid received after the deadline set herein in this document.

### 1.3.1 ONLINE BID SUBMISSION GUIDELINE

The party may submit a proposal using a zip file (7 zip) secured with a password. The bidders are requested to forward the password(s) to access the files on 31<sup>st</sup> October 2022.

Note: Bids submitted by any party that does not share the password during the specified time period shall be disqualified, as the bid document cannot be accessed by the team in the absence of the submitting party's password. IASL will not take responsibility for any Bid that gets disqualified due to the party's failure to share the Password for document access.

Mail Capacity: The maximum capacity of a single mail is 20mb. Therefore, Bids that are larger than 25mb must be emailed in separate emails to the submission email thread [mooath.mohamed@iasl.aero](mailto:mooath.mohamed@iasl.aero) within the instructed timeframe.

### 1.4. Clarification

Inquirers or requests for additional information on any aspect of the RFP bidding process, must be sent via e-mail, on or before October 20, 2022, to [mooath.mohamed@iasl.aero](mailto:mooath.mohamed@iasl.aero) copied to [procurement.admin@iasl.aero](mailto:procurement.admin@iasl.aero) and [mohamed.ziyau@iasl.aero](mailto:mohamed.ziyau@iasl.aero).

Any clarifications originated by IASL will be distributed to all interested parties.

All notifications, communications, or clarifications regarding the bidding process from Island Aviation will only be issued by Procurement Admin ([procurement.admin@iasl.aero](mailto:procurement.admin@iasl.aero)) or Moohath Mohamed ([mooath.mohamed@iasl.aero](mailto:mooath.mohamed@iasl.aero)).

### 1.5. Information Session

Information session will be conducted online through Microsoft Teams on 6<sup>th</sup> October 2022

Interested parties that would like to participate in the information session are requested to send in a formal request to participate in the information session to [mooath.mohamed@iasl.aero](mailto:mooath.mohamed@iasl.aero) before 1600hrs, local time in Maldives (GMT + 0500hrs) on October 4, 2022.

The email must be clearly marked "REQUEST TO PARTICIPATE IN INFORMATION SESSION ON REMARKETING" in the subject. IASL will not be responsible for missed emails due to the emails not being marked.

Island Aviation shall forward the meeting link only to the interested parties that request to participate in the information session. Ineligibility to participate in the information session does not disqualify a party from participating in the RFP process.

## **Section B-Remarketing**

### **1. Terms & Conditions for Remarketing**

#### **1.1. General**

- 1.1.1 Application must be submitted in the English language. All required information must be provided, responding clearly and concisely to all the points set out. Any application which does not fully and comprehensively address this Request for Proposal may be rejected.
- 1.1.2 Application shall be evaluated based on the evaluation criteria.
- 1.1.3 Profile of the bidder shall be provided, and it shall include but not limited to:
  - 1.1.3.1 Background of the company.
  - 1.1.3.2 Project Management.
  - 1.1.3.3 Remarketing Strategy.
  - 1.1.3.4 Whether or not the bidder or its parent company is listed in any stock exchange.
- 1.1.4 All reservations shall be clearly stated, and all terms and conditions shall be explicitly expressed in the submitted proposal.
- 1.1.5 IASL holds the right to reject a Proposal in the following circumstances:
  - 1.1.5.1 If any of the documents mentioned above in the documents required is missing from the Proposal. IASL has the right to reject the evaluation or request for a resubmission.
  - 1.1.5.2 If less than two Parties have been submitted from each category, IASL has the right to continue or reject the evaluation or request for a resubmission of that category.
- 1.1.6 The execution of remarketing agreement is subjected to all approvals from relevant authorities and IASL board.
- 1.1.7 The offer should be valid for a minimum of 3 months from the due date of submission for the Request for Proposal.
- 1.1.8 IASL shall share the specification and the details of the aircraft required for remarketing with the successful bidder(s).
- 1.1.9 The aircraft will be delivered to the potential buyers in as is condition. The physical, documentation inspection, work scope and ferry flight shall be covered by the buyer's sole cost, risk, and expenses.

1.1.10 IASL and the potential buyer required to execute an LOI prior to physical and documentation inspection of the aircraft. A mutually agreed refundable deposit is required to pay upon execution of LOI.

1.1.11 The delivery location is Velana International Airport, Male', Maldives or a mutually agreed location.

1.1.12 After the evaluation of the offers, IAS will enter into a legally binding agreement with the successful Bidder(s) for a period of four years with option to extend further, as per terms & conditions of this Tender and the negotiated terms.

1.1.13 IASL as the owner of the aircraft has the rights to negotiate and engage directly with prospective buyers during the term of the remarketing.

## 1.2. Documents Required

1.2.1 The application documentation should comprise of the following:

1.2.1.1 Cover Letter: The cover letter for the proposal must be signed by an authorized person who has the authority to bind the Proposal to a Contract.

1.2.1.2 Company's legal documentation such as Certificate of Registration and Tax Compliance Certificate.

1.2.1.3 Company Profile.

1.2.1.4 Signed RFP Application Form (Form A).

1.2.1.5 Declaration on Pending Litigation (Form B).

1.2.1.6 Related Party Disclosure (Form C).

1.2.1.7 Statement of Legal Capacity (Form D).

1.2.1.8 Audited Financial Statement for the past 3 years.

1.2.1.9 Proposal for the Remarketing.

## 1.3. Term

The term of the remarketing period is 4 years from the commencement of remarketing agreement with possible extension subject to prevailing conditions at the time of extension.



## 2. Evaluation of Bids

The evaluation of the Bids shall be done by a technical committee formulated by the bid committee. A total of 3 parties will be selected for the remarketing based on the evaluation criteria.

All bids shall be evaluated on the following basis for a maximum of 100 points. Points shall be allocated according to the following.

Criteria	Points
Price	70
Experience	20
Delivery Period	10

## 3. Evaluation Criteria

### 3.1. Price

3.1.1 A price or a fee shall be quoted by the bidder for remarketing. Bids without a price or fee will lead to disqualification at the evaluation.

3.1.2 In calculating the score under this criterion, bidder quoting the lowest price or fee will receive the maximum points and the points for the remaining bidders will be distributed accordingly in descending order

3.1.3 A formula for the computation of the points under this criterion is as follows:

$$\text{Price Points} = \frac{\text{(Lowest proposed total price from among the bidders)}}{\text{(Particular Bidders proposed total price)}} \times \text{(allocated points)}$$

### 3.2. Experience

- 3.2.1 A successful project experience of similar nature and complexity shall be evaluated, and points shall be awarded. The experience shall be backed by supporting documents.
- 3.2.2 The experience points will be based on the cumulative value of transactions within the last 7 years.
- 3.2.3 The supporting documents shall consist of letters, agreement copy, bill of sale or any other documents certificated with required signature/stamps from previous clients. An indication of total price of the project and completion date is required.
- 3.2.4 Experience simply stated in a tabular or other format will not be evaluated for point allocation.
- 3.2.5 The formula used for computation of the score is as follows:

$$\text{Experience Points} = \frac{\text{(Particular Bidders total accumulated value of transactions)}}{\text{(Highest total accumulated value of transactions among the bids)}} \times \text{(allocated points)}$$

### 3.3. Delivery Period

- 3.3.1 Delivery period must be proposed by the bidder. Failure to do so will lead to the rejection of the bid at the evaluation stage. A delivery period shall not exceed 4 years.
- 3.3.2 IASL reserves the right to disqualify any bid with unrealistically low or illogical when compared to IASL estimates and industry norms.
- 3.3.3 The maximum points allocated under this criterion will be awarded to the bidder with the lowest proposed delivery period and the remaining bidders will be awarded points accordingly in descending order.
- 3.3.4 The formula for the computation of Delivery Period points is as follows:

$$\text{Experience Points} = \frac{\text{(Lowest proposed delivery period from amount the bids received)}}{\text{(Particular bidders proposed delivery period)}} \times \text{(allocated points)}$$

ANNEX-I

A. Request for Proposal Application Form (Form A)

<b>APPLICATION FORM A</b>	
<b>COMPANY INFORMATION</b>	
Company Name	
Correspondence Address	
Registered Address	
Date of Incorporation	
Name of Representative	
Designation of Representative	
Contact No.	
Email Address	

<b>COMPANY OPERATION</b>	
Business Sector	
Details of Business / Work	
No. of Employees	
Previous Experience	

REQUIRED DOCUMENTS		TICK IF SUBMITTED	
		PARTY	IASL
1	Company Registration Certificate		
2	Cover Letter		
3	Company Profile		
4	Signed RFP Application Form (Form A)		
5	Declaration on Pending Litigation (Form B)		
6	Related Party Disclosure (Form C)		
7	Statement of Legal Capacity (Form D)		
8	Proposal		

## B. Declaration on Pending Litigation (Form B)

*[On the letter head of the Applicant]*

Island Aviation Services Limited  
M. Dar Al-Eiman Building,  
Majeedhee Magu,  
Male' 20345,  
Republic of Maldives

[Date]

Dear Sir/ Madam,

**Subject: Declaration on Pending Litigation for Remarketing**

I hereby declare that there is no action, suit, proceeding, investigation, or litigation pending or, to our knowledge, threatened, which either in any one instance or in the aggregate, if determined adversely to us would materially and adversely affect the execution or progression of the Project, or our ability to perform its obligations under the Agreement/Contract for the execution of the Project. I hereby declare under penalty of perjury that the foregoing is true and correct.

Yours sincerely,

[Name of signatory]

[Title]

Note: 1. This document is required to be notarized from a registered Notary Public.

## C. Related Party Disclosure (Form C)

*[On the letter head of the Applicant]*

Island Aviation Services Limited  
M. Dar Al-Eiman Building,  
Majeedhee Magu,  
Male' 20345,  
Republic of Maldives

[Date]

Dear Sir/ Madam,

**Subject: Related Party Disclosure for Remarketing**

With the exception of the below specified, I hereby declare that we, the party is in no way, shape or form related to Island Aviation; created either through an employer-employee agency relationship between employees or directors of Island Aviation or by way of ownership of Island Aviation.

Name of the Related Party	Designation of the Related Party	Relationship

Yours sincerely,

[Name of signatory]

[Title]

- Note:
1. Related parties for this purpose include:
    - 1.1. Employees or directors of the Company
    - 1.2. Close family members of any employee/ director of the Company. Close family members here refer to spouse, including former spouse relatives, which comprise siblings, cousins, uncles and aunts, nephews and nieces, lineal ancestors (presumably, it means parents, grandparents and other ancestors of direct lineage), lineal descendants (children, grandchildren and other direct descendants).

## D. Statement of Legal Capacity (Form D)

*[On the letter head of the Applicant]*

Island Aviation Services Limited  
M. Dar Al-Eiman Building,  
Majeedhee Magu,  
Male' 20345,  
Republic of Maldives

[Date]

Dear Sir/ Madam,

**Subject: Statement of Legal Capacity for Remarketing**

I hereby confirm that we, the Applicant satisfy the terms and conditions laid down in the RFP document.

I have agreed that ..... (insert individual's name) will act as our Authorized Representative on our behalf and has been duly authorized to submit our Proposal. Further, the authorized signatory is vested with requisite powers to furnish such proposal and all other documents, information or communication and authenticate the same.

Yours sincerely,

[Name of signatory]

[Title]

- Note:
1. This document is required to be notarized from a registered Notary Public.
  2. This letter shall be executed by authorized personnel from the submitting party (i.e., Legal Representative or Chief Executive)

**E. Aircraft Specification**

<b>Aircraft</b>	<b>Aircraft Number</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>	
Type & variant		DHC-8-202	DHC-8-315	DHC-8-314	DHC-8-202	DHC-8-315	DHC-8-315	DHC-8-315	DHC-8-315	DHC-8-314	DHC-8-315
Serial number		429	491	503	542	544	546	582	591	557	
Registration number		8Q-AMD	8Q-IAP	8Q-IAT	8Q-IAQ	8Q-IAO	8Q-IAS	8Q-IAA	8Q-IAR	8Q-IAK	
Date of Manufacture (First Flight)		July-96	12-Nov-97	18-Dec-97	1-Mar-00	25-Mar-00	7-May-00	25-Jan-02	23-Nov-02	08-Jan-01	
Date of Delivery		SINCE 2000	30-Oct-07	17-Dec-16	28-Nov-06	16-Sep-08	19-Jan-12	11-Mar-18	18-Oct-15	17-Aug-15	
Engine type		PW123D	PW123E	PW123B	PW123E	PW123E	PW123E	PW123E	PW123B	PW123E	
MTOW(lb)		36300LBS	43000LBS	43000LBS	36300LBS	43000LBS	43000LBS	43000LBS	43000LBS	43000LBS	

<b>Airframe</b>	Total time	52190.09	51194.24	52558.52	43560.38	50543.45	44355.34	25964.18	29041.3	33119
Total cycles	60980	59998	50245	55747	55726	47288	30546	41300	61904	
Data as at date	11-Apr-22	11-Apr-22	11-Apr-22	11-Apr-22	11-Apr-22	11-Apr-22	11-Apr-22	11-Apr-22	11-Apr-22	11-Jun-22
Last C-Check date	15-Sep-19	5-Mar-21	13-Feb-19	11-Nov-19	9-Jul-20	15-Jun-21	12-Oct-20	29-Dec-21	9-Jul-19	
Next scheduled C-check date	11-Aug-22	27-Dec-22	1-Apr-24	1-Oct-22	19-Nov-22	3-Jan-23	22-Aug-22	11-Jun-23	25-Jul-22	
C-Check Interval	5000	5000	5000	5000	5000	5000	5000	5000	5000	
Airframe Fatigue Check - Total cycles @ check	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
Airframe Fatigue Check interval (Cycles)	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	
Last 12 Year / D-Check date	Sep-13	Jun-15	Dec-17	Sep-15	Jun-16	May-19	N/A	Dec-21	Jul-14	
Next scheduled 12 Year / D-Check date	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
12 Year / D-Check Interval	40000	40000	40000	40000	40000	40000	40000	40000	40000	

<b>Engines</b>	Engine 1 ESN	PCE-123066	PCE-AE0169	PCE-AE0195	TMM-AW0039/RGB-AR0006	PCE-AW0008	PCE-AW0193	PCE-AW0056	TM-123232 / RGB-123220	PCE-AE0027
Engine 1 total time	24829.12	13033.12	4904.4	22846.09	40885.53	13784.58	23988.58	33109.3	29996	
Engine 1 total cycles	33442	15428	6721	27973	43262	16326	28433	29144	50503	
Engine 1 total time at first overhaul	9220	11873.16	N/A	12117	28403	11896.25	19068.9	11999.39	9143.6	
Engine 1 total time at second overhaul	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
Engine 1 total time at last overhaul	9220	11873.16	N/A	12117	39172.35	11896.25	19068.9	11999.39	19564.17	
Engine 1 data as at date	11-Apr-22	11-Apr-22	12-May-22	11-Apr-22	11-Apr-22	11-Apr-22	11-Apr-22	11-Apr-22	11-Jun-22	
Engine 2 ESN	PCE-AW0225	PCE-AR0022	PCE-AW0109	PCE-AR0039	PCE-AR0044	PCE-AW0215	PCE-AW0114	AE0068	PCE-AW0165	
Engine 2 total time	4282.37	46274.3	16465.73	24601	25665.04	7195	11464.39	37656.31	18127	
Engine 2 total cycles	5356	52079	23026	36158	36470	9376	15465	53288	27668	
Engine 2 total time at first overhaul	-	27177	8333.1	19417.8	18807.1	N/A	10437.06	10103	N/A	
Engine 2 total time at second overhaul	N/A	N/A	N/A	N/A	N/A	N/A	N/A	19428	N/A	
Engine 2 total time at last overhaul	-	37212.04	8133.03	19417.8	18807.1	N/A	10437.06	30476.5	8173	
Engine 2 data as at date	11-Apr-22	11-Apr-22	12-May-22	11-Apr-22	11-Apr-22	11-Jun-22	11-Apr-22	11-Apr-22	11-Jun-22	

Left landing gear - shock strut SN	DCL021HGW/95	S00011569	S00001JWG	DCL198HGW/99	S00002T8M	DCL 3812/99	DCL3844/00	DCL3760/97	DCL3788/99
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Landing Gears	Left landing gear - date of last overhaul	10-Sep-18	N/A	N/A	16-Feb-12	N/A	22-Oct-12	18-Jun-14	20-Dec-10	15-Feb-12
	Left landing gear - total time at last overhaul	45450.2	N/A	N/A	22921.82	N/A	20911.41	16568.5	UNKNOWN	25257
	Left landing gear - total cycles at last overhaul	52379	N/A	N/A	27043	N/A	17129	18683	24013	24202
	Left landing gear - maintenance interval	30000 cycles	30000 cycles	30000 cycles	30000 cycles	30000 cycles	30000 cycles	30000 cycles	30000 cycles	30000 cycles
	Right landing gear - shock strut SN	07MDT0678	07MDT4008	09MDT4043	DCL197HGW/99	DCL3787/99	DCL 3853/01	DCL3868/01	S00002023	07MDT4009
	Right landing gear - date of last overhaul	16-May-19	8-Apr-19	5-Jun-20	8-Sep-11	14-Nov-12	31-Jan-11	20-May-14	-	9-Sep-20
	Right landing gear - total time at last overhaul	7709.34	20179.32	22641	22112.92	27387.92	16500.45	16568.5	-	UNKNOWN
	Right landing gear - total cycles at last overhaul	7050	25121	27474	26099	26207	29715	18683	-	18564
	Right landing gear - maintenance interval	30000 cycles	30000 cycles	30000 cycles	30000 cycles	30000 cycles	30000 cycles	30000 cycles	30000 cycles	30000 cycles
	Nose landing gear - shock strut SN	DCL604/99	DCL653/02	DCL605/99	S00002WCB	07MDT0728	S0000VJKB	12MDT0809	S00010K1W	S0000W544
	Nose landing gear - date of last overhaul	2-Sep-21	16-Nov-12	14-Jan-19	29-Jul-15	Jan-20	N/A	N/A	N/A	N/A
	Nose landing gear - total time at last overhaul	31897.73	15362.03	42485.55	0	18786.49	N/A	N/A	N/A	N/A
	Nose landing gear - total cycles at last overhaul	30747	22570	46003	0	25045	N/A	N/A	N/A	N/A
	Nose landing gear - maintenance interval	25000 cycles	25000 cycles	25000 cycles	25000 cycles	25000 cycles	25000 cycles	25000 cycles	25000 cycles	25000 cycles
	Data as at date	11-Apr-22	11-Apr-22	12-May-22	11-Apr-22	11-Apr-22	11-Apr-22	11-Apr-22	11-Apr-22	11-Apr-22

APU	APU SN	SP-E915109	SP-E985192	SP-E915114	JA0015	SP-E975188	SP-E965156	SP-E015138	SP-E005131	SP-E925148
	APU total time at last overhaul	37919.58	3841	26255.7	32895.33	25844.4	14383.98	8891.11	19807.72	14832
	Date of last overhaul (Shop visit)	1-Jan-20	18-Mar-20	26-Mar-18	25-Jun-20	20-Apr-21	23-Aug-21	24-Apr-19	16-Aug-18	13-Oct-20
	APU time since overhaul	1761.27	2955.46	4187.83	1436.32	1318.12	1245.28	3418.59	4148.47	5224
	APU interval	12000 cycles	12000 cycles	9000 cycles	9000 cycles	12000 cycles	12000 cycles	12000 cycles	12000 cycles	12000 cycles
	Data as at date	11-Apr-22	11-Apr-22	12-May-22	7-Apr-22	10-Apr-22	11-Apr-22	8-Apr-22	10-Apr-22	11-Jun-22