Market Event ASP Questions and Answers

Q. 1. How may bidders are you looking to take through to the tender stage?

A. Angela Cahill

A maximum of 6 this will be confirmed within the Tender Document

Q. 2. How many Helicopters do we need to provide?

A. Andy Evans

Sufficient aircraft are needed to achieve the 98% and 95% availability KPI. In practise this may mean a third back up aircraft or access to a wider fleet.

Q. 3. Are there sites where helicopters are restricted access due to biodiversity or bird habitat concerns?

A. Clodagh Hanratty

Yes, there may be some sites where there is restricted access for planned maintenance or capital works however this information including any mitigation measures will be planned well in advance. Generally emergency operations such as attending to outages would not be considered restricted.

Q. 4. Who is responsible for the GLA fuel system maintenance

A. Phil Day

Currently the Contractor maintains the shore based fuel systems (fixed and bowser) and the GLA maintain ship board systems. As part of the new Contract in 2027 the GLAs will maintain all systems directly, hence this was not in the draft SOR.

Q. 5. Two questions grouped together:

All the current GLA Vessels have a helideck limit of 3.2 tonnes. What flexibility/scope (if any) is available/planned to allow aircraft operations over the 3.2T (i.e. >3175KG Part 29 Helicopters) or do you envisage operations limited to Part 27 Helicopters?

Is 12 m D-Value a hard limit? Can we do an analysis to justify a larger aircraft?

A. Andy Evans

While we expect future vessels to be procured with larger helidecks, we expect some 12 m helidecks to remain in-service through most of the contract term. The GLA helidecks on vessels were originally designed for Bolkow 105 with a D value of 12. EC135 are 12.2m and there are physical constraints on each helideck beyond this. Any proposed deviation from D values or the associated weight limits on both vessels and

lighthouses should be fully explained as part of any submission. We are aware that some aircraft types have been cleared for sub 1-D Commercial Air Transport (CAT) operations on certain offshore helidecks, but those analysis have typically been to justify allowing a modern helicopter type to operate from a deck intended for lower performance, legacy type. As the EC135 is the current type, we expect it would be challenging to

justify use of a larger type of a similar generation but we would consider any credible proposal. However, some of the other landing sites and elevated lantern top sites are also likely to then become limits too. The lantern tops for example will be mass limited.

Q. 6. With reference to the Specification of Requirement: "The GLAs may request from the Contractor additional ad hoc capacity to supplement the core contracted GLA Helicopter capacity for the following activities: Offshore HESLO with a lift Capacity of at least 1000 KG."

Does this have to be twin turbine helicopters in accordance with requirement B1, or is a single turbine helicopter acceptable for these operations?

A. Andy Evans

A single engine helicopter used only for Part-SPO could potentially be acceptable provided it was equipped with floats.

Q. 7. Is the operator required to hold an EASA AOC for Ireland and a UK AOC for Scotland, England & Wales?

A. Clodagh Hanratty and Phil Day

The current service is delivered by a UK AOC holder working in the EU as a Third Country Operator. Third Country Temporary Aerial Works Permission for Special Operations for under slinging is sought on a 6 monthly basis from the Irish Aviation Authority. For the new contract it will be the responsibility of the Operator to ensure that they meet the regulatory requirements including all licences and authorisations to fulfil the contract requirements in both jurisdictions.

Q. 8. Will the winning bidder get a copy of the current Landing Site Directory?

A. Andy Evans

Yes the current landing site register will be provided. It is then up to the contractor to maintain the register and assure themselves of the suitability of each landing site. Bearing in mind some of these sites may be used on day 1 of the contract the operator will need to consider how to achieve this assurance.

Q. 9. Where is Incident Management covered in the SoR?

A. Andy Evans

In A6 (Effective SMS), A32 (Business Continuity) and to a lesser extent (A9) supporting meetings. 'Incidents' might include an aircraft going unserviceable on deck or in a remote or otherwise inaccessible site.

Q. 10. If the GLA evaluators need more information after the tenders are submitted, can they issue clarification questions?

A. Angela Cahill

Yes, these will be issued via the e-procurement system Delta.

Q. 11. Can you expand on the competency assessment requirements in A13 & A14?

A. Andy Evans

Effectively you have two choices, select pilots who meet the hours specified in A14 and then, assess, like all other personnel, that they are competent to do their GLA role or have a rigorous way to prepare lower-time pilots to pass a potentially more complex competence assessment instead.

Q. 12. Do you require Helicopter Hoisting Operations (HHO)?

A. Warren Clarke

The GLAs will consider hoisting prior to final issue of the SOR. At present it is not included but the potential benefits of having this capability available is recognised.

Q. 13. Why might we need to use two pilots (Characteristic B4)?

A. Andy Evans

From time to time the GLAs fly VVIP. Two pilots will be requested well in advance for these flights as a safety precaution.

Q. 14. Will a new tenderer be required to abide by TUPÉ legislation?

A. Angela Cahill

Yes we anticipate TUPE will apply to this contract. This will be detailed within the Tender Documents.

Q. 15. Would it be acceptable for the whole operation to operate under Part SPO as it seems some of the landing sites (West Coast Ireland) would make it impossible to operate under an AOC?

A. Clodagh Hanratty & Warren Clarke

This would not be possible as the contract also involves the transport of GLA staff and GLA contractors which are carried under CAT regulations. While some GLA staff might be considered as a HESLO ground party, that is only part of the reason they might travel to a lighthouse and other personnel will not be involved in HESLO.

Q. 16. Are pilots operating for the incumbent operator protected under TUPE?

A. Angela Cahill

TUPE details will be provided within the Tender Documents.

Q. 17. So does that mean hoisting will be included in the ITT?

A. Warren Clarke

The GLAs will consider hoisting prior to final issue of the SOR. At present it is not included but the potential benefits of having this capability available is recognised.

Q. 18. At the time of bidding, companies may not have all the required level of pilots on their books and will need to recruit. How would we respond to A14?

A. Phil Day & Andy Evans

Bidders who do not have all pilots or aircraft at the time of bidding should set out clearly what resources would be provided at the time of contract commencement and clearly how they are to be obtained and prepared for the contract.

Q. 19. Are you going to provide a copy of these slides?

A. Mike Bullock

Yes all slides will be posted on the resources section of the market engagement website.

Q. 20. The statement has been made that a second machine should be 95% available. But the questionnaire talks about simultaneous ops for two helicopters for circa 125 days per year. This appears to be a contradiction. Do you mean 95% of 125 days or 95% of 365 days.

A. Andy Evans & Phil Day & Warren Clarke

The Market Engagement Questionnaire discusses a scenario where on 125 days per year one aircraft will be within its 98% availability target and another within its 95% target and two aircraft will be tasked simultaneously. Note: the only current draft technical requirements are those in the SOR and these will be replaced by those issued in the ITT.

Q. 21. Please can you specify which HeliDeck is driving the D limit of 12.... It would be quite straightforward to operate a 13D helicopter with suitable mitigation. My company (An Approved MCA Aviation Inspection Body) issues HLACs regularly outside of D Values determined and this can be achieved with associated Ops Manuals. D Values CAN be extended by the AIB responsible for issuing the HLAC.

A. Andy Evans

While we expect future vessels to be procured with larger helidecks, we expect some 12 m helidecks to remain in-service through most of the contract term. The GLA helidecks on vessels were originally

designed for Bolkow 105 with a D value of 12. EC135 are 12.2m and there are physical constraints on each helideck beyond this. Any proposed deviation from D values or the associated weight limits on both vessels and lighthouses should be fully explained as part of any submission. We are aware that some aircraft types have been cleared for sub 1-D Commercial Air Transport (CAT) operations on certain offshore helidecks, but those analysis have typically been to justify allowing a modern helicopter type to operate from a deck intended for lower performance, legacy type. As the EC135 is the current type, we expect it would be challenging to justify use of a larger type of a similar generation but we would consider any credible proposal. However, some of the other landing sites and elevated lantern top sites are also likely to then become limits too. The lantern tops for example will be mass limited.

Q. 22. Do D Values Refer to CAT?

A. Andy Evans

While we expect future vessels to be procured with larger helidecks, we expect some 12 m helidecks to remain in-service through most of the contract term. The GLA helidecks on vessels were originally designed for Bolkow 105 with a D value of 12. EC135 are 12.2m and there are physical constraints on each helideck beyond this. Any proposed deviation from D values or the associated weight limits on both vessels and lighthouses should be fully explained as part of any submission. We are aware that some aircraft types have been cleared for sub 1-D Commercial Air Transport (CAT) operations on certain offshore helidecks, but those analysis have typically been to justify allowing a modern helicopter type to operate from a deck intended for lower performance, legacy type. As the EC135 is the current type, we expect it would be challenging to justify use of a larger type of a similar generation, but we would consider any credible proposal. However, some of the other landing sites and elevated lantern top sites are also likely to then become limits too. The lantern tops for example will be mass limited.

Q. 23. Do you expect all HESLO levels to be achieved, for example HESLO 2 for longline and HESLO 4 for construction and precision placement?

A. Andy Evans

There is a range of short line and long line tasks, some of which require precision placement of loads.

Q. 24. Are there any new capabilities or requirements over and above what is already being provided?

A. Warren Clarke

The GLAs are keen to leverage the benefits of technological change where appropriate whether in environmental, safety or operational aspects. The SOR provides detail of other services included in this procurement. The use of large drones to move some loads to reduce helicopter usage and carbon footprint is potentially of interest.

Q. 25. There is an AIS equipment requirement in the SOR. Is this a requirement to be "Seen" (by vessels) or to "See" (vessels)?

A. Andy Evans

AIS is primarily for situational awareness of vessels (Including GLA vessels).

Q. 26. Who does NLB use to certify their Helidecks and Landing sites?

Warren Clarke & Phil Day

GLA helidecks and landing sites are unlicenced and it is the AOC holder who must satisfy themselves of the suitability for CAT and SPO operations. The GLA vessels are not REG Yacht code vessels but Class VII cargo vessels and the operations need to include CAT operations so they fall outside the MCA AIB process and within CAP437 for vessels. The GLA use their aviation consultant to inspect and audit vessel helidecks as a form of internal audit. These reports are provided to the operator, but the operator is free to commission their own audits/inspections as they see necessary to meet their regulatory obligations. The operator is also responsible for producing the vessel helideck plates. All other landing sites are the operator's responsibility to survey and maintain within the landing site directory.

Q. 27. Under the current AOC arrangements, the TCO in force now by the IAA to permit Irish Lights to operate under the UK CAA AOC will not be viable given EASA Light Twin helicopters operators are now established in the State of Ireland. Certainly an objection would be raised. What contingency strategies are GLA planning for this very likely scenario?

A. Clodagh Hanratty

It will be the responsibility of the helicopter operator to demonstrate that they meet the regulatory requirements including all licences and authorisations to fulfil the operational requirements in both jurisdictions under the new contract. This contract, for a critical public service, is being let as a UK/Irish contract following government-government agreement.

Q. 28. Which AIB issues the HLAC? Is Aerossurance an AIB?

A. Andy Evans

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cargo vessels and the operations need to include CAT operations so they fall outside the MCA ABI process and within CAP437 for vessels. The GLA use their aviation consultant to inspect and audit vessel helidecks as a form of internal audit. These reports are provided to the operator, but the operator is free to commission their own audits/inspections as they see necessary to meet their regulatory obligations. The

operator is also responsible for producing the vessel helideck plates. All other landing sites are the operator's responsibility to survey and maintain within the landing site directory.

Q. 29. Are Joint Bids considered?

A. Angela Cahill

Yes as part of the SQ suppliers must state if they are bidding as a single supplier or as part of a group or consortium. Full details will be provided within the Tender Documents.

Q. 30. Do any of your sites require CAT.POL.H.305 Operations without an assured safe forced landing capability approval?

A. Phil Day & Andy Evans

Yes.

Q. 31. Can we use the same link to get back to this portal?

A. Yes there will a post event email explaining how you can gain access to the Platform for the live recording, resources, Q&A's etc. This will be live until the end of May 24.

POST EVENT QUESTIONS AND ANSWERS FROM FEEDBACK FORM

Q. 32. Does the GLA intend on sharing details of the 75 attendees at the virtual Industry day in the event Bidders, Suppliers, OEMs etc wish to network and collaborate?

A. Julie-Anne Humphreys

The registration form for each attendee included a question on whether they would like their details added onto the platform for networking purposes. Those that agreed have been added to the Attendee list on the platform. This list can be accessed via your Unique Access Link until the end of May 24.

Q. 33. When will confirmation be available from the GLA on TUPE as this could be important when considering the transition risk?

A. Angela Cahill

At this stage the GLAs do not know enough, to make any comment on the likelihood of TUPE applying, ultimately it is for the bidders to take a view on this. The application of TUPE to any situation is a matter of law. Bidders will be responsible for considering whether TUPE is likely to apply in this tender exercise and for acting accordingly.

A full list of all personnel who are currently employed in the provision of the services will be provided to those organisations which are invited to participate in the tender process. Bidders will be required to treat this information as confidential.

Q. 34. How will the GLA approach the fair evaluation of bidder tenders, especially where the requirement hasn't changed much, as the incumbent has an advantage and negligible transition risk with aircraft, people and logistical resources already in place on day 1 of the contract?

A. Andy Evans/Angela Cahill

The procurement will be conducted observing the principles of public procurement: equal treatment, non-discrimination, proportionality and transparency and in accordance with all applicable procurement regulations.

Information relating to the current service will be made available to all bidders at the same time.

The evaluation will be conducted in accordance with the evaluation criteria, which will be disclosed in the ITT. The technical evaluation will be conducted separate from and without knowledge of the tenderer's commercial submissions.

As advised via the market engagement, and in order to maintain a level playing field, the procurement process will contain a mobilisation period between contract award and service commencement to allow the successful tenderer time to source suitable aircraft and gain any additional regulatory approvals necessary.

POST EVENT QUESTIONS AND ANSWERS 1-1

Q.35. Could the GLA describe how operational planning will be conducted with the helicopter service provider, because aircraft fleet planning will be very important in order to fulfil the GLA needs ?

A. The 3 GLAs meet to review and agree the plan. This is then sent to the supplier to review with a meeting scheduled to discuss any issues/potential impacts. The Planners across the 3 GLAs undertake weekly updates which are shared with the supplier. There are also planned monthly meetings and bi-annual management team meetings

Q.36. Could the GLA describe their lighthouse upkeep plan for the contracted period where major scheduled upkeep activities are foreseen as this may help with our planning assumptions. As an example ADSB tracking data between 2022 and 2024 showed very busy periods of aircraft activity near the Needles and IoW which appeared particularly protracted, Beachy Head, Channel Islands and South Stack.

Note: The scheduled planning may influence our location of operations assumptions and create opportunities for cost savings.

A. As stated above the 3 GLAs meet at the start of the year to agree the plan, however, this is a flexible plan which is why they have the weekly and monthly meetings so plans can be adjusted, we do have requirements which need to be met and these are red-boxed, the planners do build in upfront the weather windows/issues with wildlife however plans can change due to various impacts outwiith their control e.g weather fluctuations which is becoming a bigger issue with the impact on climate change.

The aircraft base is for the suppliers to manage, The plan is for the helicopter(s) to be working to a 365 day plan, however due to the nature of the work this is subject to change and will be flexed as appropriate throughout the year. We do expect the helicopter(s) to be in field more than at a fixed base.

Q.37. At the recent industry day, Phil Day (Director Operations) laboured the importance of our management processes, could the GLA elaborate on the background to this statement

A. When the contract has been awarded we will develop a Contract Management plan with the key KPI's identified as part of the tender process and agreed with the successful supplier. These will be managed and monitored over the term of the contract and this will form part of the monthly/bi-annual management team meetings

Q.38. Could the GLA describe the approach they use to define the budget for the forthcoming tender, including their approach to setting the risk value ?

A. We are still working though our should cost model, and this will be detailed with the tender documentation, including information regarding the risk value.

This will follow the Green Book business case in the process and approvals, and will follow an open book procedure

Q.39. Apologies but we are still not clear what you are actually really mean regarding the availability requirements. We think that this is probably due to the assumed impact of the statements. As an example, the 98% requirement is linked to a single aircraft by describing it as 'the primary helicopter' but we don't believe it is possible to maintain an H135 or similar type in just 2%, or indeed 5% of the year. So in practice, this implies two aircraft will be needed to meet this requirement. The same logic then applies to the 'secondary helicopter' so at face value, to meet this availability at least three helicopters are required. But the contract seems to be delivered using just two.

A. We are still working through our should cost model and information will be provided within the tender document which will define our requirements