



Ministry of **Transport**
TE MANATŪ WAKA

Request for Proposals

for International Air Freight Capacity

Addendum 30 March 2020

RFP released: 24 March 2020

New deadline for Questions: 4pm 31 March 2020

New deadline for Proposals: 12pm 3 April 2020

Ministry of Transport
3 Queens Wharf
Wellington

Extension to deadline

We have extended the deadline for proposals. Please see below for the revised dates. The updated RFP reflects these new dates.

Steps in RFP process:	Date:
Deadline for Questions from suppliers:	4pm, 27 Mar 31 March 2020
Deadline for the Ministry to answer suppliers' questions:	4pm, 28 Mar 1 April 2020
Deadline for Proposals:	12pm, 30 Mar 3 April 2020
Evaluation of Proposals	30 Mar – 5 Apr 4-11 April 2020
Interactive engagement with shortlisted Applicants	1-4 12-15 April 2020
Recommendations to Ministers	6 17 April 2020
Applicants notified of outcome:	7 18 April 2020
Final contract negotiations	8-9 18-19 April 2020
Anticipated Contract start date:	10 21 April 2020

Criterion 1: Proposed Solution to be scored at sub-criteria level

Section 3.3 of the RFP states that “Proposals that meet the pre-conditions above will be evaluated according to the following evaluation criteria. Scores will be given only for the headings numbered 1-6, not individual sub-components. Separate scores will be given for each route covered by the Proposal.”

Please note that Criteria 1: Proposed solution will be scored at a sub-criteria level, that is:

- type of goods
- counterfactual
- meeting demand
- designated capacity
- prioritisation policy
- market diversity, resilience and competitiveness

All other criteria (the remaining 4 route criteria, and the 1 non-route criteria) will be scored at a criteria level. The updated RFP reflects this change.

Additional background information

This section does not form part of the RFP but is for information only. Some applicants have contacted the Ministry to discuss the RFP. There are key themes that are emerging from these conversations that may be of interest to all Applicants [all references are to the response form]:

Freight to be carried

- A strong proposal will be one which includes clear commitments from customers for as much of the flight capacity as possible, for both inbound and outbound. The government does not want to fund empty flights.
- Our priority is for the freight to be critical imports (medical supplies and machinery parts) and high-value exports.
- In the short timeframe available to prepare an application, it may be difficult to understand the make-up of all import cargo.
- It may also be difficult to fill an entire aircraft with critical imports (volumes may be relatively low).
- There are two possible responses in these circumstances:
 - A strong commitment to making space available *on request* for critical imports (see bottom of page 17). These demands are arising now, and are likely to continue; and/or
 - A proposal which seeks funding solely or primarily for outbound flights carrying high-value exports, essentially treating the inbound flight as self-funding on a commercial basis.

Routes

- Where the proposal is for multiple routes, please prepare multiple Schedules (the part of the form beginning from page 11 onwards)
- Some proposals may have a number of different final destinations, but going through a common initial port (eg AKL – SYD - DXB , and AKL – SYD – HKL). It probably makes sense to prepare separate Schedules for each of these. However, there might be some instances where the rates and cargo are the same for multiple final destination ports, in which case they could be grouped on a single proposal – eg CHC – SIN – [5 different mainland China ports]. In this instance, please ensure you list all of those final destination ports (in this example, all of mainland China ports) so we have a clear understanding of the scope of your proposal.

Funding mechanism

- The Ministry proposes a conditional grant of a per kg subsidy (pages 4 and 15).
- While this is preferred, you may propose another method if you wish – such as an underwrite arrangement. If you wish to do so, please explain why you have proposed it.