UNITED STATES ARMY

U.S. ARMY AVIATION CENTER OF EXCELLENCE (AVCOE) AT FORT RUCKER

CALL FOR SOLUTIONS (CALL)

FOR

U.S. ARMY INITIAL ENTRY ROTARY-WING (IERW) FLIGHT TRAINING

FLIGHT SCHOOL NEXT (FSN) PROGRAM

W9113M25SC0060 / CALL 0001

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10 JULY 2025

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1. Introduction and Background

This Call for Solutions (Call) is being issued under the U.S. Army's Aviation Training Commercial Solutions Opening, W9113M25SC0060.

The Army's IERW Flight Training has been located at Fort Rucker for the past 50+ years and currently operates across four separate contracts that cover aircraft maintenance, instructor pilot services, flight simulation services, and aircraft logistics services. Over the past 20 years, AVCOE has trained between 980 and 1380 pilots annually. These numbers are required to ensure availability to fill advanced aircraft training seats for the AH-64E, UH-60M, CH-47F, C-12U and the Future Long Range Assault Aircraft. Currently, 50-54 aviators are inducted into the training pipeline every two weeks. The average student throughput is 1250 annually while the maximum student throughput in the past 10 Fiscal Years has been 1380 students annually.

The United States Army Aviation Center of Excellence (AVCOE) seeks a new and innovative approach for U.S. Army Initial Entry Rotary-Wing (IERW) Flight Training at Fort Rucker, Alabama. The AVCOE is pursuing a commercial, Contractor-Owned / Contractor-Operated (COCO), turnkey solution, to provide annual training for 900-1500 rotary wing pilots. The Period of Performance is 26 years. The awardee shall provide all services and equipment required to train pilots to the Army standard, similar to the Federal Aviation Administration's (FAA) commercial helicopter pilot certification, including supplying a single engine training aircraft, parts, maintenance, instructors (both academic and flight), and simulation (TADSS) if required. The Army will provide maintenance hangar space, ramp parking, parts storage space, training areas for training both FAA similar flight tasks (Private and Instrument ratings) and limited tactical tasks, office space, and academic classrooms.

2. Purpose of Flight School Next

The purpose of Flight School Next (FSN) is to produce an IERW common core graduate that can demonstrate a working knowledge of foundational skills and perform flight tasks proficiently while operating safely under VFR/IFR conditions in the National Airspace System and properly applying aircrew coordination principles as outlined in the Statement of Objectives (SOO). Each graduate will be proficient with terrain flight, terrain flight navigation, tactical flight mission planning, and familiar with multi-aircraft operations. See C4S Attachment 1 for specific tasks.

3. Objectives

The AVCOE's objective is to establish a focused, consistent, and sustainable long-term training contract that will provide a modern Adult Learning Model, maximizing innovation, efficiency, and technology to effectively train the next generation of Army Aviation Professionals. The model must increase the proficiency of Army aviators, using commercially available equipment

and instruction practices, allowing aviators to receive more flight training hours, and improve accountability in the training process while maximizing efficiency and aviator throughput. The Army will have a robust Quality Assurance (QA) program ensuring program standards are met. Therefore, the model must be flexible enough to expand and contract over annual periods as the need for pilots is adjusted by Army manning policies. The Army's pilots must be capable of operating in the national airspace, versed in both FAA and Army Regulations, knowledgeable in academic topics, proficient in all phase tasks and familiar with the multi-aircraft tasks, and prepared to successfully transition to their advanced Army aircraft (AH-64E/UH-60M/CH-47F/C-12U) (C4S Attachment 1).

Training shall be completed in a commercially available aircraft, selected by the contractor, that meets or exceeds the requirements outlined in C4S Attachment 1.

4. Requirements

The objectives and minimum requirements are outlined in C4S Attachment 1 – Statement of Objectives (SOO).

5. CSO Approach and Overview

CSO Purpose: The Army's Aviation Training CSO was issued in accordance with Defense Federal Acquisition Regulation Supplement (DFARS) Subpart 212.70 *Defense Commercial Solutions Opening*. The Army is now soliciting solution in response to this Call.

This Call may result in no, one, or more than one award to solutions for innovative, commercial technologies through multi-phased, competitive processes throughout 2027 or sooner.

NAICS Code and Associated Description:

611512	FLIGHT TRAINING (Primary)

Federal Agency Name and Contracting Officer Address: Army Contracting Command – Redstone Arsenal. Bldg. 5303, Sparkman Complex, Redstone Arsenal, AL 35898

Commercial Solutions Opening Number: [W9113M25SC0060]

Call for Solutions Opening Title: This is the Call for Solutions for the U.S. Army Initial Entry Rotary-Wing Flight Training – Flight School Next

Call Type: This will be a Three or Four-Step Call wherein the Army will evaluate solution responses during a specified period from the time of posting on the Army Point of Entry.

Submission Information

Phased Submission and Evaluation Process: This Call shall be conducted in three OR four phases as follows:

Submission POC: Documentation requested as a part of this Call shall be submitted electronically via www.sam.gov.

Phase 1: Quad Chart and Solution Brief: Quad Chart and Solution Brief shall be submitted electronically to www.sam.gov **NLT Friday, 31 October 2025, 1200 CDT**. Quad Chart and Solution Brief may be submitted at or before the specified period. Quad Charts and Solution Briefs received after specified date and time, will be considered late in accordance with Federal Acquisition Regulation (FAR) 52.212-1(f).

Interested offerors must submit Quad Charts and Solution Briefs in accordance with the instructions provided in this Call. Phase I submissions will be evaluated against criteria described in C4S Attachment 7 of this Call. All Quad Charts shall include the information indicated on the sample template in C4S Attachment 3.

The Solution Brief expands on the Quad Chart. Instructions for format and content are outlined in C4S Attachment 2.

Solution Brief and Quad Chart submissions shall be sent to the POCs listed in Section 6 of this document for review. All submissions shall be unclassified. The Army will not pay companies for the costs associated with Quad Chart or Solution Brief submissions.

Notification of Selection: As stated in the CSO, all offerors providing Phase I submissions will be contacted by the Army via email with one of the following messages:

a. the proposed solution brief/quad chart is not of interest to the Army,
b. a request to participate in a Phase II Presentation, or
c. a request to submit a Phase III Full Written Commercial Solutions Proposal.

Phase 2: Presentation (If Applicable): Presentation DUE DATE AND TIME: NOT AT THIS TIME/TBD. Some Offerors' Solution Briefs and Quad Charts may be selected for further consideration and Offerors will be invited to provide a live presentation. The Army reserves the right to limit the number of Offerors invited to make presentations. As such, an Offeror's solution may be selected for further consideration but will not be invited to present. The Army will not pay Offerors for costs associated with live or virtual presentations, unless otherwise stated in writing. The Army reserves the right to record any live presentations. The Army also reserves the right to bypass Phase 2 in its entirety.

Phase II submissions will only be accepted from offerors who upon review of Phase I submissions are requested by the Contracting Officer to provide a presentation session. In addition to the presentation, the Army may request an additional written submission to further supplement the information or provide clarification to the Phase I solution brief/quad chart. Instructions for Presentation format and content are outlined in C4S Attachment 4.

Note: The Army reserves the right to forgo Phase II and go directly to Phase III.

Presentations received after specified date and time will be considered late in accordance with FAR 52.212-1(f).

Phase 3: Request for Commercial Solution Proposal (Request for CSP): DUE DATE AND TIME: NOT AT THIS TIME/TBD**.** Offerors who submit a Quad Chart and Solution Brief and/or have provided a presentation (if applicable) of interest to the Army, may receive a request for a Written Commercial Solutions Proposal (CSP). Solutions received after specified date and time, will be considered late in accordance with FAR 52.212-1(f).

Phase III CSPs will only be accepted from offerors who upon review of either Phase I or Phase II submission, are invited by the Contracting Officer to submit a full Commercial Solutions Proposal (Technical, Cost, and PWS).

Phase 4: Site Visit with Flight Demonstration and Site Inspection: Site Visits will take place. DUE DATE AND TIME TBD. The Army may request a site visit with flight demonstration and site inspection to offerors that submit a CSP that are Recommended or Selectable.

Phase IV site visits with flight demonstration and site inspection, will only be requested from offerors who upon review of Phase I, Phase II and Phase III submission, are requested by the Contracting Officer. Phase IV will include an evaluation of the following areas, see C4S Attachment 6:

a. Quality and Safety Management Systems,
b. Facility and Equipment Requirements,
c. Flight Demonstration and
d. Management Team/Personnel

Type of Contract: The Army anticipates the award of a Fixed Price type contract in accordance with FAR Part 12 as a result of this Call. Offerors are encouraged to review FAR 52.212-4 and 52.212-5 for standard terms and conditions of a FAR Part 12 contract.

Anticipated Number of Awards: The Army anticipates making a single Indefinite Delivery, Indefinite Quantity (IDIQ) award under this Call; however, the Army reserves the right to make more than one award. Additional awards may be made at any time based on mission needs,

operational scaling requirements, and the availability of funding

Classified Information: Access to unclassified sensitive or classified information is not anticipated for awards under this Call. Offerors are encouraged to submit unclassified responses to simplify and expedite reviews and responses by the Army.

Proprietary Information: Solution briefs, presentations, and proposals containing data that is not to be disclosed to the public for any purpose or use by the Army except for evaluation purposes shall include the following general disclaimer on the cover page:

> *"This [select one: solution brief, Presentation, or Proposal] includes data that shall not be disclosed outside the government, except to non-government personnel for evaluation purposes, and shall not be duplicated, used, or disclosed - in whole or in part - for any purpose other than to evaluate this submission. If, however, an agreement is awarded to this company as a result of - or in connection with - the submission of this data, the government shall have the right to duplicate, use, or disclose the data to the extent agreed upon by both parties in the resulting agreement. This restriction does not limit the government's right to use information contained in this data if it is obtained from another source without restriction. The data subject to this restriction are contained in sheets [insert numbers or other identification of sheets]"*

Recommend marking (header or footer) for portions of business plans and/or technical information that are to be protected for a period of five years from Freedom of Information Act (FOIA) disclosure. Codified at 5 United States Code (U.S.C.) §552, FOIA provides that disclosure of certain types of information (i.e. trade secrets and commercial or financial information) is not required, and may not be compelled, for five years after the date on which the information is received by the Department of Defense.

NOTE: Foreign-Owned businesses may independently submit a solution or do so as part of a teaming arrangement with one or more United States-owned businesses. However, the ability to obtain an agreement based upon a submission may depend upon the ability of the Foreign-Owned business to obtain necessary clearances and approvals to obtain proscribed information.

Notice to Offeror(s)/Supplier(s): Funds are not presently available for this effort. No award will be made under this solicitation unless and until funds are available, and due to the nature of Government funding, there is a clear expectation of a need for incremental funding. The Army reserves the right to cancel this Call, either before or after the closing date. In the event the Army cancels the Call, the Army has no obligation to reimburse an offeror for any costs. The Army reserves the right to re-open a phase at any time.

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6. General Information

Points of Contact: All questions regarding this Call must be addressed to the FSN Mailbox:

i. Use the link: https://forms.osi.apps.mil/r/S7WiMJ7hpG
ii. Scan the QR Code:
iii. All available answers will be posted to SAM.gov

Proposal Submission: Upon request for a solution proposal by the Contracting Officer, offerors will have 30 calendar days to prepare and submit a proposal in accordance with the format and instructions in C4S Attachments 5-7.

Proposal Review, Evaluation and Selection Process: Each CSP will be evaluated by the Army and must stand on its own technical merit. Proposals will be evaluated in accordance with the evaluation criteria presented in this Call (C4S Attachment 7). The primary basis for selecting proposals for acceptance shall be the technical proposal, ability to meet schedule, and price. The Army evaluation and reviews will be conducted utilizing qualified Army personnel and (if necessary) convene panels of experts in the appropriate areas. In accordance with DFARS 212.7004 price shall be considered to the extent appropriate, but at a minimum, to determine that the price is fair and reasonable.

Proposals will not be evaluated against each other since they are not submitted in response to a common performance work statement or statement of work; therefore, each CSP has to stand on its own merits to meet the evaluation criteria.

Small Business Subcontracting Plan: Other Than Small Business Only: The offeror shall provide a Small Business Subcontracting Plan IAW FAR 52.219-9 Alternate II, FAR 52.219-8, Utilization of Small Business Concerns, DFARS 252.219-7003, Small Business Subcontracting Plan (DoD Contracts), and DFARS 252.219-7004, Small Business Subcontracting Plan (Test Program).

The Small Business Subcontracting Plan shall include all items identified in FAR 19.704(a)(1) through (15) (Subcontracting Plan Requirements), and FAR 52.219-9(d)(1) through (15) (Small Business Subcontracting Plan). The offeror's small business subcontracting plan shall include, but is not limited to, detailing the commitment/targets for each category of small business, veteran-owned small business, service-disabled veteran-owned small business, small disadvantaged business, HUBZone, and women-owned small business concerns. The plan shall describe for each category the total value subcontracted expressed in dollars and percentage of total subcontracted value if an individual subcontracting plan. The plan shall also state the extent and nature of work to be performed by small business concerns, the method used to develop goals, the method used to locate potential suppliers, if the goals include indirect costs (if so, describe the cost allocation method) and describe the efforts the offeror will make to

assure small businesses have an equitable opportunity to compete for subcontracts. The Small Business Subcontracting Plan will be assessed as part of responsibility and must meet the FAR and DFARS requirements prior to award of a contract. If the planned goals do not meet or exceed DoD Fiscal Year (FY) 25 subcontracting goals below, substantial explanation/rationale shall be provided. The plan shall also provide the name and duties of the contractor's subcontracting plan administrator.

Debriefing: The Army will conduct written, post-award debriefings upon request only in accordance with FAR 52.212-1(l) and will address the evaluation factors contained herein only. It will not include a comparison of submissions as in a FAR Based Solicitation and Evaluation method debrief as there is not a common Performance Work Statement (PWS).

7. Award Guidelines & Eligibility Requirements

Upon favorable review of technical, importance to the agency programs and funds availability, the Army anticipates a firm-fixed-price (FFP) award in accordance with FAR Part 12 Acquisition of Commercial Items or other authorities such as 10 U.S.C. 4022 or 10 U.S.C 4023. The Contracting Officer reserves the right to negotiate directly with the Offeror on the terms and conditions prior to execution of the resulting contract or agreement, including payment terms, and will execute the contract or agreement on behalf of the Army.

Award eligibility requirements –

An Offeror shall be registered in the System for Award Management (SAM) prior with a Unique Entity ID (UEI) and prior to submitting their Solutions Briefs and Quad Charts. Offerors are advised to commence SAM registration upon responding to a Call for Solutions.

An Offeror must also register in the prescribed Army invoice system (ex. Wide Area Work Flow) within 10 days of the award. The proposed solution must meet all the technical requirements and schedules as requested by the Army.

An Offeror must be determined to be responsible by the Contracting Officer and must not be suspended or debarred from award by the Federal Government nor be prohibited by Presidential Executive Order and/or law from receiving an award.

NOTE: The Army reserves the right to amend the Call as necessary amendments for emerging requirements and changes in authority occur. Offerors should monitor (www.sam.gov) for amendment postings to this Call.

8. THE RIGHT TO AWARD ALL, PART, OR NONE OF THE PROPOSALS RECEIVED

The U.S. Army reserves the right to award to all, part, or none of the proposals received.

9. ATTACHMENTS:

C4S ATTACHMENT 1: Statement of Objectives (SOO)
C4S ATTACHMENT 2: Phase I Solution Brief Format and Instructions
C4S ATTACHMENT 3: Phase I Quad Chart Format
C4S ATTACHMENT 4: Phase II Presentation Format
C4S ATTACHMENT 5: Phase III Commercial Solution Proposal (CSP) Format
C4S ATTACHMENT 6: Phase IV Site Visit with Flight Demonstration and Site Inspection
C4S ATTACHMENT 7: Evaluation Criteria and Selection Process

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C4S ATTACHMENT 1: Statement of Objectives (SOO)

1. Project Title

U.S. Army Flight School Next (FSN)

2. Introduction

The United States Army Aviation Center of Excellence (AVCOE) is seeking a new and innovative approach for U.S. Army Initial Entry Rotary-Wing (IERW) Flight Training located at Fort Rucker, Alabama to train between 900 and 1500 Aviation Pilots each year. The AVCOE is pursuing a Contractor-Owned Contractor-Operated (COCO), all inclusive, turnkey solution. The U.S. Army is looking for solutions and methodologies that cover contractor-provided aircraft, aircraft parts, aircraft maintenance, academic instruction, flight instruction, Training Aids and Devices, Simulation, and Simulators (TADSS) if required.

3. Background

The U.S. Army IERW Flight Training has been located at Fort Rucker for the past 50+ years and currently operates across four separate contracts covering airframe maintenance, instructor pilots, airframe parts, and simulation training, requiring the Government to be the lead service integrators. Over the past 20 years, AVCOE has trained between 980 and 1380 pilots annually. The maximum student throughput in the past 10 Fiscal Years has been 1380 students annually.

Students generally train during two concurrent sessions (AM/PM or PM/N1) with flight occurring during one session and academics during the other.

4. Objectives

The AVCOE seeks an innovative method to provide a modern adult learning model maximizing innovation, efficiency and technology to more effectively train the next generation of Army Rotary-Wing Aviation Professionals. The model must maximize efficiency and throughput while increasing aviator proficiency. The model must be flexible enough to expand and contract over annual periods as the need for pilots is adjusted by U.S. Army manning policies. These pilots must graduate from this program to ensure availability to fill advanced airframe training seats for the AH-64E, UH-60M, CH-47F, C-12U and the Future Long Range Assault Aircraft. Currently this equates to inducting 50-54 aviators every two weeks. The overall objective is to create a new pilot capable of operating in the national airspace, versed in both FAA and Army Regulations, knowledgeable in academic topics (SOO Attachment 1), proficient (evaluated) in all phase tasks and familiar with the multi-aircraft task (SOO Attachment 1), and prepared to be successful as they transition to their U.S. Army airframe (AH-64E/UH-60M/CH-47F/C-12U). Training shall be completed in a COCO aircraft, selected by the contractor, that meets or exceeds the requirements outlined in SOO Attachment 2.

5. Scope of Problem

The mission of the selected contractor for Flight School Next (FSN) is to produce an IERW common core graduate that is able to demonstrate a working knowledge of foundational topics and perform flight tasks to established flight standards while applying aircrew coordination principles as outlined in SOO Attachment 1. Each graduate will be proficient in all tasks as detailed in SOO Attachment 1, with the exception of familiarization with multi-aircraft operations. Contractor provided Operator Manuals and Checklists will be in the same format and use similar terms to the U.S. Army standard for the AH-64E, UH-60M, and CH-47F.

The following are the minimum hours / requirements for each phase of flight training:

Phase I: Similar to FAA Private Pilot Helicopter

- 26 flight hours must be with a qualified instructor, which shall include 3 hours cross-country and 3 hours night flight.
- 10 flight hours of solo flight, which shall include a minimum of 3 hours single pilot.

Phase II: Similar to FAA Instrument Rating (Helicopter)

- 50 flight hours of cross-country
- 40 hours must be actual weather (IMC) or using a vision restricting device during instrument flight

Phase III: Tactical Flight Training

- 45 hours of flight time
- 3-weeks academics
- 15 flight hours of reinforcement of 3a. tasks
- 30 flight hours of proficiency in 3b. tasks and familiarization of the 3c. task (SOO Attachment 1).

For reference, the computation of student flying time will begin when the helicopter lifts off the ground. Flying time ends when the aircraft has landed, and the engines are stopped or the flying crew changes (AR 95-1 paragraph 2-7).

Note: Students with prior rotary wing qualifications may advance to Phase 2 or Phase 3 based on USG evaluation.

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6. Performance objectives

To provide AVCOE with the following:

Program Management Requirements

1. Transition services that include:
    (a) onboarding and qualifying instructor pilots,
    (b) onboarding maintenance and oversight staff,
    (c) acquiring airframes,
    (d) acquiring an initial supply of maintenance items,
    (e) preparing facilities on Ft. Rucker, and
    (f) creating a student training schedule.
2. On-sight program management and oversight services to act lead liaisons to the Government.
3. Insurance on airframes and personnel against damage, or harm while performing training services for the Government.
4. Establishing codes of conduct for contractor personnel including:
    - Appearance and dress code
    - acceptable behaviors, and
    - methods of personnel evaluation, selection and termination.
5. The Contractor shall participate in all Quality Assurance (QA) program reviews ensuring program standards are met.

Training Requirements

- Flight training to execute the U.S. Army's Initial Entry Rotary-Wing flight training course to approximately 1,250 students annually.
- Capabilities and per student pricing to include contingencies of up to a 250 student increase or up to a 350 student decrease.
- The capability to train English speaking Foreign Military Students (FMS) which comprise approximately 10% of the student load.
- The capability to incorporate approximately a 7% student set back rate (medical, evaluation failures, etc.).
- Supplemental training using training aids such as virtual reality systems may be utilized; however supplemental training will not reduce the required flight hours.
- 15 hours of Flex-Flight-Time (FFT) per class to be used when identified.
- Student pilots will have a working knowledge of academic topics and proficient performance of flight tasks for each phase of training using an acceptable aircraft in accordance with the standards of an Aircrew Training Manual (ATM) developed for the chosen training helicopter.
- Offerors will provide training course outlines for each phase of training similar to FAA Part 141.

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- The Contractor shall use the Graduate/Training Integration Management System (G/TIMS) USAF program of record known in the U.S. Army as the Aviation Resource Training System (ARTS) for tracking student training.

Helicopter Requirements

- Turbine Single-Engine
- Counterclockwise rotating rotor system
- Contractor owned helicopters will be designated as public use.
- See Training Helicopter Requirements (SOO Attachment 2).

Personnel Requirements

- Phase III instructors shall have terrain flight planning, terrain flight, Nap-Of the-Earth (NOE) all modes, and multi-aircraft formation flight experience.
- Contractor instructors shall not have daily student number limitations.
- Contractor shall provide initial qualification training of both contract Instructor Pilots and Government personnel. Contractor airframes will be used for evaluations (students and contract instructors), follow-on QAE qualification purposes, and other AVCOE personnel designated to fly the training helicopter.
- Contractor provided flight hours for government personnel not to exceed 3,000 hours annually.

Maintenance Requirements

- The Contractor shall recover aircraft due to weather, maintenance, etc.
- Aircraft maintenance and repairs will be performed IAW OEM specifications and FAA requirements.
- Adherence to all installation, state, and federal environmental requirements are the responsibility of the contractor.

7. Operating Constraints

The contractor shall provide services under the following constraints:

- The U.S. Army will provide maintenance hangar space, ramp parking, parts storage space, training areas for both FAA similar flight tasks (Private and Instrument ratings) and limited tactical tasks, office space, and academic classrooms. See SOO Attachment 3 – Government Provided Facilities. The U.S. Army will also offer aviation fuel at Defense Logistics Agency (DLA) pricing.
- The contractor shall conduct training between the core hours of 0600 and 2400 (Central Time) seasonally adjusted, Monday through Friday, except Federal holidays or when the Government facility is closed due to local or national emergencies, administrative closings, or similar Government-directed facility closings.

- Saturday flight periods are conducted when students are behind in training due to weather or maintenance to meet current capacity numbers. Sunday is a non-flying period reserved for maintenance.
- AVCOE suspends training during federal holidays. See SOO Attachment 4 for a typical holiday/DONSA schedule, which varies annually and may/may not reflect specific dates.
- AVCOE conducts up to two Safety Days each year. Student training is not conducted on Safety Days. The Contractor shall conduct Safety activities for their personnel on these days. Safety Days are not included in the training schedule; therefore, the Contractor will have to make up the training time.
- Flight Line. The Contractor shall adhere to the crew rest policies using the guidelines established in AR 95-1, AR 95-20 and current AVCOE regulations and guidance.

8. Deliverables

If selected for CSP, offeror shall include the following:

- Asset Acquisition Plan and Timeline
- Standards of Personal Appearance and Conduct
- Training Standardization Plan
- Quality Control Plan
- Safety Program Plan
- Plan to Use and Control Proficiency-Based Course
- Proof of Insurance
- Contract proposed cost per year for 26 years
- Statement of Work

9. Place of performance

Fort Rucker, Cairns Army Airfield, Shell Army Heliport, Stagefields, Remote Training sites, and the Local Flying Area (LFA).

10. Delivery schedule

The contractor will maintain the capability to successfully initiate classes for flight training (currently 50-54 students every two weeks).

11. Transition Plan

One-year phase-in and not to exceed four additional years to transition to a full contractor-operated flight program inclusive of all services to be provided.

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12. Attachments

- SOO Attachment 1: Phase Task List
- SOO Attachment 2: Training Helicopter Requirements
- SOO Attachment 3: Government Provided Facilities
- SOO Attachment 4: Example AVCOE FY26 Holiday and DONSA Memo

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C4S ATTACHMENT 1: Statement of Objectives (SOO)

SOO Attachment 1: Phase Task List

A. Phase Task List Instructions

Academic subjects will be introduced, reinforced and evaluated using proven methodologies. Use of technology enablers is highly favored to maximize retention and enable the student to achieve the highest level of learning.

Flight tasks selected for each phase will be introduced appropriately allowing students to practice while correct performance is reenforced. Students will be evaluated using the required standards for their appropriate hour level. Use of technology enablers such as desktop trainers may be used to reinforce procedural proficiency but shall not count towards the students' flight time requirements. Only time logged using flight training devices accredited by the AVCOE Directorate of Simulation (IAW AR 95-1 and AR 5-11) shall be used to give students credit for additional flight time (above minimum requirements).

Flight tasks that are performed in multiple modes of flight will be introduced and evaluated accordingly for the specific mode of flight (Day, Night, Instrument, Terrain Flight).

Terrain flight tasks listed in phase III shall be introduced, trained, and evaluated by an Instructor proficient in terrain flight planning, terrain flight, nap-of-the-earth (NOE) all modes, and multi-aircraft formation flight experience.

Basic Multi-Aircraft Operations shall be introduced and practiced as a familiarization only task requiring no formal evaluation of proficiency.

B. Phase I: Primary Academic Topics and Required Aeronautical Knowledge

1	Applicable Federal Aviation Regulations of this chapter that relate to private pilot privileges, limitations, and flight operations.
2	Accident reporting requirements of the National Transportation Safety Board.
3	Use of the applicable portions of the ''Aeronautical Information Manual'' and FAA advisory circulars.
4	Use of aeronautical charts for VFR navigation using pilotage, dead reckoning, and navigation systems.
5	Radio communication procedures.
6	Recognition of critical weather situations from the ground and in flight, windshear avoidance, and the procurement and use of aeronautical weather reports and forecasts.
7	Safe and efficient operation of aircraft, including collision avoidance, and recognition and avoidance of wake turbulence.

8	Effects of density altitude on takeoff and climb performance.
9	Weight and balance computations.
10	Principles of aerodynamics, powerplants, and aircraft systems.
11	Aeronautical decision making and judgment.
12	Preflight action that includes how to obtain information on runway lengths at airports of intended use, data on takeoff and landing distances, weather reports and forecasts, and fuel requirements.
13	Preflight action that includes how to plan for alternatives if the planned flight cannot be completed or delays are encountered.
14	Loss of Tailrotor Authority (LTA) / Loss of Tailrotor Effectiveness (LTE)

C. Phase I: Primary Flight Tasks

1	**PREFLIGHT PREPARATION**
	CERTIFICATES AND DOCUMENTS
	AIRWORTHINESS REQUIREMENTS
	WEATHER INFORMATION
	CROSS-COUNTRY FLIGHT PLANNING
	NATIONAL AIRSPACE SYSTEM
	PERFORMANCE AND LIMITATIONS
	OPERATION OF SYSTEMS
	AEROMEDICAL FACTORS
2	**PREFLIGHT PROCEDURES**
	PREFLIGHT INSPECTION
	COCKPIT MANAGEMENT
	ENGINE STARTING AND ROTOR ENGAGEMENT
	BEFORE TAKEOFF CHECK
3	**AIRPORT AND HELIPORT OPERATIONS**
	RADIO COMMUNICATIONS AND ATC LIGHT SIGNALS
	TRAFFIC PATTERNS
	AIRPORT/HELIPORT RUNWAY, HELIPAD, AND TAXIWAY SIGNS, MARKINGS, AND LIGHTING
4	**HOVERING MANEUVERS**
	VERTICAL TAKEOFF AND LANDING
	SLOPE OPERATIONS
	HOVER TAXI
	AIR TAXI
5	**TAKEOFFS, LANDINGS, AND GO-AROUNDS**
	NORMAL AND CROSSWIND TAKEOFF AND CLIMB

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	NORMAL AND CROSSWIND APPROACH
	MAXIMUM PERFORMANCE TAKEOFF AND CLIMB
	STEEP APPROACH
	ROLLING TAKEOFF
	CONFINED AREA OPERATION
	SHALLOW APPROACH AND RUNNING LANDING
	GO-AROUND
6	**PERFORMANCE MANEUVERS**
	RAPID DECELERATION
	STRAIGHT IN AUTOROTATION
	180° AUTOROTATION
7	**NAVIGATION**
	PILOTAGE AND DEAD RECKONING
	NAVIGATION SYSTEMS AND RADAR SERVICES
	DIVERSION
	LOST PROCEDURES
8	**EMERGENCY OPERATIONS**
	POWER FAILURE AT A HOVER
	POWER FAILURE AT ALTITUDE
	SYSTEMS AND EQUIPMENT MALFUNCTIONS
	SETTLING-WITH-POWER
	LOW ROTOR RPM RECOVERY
	ANTITORQUE SYSTEM FAILURE
	LOSS OF TAILROTOR EFFECTIVENESS/AUTHORITY (LTE/LTA)
	DYNAMIC ROLLOVER
	GROUND RESONANCE
	LOW G CONDITIONS
	EMERGENCY EQUIPMENT AND SURVIVAL GEAR
9	**NIGHT OPERATION**
	NIGHT PREPARATION
10	**POST-FLIGHT PROCEDURES**
	AFTER LANDING AND SECURING

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D. Phase II: Instrument Academic Topics and Required Aeronautical Knowledge

1	Federal Aviation Regulations of this chapter that apply to flight operations under IFR.
2	Appropriate information that applies to flight operations under IFR in the ‘‘Aeronautical Information Manual’’.
3	Air traffic control system and procedures for instrument flight operations.
4	IFR navigation and approaches by use of navigation systems.
5	Use of IFR enroute and instrument approach procedure charts.
6	Procurement and use of aviation weather reports and forecasts and the elements of forecasting weather trends based on that information and personal observation of weather conditions.
7	Safe and efficient operation of aircraft under instrument flight rules and conditions.
8	Recognition of critical weather situations and windshear avoidance.
9	Aeronautical decision making and judgment.
10	Crew resource management, including crew communication and coordination.

E. Phase II: Instrument Flight Tasks

1	**PREFLIGHT PREPARATION**
	PILOT QUALIFICATIONS
	WEATHER INFORMATION
	CROSS-COUNTRY FLIGHT PLANNING
2	**PREFLIGHT PROCEDURES**
	AIRCRAFT SYSTEMS RELATED TO IFR OPERATIONS
	AIRCRAFT FLIGHT INSTRUMENTS AND NAVIGATION EQUIPMENT
	INSTRUMENT COCKPIT CHECK
3	**AIR TRAFFIC CONTROL CLEARANCES AND PROCEDURES**
	AIR TRAFFIC CONTROL CLEARANCES
	COMPLIANCE WITH DEPARTURE, ENROUTE AND ARRIVAL PROCEDURES AND CLEARANCES
	HOLDING PROCEDURES
4	**FLIGHT BY REFERENCE TO INSTRUMENTS**
	BASIC INSTRUMENT FLIGHT MANEUVERS
	RECOVERY FROM UNUSUAL FLIGHT ATTITUDES
5	**NAVIGATION SYSTEMS**
	INTERCEPTING AND TRACKING NAVIGATION SYSTEMS AND DME ARCS
6	**INSTRUMENT APPROACH PROCEDURES**
	NONPRECISION APPROACH
	PRECISION APPROACH

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	MISSED APPROACH
	CIRCLING APPROACH
	LANDING FROM A STRAIGHT IN OR CIRCLING APPROACH
7	**EMERGENCY PROCEDURES**
	LOSS OF COMMUNICATION
	LOSS OF PRIMARY FLIGHT INSTRUMENT INDICATIONS
8	**POSTFLIGHT PROCEDURES**
	CHECKING INSTRUMENTS AND EQUIPMENT

F. Tactical Flight Training Required Academic Topics

1	AVIATION MEDICINE / AEROMEDICAL
2	SPATIAL DISORIENTATION
3	ARMY AVIATION DOCTRINE / REGULATIONS AND PUBLICATIONS
4	AVIATION BRANCH OPERATIONS SOP AND AVIATION HANDBOOK
5	EMERGENCY RESPONSE METHOD - FRC TRAINING
6	AIRCREW TRAINING PROGRAM REQUIREMENTS
7	AIRCREW COORDINATION TRAINING - INITIAL QUALIFICATION
8	AIRCRAFT PERFORMANCE PLANNING
9	AVIATION MISSION PLANNING SOFTWARE
10	TACTICAL FLIGHT MISSION PLANNING
11	TERRAIN FLIGHT OPERATIONS

G. Phase III: Tactical Flight Training Introduction to Mission Tasks

3A	**VMC / IMC MISSION PLANNING & EXECUTION**
	PARTICIPATE IN A CREW MISSION BRIEF
	PLAN A VFR FLIGHT
	PLAN AN IFR FLIGHT
	PREPARE AIRCRAFT PERFORMANC PLANNING CARD
	VERIFY AIRCRAFT WEIGHT AND BALANCE
	OPERATE MISSION PLANNING SYSTEM
	OPERATE AVIATION LIFE SUPPORT EQUIPMENT
	PERFORM PREFLIGHT INSPECTION
	BEFORE STARTING THRU BEFORE LEAVING HELICOPTER CHECKS
	MAINTAIN AIRSPACE SURVEILLANCE
	PERFORM HOVER POWER CHECK
	PERFORM RADIO COMMUNICATION PROCEDURES
	PERFORM HOVERING FLIGHT
	PERFORM GROUND / HOVER TAXI

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	PERFORM VMC TAKEOFF
	PERFORM FUEL MANAGEMENT PROCEDURES
	PERFORM VMC FLIGHT MANEUVERS
	PERFORM VMC APPROACH
	PERFORM SLOPE OPERATIONS
	RESPOND TO EMERGENCIES (ACADEMIC: ERM / FADEC-F)
	PERFORM AUTOROTATION
	PERFORM EMERGENCY EGRESS
	PERFORM INSTRUMENT MANEUVERS
	PERFORM INSTRUMENT TAKEOFF
	PERFORM HOLDING PROCEDURES
	PERFORM NON-PRECISION APPROACH
	PERFORM PRECISION APPROACH
	PERFORM UNUSUAL ATTITUDE RECOVERY
	RESPOND TO INADVERTANT INSTRUMENT METEROLOGCAL CONDITIONS
	PERFORM REFUELING OPERATIONS
	OPERATE AIRCRAFT DISPLAYS
	PARTICIPATE IN CREW-LEVEL AFTER ACTION REVIEW
3B	**MISSION PLANNING & EXECUTION**
	PERFORM TACTICAL FLIGHT MISSION PLANNING
	PERFORM TERRAIN FLIGHT NAVIGATION
	PERFORM TERRAIN FLIGHT
3C	**MULTI-AIRCRAFT FORMATION**
	PERFORM BASIC MULTI-AIRCRAFT FORMATION OPERATIONS

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C4S ATTACHMENT 1: Statement of Objectives (SOO)

SOO Attachment 2: Training Helicopter Requirements

Training Helicopter Requirements					
Key System Attribute	**Production Threshold**	**Production Objective**	**Phase I**	**Phase II**	**Phase III**
Aircraft Engine	Aircraft will be single turbine engine with enough power margin to meet all other listed Key System Attributes	Objective = threshold	X	X	X
Flight Performance KPP	HOGE – max mission GW, DA 3500, 17 kt wind speed		X	X	X
	Range – 180nm (2 hrs + 30 min res)	Objective = 270 nm	X	X	X
	Endurance – 2.0 hr + 30 min res at 90 KTAS	Objective = 3.0 hrs + 30 min res	X	X	X
	Cruise Airspeed = 90 KTAS		X	X	X
	>500 fpm VROC at Max Gross Weight		X	X	X
Autorotation and Recovery	Safe autorotational attributes with no detrimental effects	Objective = threshold	X	X	X
Run-on Landing Capability	The aircraft shall be capable of performing running landings to hard surface or sod	Objective = threshold	X		
Slope Landing	The aircraft shall be capable of performing slope landings, up to 6 deg cross slope and up to 5 deg nose up/down	The aircraft shall be capable of performing slope landings, up to 8 deg cross slope and up to 5 deg nose up/down			X
Hydraulic System	Assured ability for continued safe flight in the event of a hydraulic system failure if hydraulics are inherent to the system.	Objective = threshold	X	X	X
Flight and Power Controls	The aircraft shall be equipped with independent dual controls (cyclic, collective, and antitorque pedals) with the ability to place the single engine at idle nearly instantaneously.	Objective = threshold	X	X	X
Wind Effects	The aircraft shall be able to start-up and shut-down in up to 35 kt winds with up to 20 knot gust spread without incurring damage	Objective = threshold	X	X	X
Aircraft Operability	Single pilot operable, dual flight controls	Objective = threshold	X	X	X
Flight Control Adjustment	Adequate adjustment in flight control position	Objective = threshold	X	X	X
Platform Crew Capacity	The aircraft shall be able to accommodate a minimum crew of three	Crew of four	X	X	X
Crew Weight Retrictions	>=250lbs per crewmember	>=300lbs per crewmember	X	X	X
Cockpit and Cabin Lighting	Meet FAR requirements for lighting.	Objective = threshold	X	X	X
Exterior Lighting	Day/night position and anti-collision lighting (Strobe Lighting), landing light	Objective = threshold	X	X	X
Interior Lighting	Capable of night unaided flight	Objective = threshold	X	X	X
Interior Lighting	NVG compatible	Objective = threshold			X
Crashworthy Seats	Seating that enhances crew survivability during crash, with seat, pedals or both adjustable to accommodate the 98th percentile.	Adjustable tilt axis	X	X	X
Crashworthy Fuel System	The aircraft shall be equipped with a crashworthy fuel system.	Objective = threshold	X	X	X
Restraint Harness	Four strap, single point release system for all crew members	Five strap, single point release system for all crew members	X	X	X
FAA Certified	The aircraft shall be FAA certified to operate during day and night under VFR in VMC in the NAS prior to (prior to beginning student training)	Objective = threshold	X		X
FAA Certified	The aircraft shall be FAA certified to operate during day and night under IFR in IMC in the NAS prior to (prior to beginning student training)	Objective = threshold		X	
Navigation Equipment	See Navigation Table	Objective = threshold	See Navigation Table		
System Required for Flight	The aircraft shall meet all applicable equipment requirements as identified in Table 5-2 of AR 95-1.	Objective = threshold	X	X	X
Aircraft Durability	Drive train, landing gear, avionics, and airframe strength and resiliency sufficient to withstand repeated and high volume training use associated with ground contact maneuvers	Objective = threshold	X		
Communication Suite	UHF-AM	Intercom System with VOX	X	X	X
	VHF-AM (both military and civilian banded freq's)		X	X	X
	VHF-FM		X	X	X
	Three independent Internal Intercom System, compatible with Army flight helmets (Currently the HGU-56)		X	X	X
VFR / IFR Navigation	Appropriate systems to allow navigation in VMC/IMC, depending on training phase.	Objective = threshold	X	X	X
Publications	Operators manual, Checklist and Flight Reference cards will be formated per DA PAM 738-751. Provide ATM development assistance based on training helicopter chosen.	Objective = threshold	X	X	X
Wirestrike Protection	For terrain flight aircraft specifically	Objective = threshold			X

Additional Performance Attribute	**Production Threshold**	**Production Objective**	**Phase I**	**Phase II**	**Phase III**
Crew Visibility	Combined pilot/copilot station visibility of 300 deg horizontal, 90 deg up, and 60 deg down with minimum obstruction to visibility	Non-Flying Student can observe instrumentation from their station	X	X	X
Electrical Power and Capacity	The aircraft shall use a common primary electrical power source, with 25% excess capacity (growth capability)	Objective = threshold	X	X	X
Fuel / Refueling	The aircraft shall be compatible with standard aviation turbine fuels and standard commercial/military fueling/defueling equipment.	Objective = threshold	X	X	X
Crew Equipment Stowage	Sufficient space for stowage of critical crew equipment	Objective = threshold	X	X	X
Moving Map	Multiple scale capable: 3m. imagery, 1:50,000 special raster, 1:250,000 JOG, 1:500,000 VFR sectional, enroute Low Altitude chart.	Objective = threshold	X		X
Enviromental Control	Ambient Air temp for crewmembers and avionics -20 degrees F differential from Outside Air Temperature.	Air Conditioning and/or Removable Cockpit Doors	X	X	X
Anti-Ice/De-Ice	trace/light capable	Objective = threshold	X	X	X
Aircraft Instrumentation	Digital instrumentation	MFD	X	X	X

Navigation Table					
Key Navigation Equipment	**Production Threshold**	**Production Objective**	**Phase I**	**Phase II**	**Phase III**
Transponder	Mode S Transponder, ADSB in & out	Dynamic COP	X	X	X
Navigation Radios	VOR/ILS	Objective = threshold		X	
GPS Navigation	RNAV Capable, WAAS, DAFIF subscription	SBAS (future gernational WAAS)		X	
ADF NOT REQUIRED					

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C4S ATTACHMENT 1: Statement of Objectives (SOO)

SOO Attachment 3: Government Provided Facilities

LOCATION	BLDG #	DESCRIPTION	PRIMARY QUANTITY Sq Ft	REMARKS
Cairns	30102	OPEN STR INST	650	90 day hazmat site
Cairns	30104	AC MAINT HGR	35,392	Hangar, Office, and Storage
Cairns	30106	AC MAINT HGR	42,000	Hangar, Office, and Storage
Cairns	30107	ADMIN GEN PURP	5,246	Office/ Admin Space
Cairns	30112	LAB/TESTBLDG (ADMIN GEN PURP)	2,525	Office/ Admin Space
Cairns	30136	STORAGE GP INST	2,400	Storage
Cairns	30160	FLAM MAT STR IN	2,400	Flammable Material storage
Cairns	30300	AC MAINT HGR	95,876	Hangar, Office, and Storage
Cairns	30304	STORAGE GP INST	4,000	Storage
Cairns	30335	CENT WASH FAC	6,548	AC Wash Rack Bldg 30300
Cairns	30400	STORAGE GP INST	5,740	Storage
Cairns	30700	FLAM MAT STR IN	8,110	Flammable storage
Carins	30705	VEH MAINT SHOP	3,960	Equipment Maintenance facility
Cairns	30770	LOADING DOC	1,106	
Cairns	30800	Office Space		110th/1-223rd
Cairns	3205	CLASSROOM		110th/1-223rd
Shell	60104	AC MAINT HANGAR	13,471	Hangar, Office, and Storage
Shell	60105	AC MAINT HANGAR	13,471	Hangar, Office, and Storage
Shell	60106	FLAM MAT STR IN	120	Flammable Material storage
Shell	60127	AC PARTS STR	6,400	Material /Parts Storage
Shell	60129	VEH MAINT SHOP	3,675	Veh/GSE Maint
Shell	60143	CENT WASH FAC	2,647	Covered wash rack
Shell	LAMMS-A	MAINTENANCE SHELTER	14,600	Non permanent Maintenance Shelter (Not considered real property)
Shell	60116			110th/1-223rd
Shell	60128	UNK		110th/1-223rd

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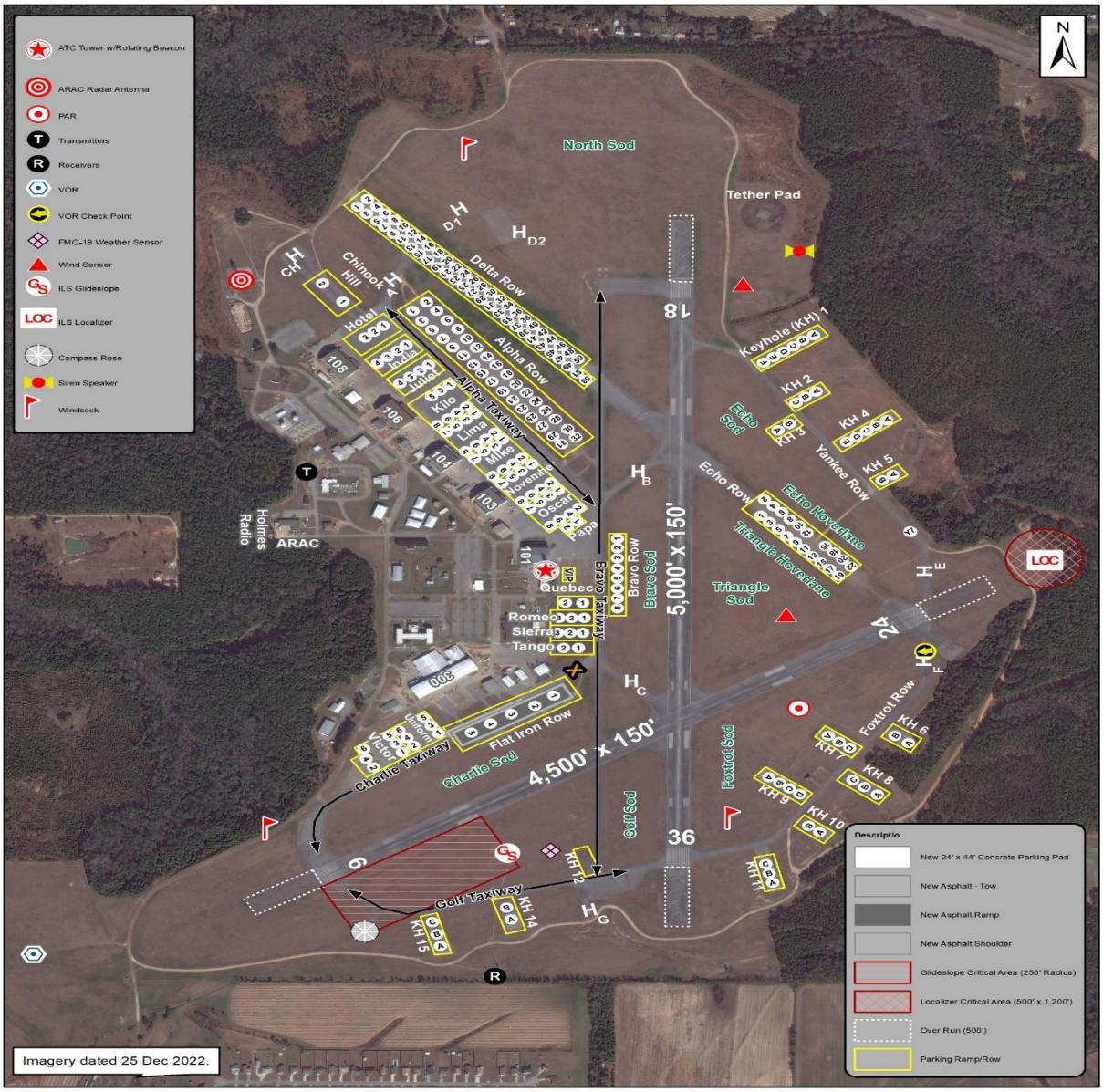
Cairns Airfield Diagram



Shell Airfield Diagram

SOO Attachment 4: Holiday and DONSA Schedule

1. The AVCOE and Fort Rucker FY26 holiday schedule follows:

a. Public holiday observances:

Columbus Day	13 October 2025
Veterans Day	11 November 2025
Thanksgiving Day	27 November 2025
Christmas Day	25 December 2025
New Year's Day	01 January 2026
Martin Luther King, Jr. Day	19 January 2026
President's Day	16 February 2026
Memorial Day	25 May 2026
Juneteenth National Independence Day	19 June 2026
Independence Day (observed)	03 July 2026
Labor Day	07 September 2026

b. Days of No Scheduled Activities (DONSA):

Friday after Thanksgiving	28 November 2025
Friday after Christmas Day	26 December 2025
Friday after New Year's Day	02 January 2026
TRADOC Spring Holiday	03 April 2026
Friday before Memorial Day	22 May 2026
Monday after Independence Day	06 July 2026
Friday before Labor Day	04 September 2026

2. The AVCOE holiday season is 20 December 2025 - 03 January 2026. Staff offices will remain operational half or full day based on the supervisor's discretion and mission requirements throughout the holiday period. The exception is that offices will be closed for the holiday observance 25 December 2025 and 01 January 2026. Manning may be reduced depending on mission requirements. Each Commander/Staff Principal is responsible for managing staffing of their organization. Follow Army regulations and civilian labor agreements in planning/executing holiday work schedules. Army Civilian Professionals must be in an approved leave status when they are not on duty during the holiday period.

3. To ensure safe and enjoyable holiday periods, supervisors will conduct pre-holiday safety briefings.

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4. In order to facilitate the IERW Optimization training plan, the following Saturdays will be designated training days for IERW Common Core FY25 classes ONLY. 110th Aviation Brigade will notify AVCOE G3 NLT 1000 on the Thursday prior to the following Saturday training days if aircraft or simulators will NOT be required for training.

a. Saturday training days for IERW Optimization:

IERW Realignment for 13 October holiday	18 October 2025
IERW Realignment for 11 November holiday	15 November 2025
IERW Realignment for 27 November holiday	06 December 2025
IERW Realignment for 19 January holiday	24 January 2026
IERW Realignment for 16 February holiday	21 February 2026

5. Unit Closure Reports will be sent NLT 1700 hours on the first duty day upon returning to work to the following personnel: CG, DC, CoS, Branch CSM, G-3, and the G-3's SGM.

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C4S ATTACHMENT 2: Phase I Solution Brief Format and Instructions

1. Guidelines:

Unnecessarily elaborate brochures or proposals are not desired.

When applicable, use of a diagram(s) or figure(s) to depict the essence of the proposed solution is strongly encouraged.

Technical data with military application may require approval, authorization, or license for lawful exportation.

Questions regarding the objectives or preparation of the solution brief should be addressed to the POCs listed in the Call.

Submissions must be submitted electronically.

Entities submitting solution briefs that are not chosen for the Presentation phase or the CSP phase will be notified as soon as practicable. Further verbal feedback may be provided, upon request, at the Contracting/Agreements Officer's discretion.

2. Submission Instructions, Phase I:

Solution briefs must include the following:

Offeror Name, Title, Date, Point of Contact Name, E-Mail Address, Phone, and Address.

Specifically identify the Call for which the solution brief is submitted.

Executive Summary: Provide an executive summary of the solution. (This is not included in the two (2) written page limit).

Concept: Show and/or describe how your proposed solution or potential new capabilities represent an application of innovative commercial products, innovative commercial technologies and services or adaptations/modifications of existing commercial product technologies and services to the Call. Describe the unique aspects of your technology and the proposed work as it relates to the Call. Identify whether the effort includes a demonstration of existing commercial technology (identified as commercially ready and viable technology) or experimental technology. If development or adaptation is proposed, identify a suggested path to mature the technology. If applicable, identify aspects of your solution, to include date and software, which may be considered proprietary.

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Price: Provide a rough order of magnitude price for the proposed solution and include desired payment terms.

NOTE: The title page does not count against page limit.

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C4S ATTACHMENT 3: Phase I Quad Chart Format

Unless otherwise stated on the subject Call, the responding Quad Charts should address each area within the provided Quad Charts and shall not exceed 10 MS PowerPoint Slides. Quad Chart Solution Brief shall not exceed five (5) single-sided typed pages using 12-point font.

Flight School Next Aircraft/IPs

Aircraft Make/Model

1. What aircraft make and model is proposed?
2. How many aircraft will you propose (estimate)?
3. IFR Certified, if not, timeline?
4. Visibility/Communication for non-flying crewmember.

Sustainment/Logistics

1. What is the maintenance sustainment plan to meet the daily student requirements?
2. Long-term heavy maintenance/ sustainment plan.
3. Experience with sustainment and logistics.

Fielding Plan

1. What is your annual production/acquisition capacity?
2. Describe your phase-in plan?
3. When can you have aircraft available?

Surge/Reductions

1. How will you address surge/reduction to include lead time to execute (+250, -350)?
2. Recruiting and retention of employees.

Flight School Next Training

Concept

1. Describe your teams experience with rotary wing training?
2. What is your proposed student academic training model?
3. What is your proposed student flight training model?
4. How many training days do you propose to complete Phase 1, 2, and 3 training requirements?

Setbacks/Re-Inserts

1. How do you plan to address student setbacks and reintegration into training?
2. Training flexibility to account for lost training time/days due to weather, maintenance, personnel shortages.

Instructors

1. What is your instructor manning plan?
2. Describe the minimum instructor qualifications.

Strategy/Intent

1. What is your strategy on maximizing flight training including making up lost time?
2. What is your overall Human Resource strategy?

C4S ATTACHMENT 4: Phase II Presentation Format

Guidelines:

Offerors invited to provide a Phase II Presentation shall demonstrate and offer further details on the technical, innovative aspects, and business viability of their proposed solution. Additionally, the Army may request a written submission to supplement or clarify the information provided in Quad Charts & Solutions Brief. The Army may request an in-person, virtual or paper presentation, and demonstration.

During the Presentation, the company shall address the following in detail:

- A description or demonstration of how the proposed solution represents an innovative application of commercial technology to the Call.
- A rough order of magnitude (ROM) price
- A notional schedule.
- Additional information/detail from the company's solution brief, as specified in the Army's invitation for Presentation.

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C4S ATTACHMENT 5: Phase III Commercial Solution Proposal (CSP) Format

1. Instruction for Request for CSP, Phase III

Phase III of the Call process is the Request for Commercial Solutions Proposal (CSP). Offeror(s) may be invited to submit a CSP to the Call. Offerors must ensure that the CSP is valid for at least 180 days from the submission date. If necessary, offerors invited to submit a CSP may be asked to attend a meeting with the Army for questions and clarifications.

The CSP must be prepared in three separate Volumes as follows: Volume I Technical, Volume II Performance Work Statement (PWS), and Volume III Price. Each volume will have its separate related attachments.

NOTE: Failure to submit CSP in the correct three-volume format will result in immediate and final removal from further consideration.

(a) Technical Proposal: The Technical Proposal shall be limited to 10 pages. The page limitation covers all information including indices, photographs, foldouts (counted as 1 page for each 8.5 by 11-inch portion), tables, charts, appendices, attachments, resumes, etc. Environmental documentation provided will not count towards the 10-page limitation. The document must be provided in Microsoft Word. Signed pages may be submitted in Adobe. Text shall be written in a 12-point, commonly used business font (i.e. Arial, Calibri, Times New Roman, Helvetica, etc.). Character spacing must be "normal," not condensed in any manner. Pages shall be single-spaced (must use standard single-space function in Microsoft Word), 8.5 by 11 inches, with at least one-inch margins on both sides, top and bottom. All text, excluding text in tables and charts (single-spaced), must adhere to all font size and line spacing requirements listed herein. Font and line spacing requirements do not have to be followed for illustrations, flowcharts, drawings, and diagrams. These exceptions shall not be used to circumvent formatting requirements and page count limitations by including lengthy narratives in such items.

(b) PWS: The same formatting rules for the Technical Proposal apply to the PWS. The page limitation is also 10 pages.

(c) Price Proposal: The Price Proposal does not have a page limit restriction (MS Excel Format)

(d) The Army will verify, upon receipt, that the proposal and PWS conform to the stated requirements. Any pages in excess of the stated page limitation will not be considered for evaluation purposes.

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2. Request for CSP Content

Upon receiving a Request for CSP, an offeror or offerors, will be invited to develop and submit a written proposal.

Proposed solutions containing data that is not to be disclosed to the public for any purpose or used by the Army except for evaluation purposes, shall include the following sentences on the cover page:

> *"This proposal includes data that shall not be disclosed outside the Army, except to non-Army personnel for evaluation purposes, and shall not be duplicated, used, or disclosed -- in whole or in part -- for any purpose other than to evaluate this proposal. If, however, an agreement is awarded to this Offeror as a result of -- or in connection with -- the submission of this data, the Army shall have the right to duplicate, use, or disclose the data to the extent agreed upon by both parties in the resulting agreement. This restriction does not limit the Army's right to use information contained in this data if it is obtained from another source without restriction. The data subject to this restriction are contained in sheets [insert numbers or other identification of sheets]"*

Restricted data should be marked as follows:

> *"Use or disclosure of data contained on this sheet is subject to the restriction on the title page of this proposal."*

3. Technical Proposal Volume:

The technical volume shall include a detailed work plan indicating how each aspect of the Statement of Objectives (SOO) will be accomplished. The technical volume should include as much detail as the offeror considers necessary to fully explain its proposed technical approach or method, including all assumptions utilized to develop its proposed solution and associated costs. The technical volume should reflect a clear understanding of the nature of the work being undertaken. The technical volume must include information on how the solution will be organized, staffed, and managed. Information should be provided that demonstrates your understanding and management of important events or tasks. The technical volume must include a list of suggested deliverables and deliverable dates. Include ancillary and operational issues such as certifications, algorithms, and any engineering/software development methodologies to be used. You may refer to your Solution Brief that prompted this proposal request, but do not duplicate it in the Technical Proposal Volume. Provide additional details of intellectual property (IP) and data rights assertions that may include, but are not limited to: royalty provisions, limited licenses (scope, duration, and manner), options, conditions, right-of-first refusal, and exclusive dealing terms, amongst others. Identify all Army Support Required for example, identify the type of support, if any, the offeror requests of the Army in general,

equipment, data, and information or materials.

4. PWS Format:

A PWS must be included with the full proposal as part of the Phase III submission. The PWS is limited to 10 pages in length and must be a separate and distinct document suitable for incorporation into the resulting award. DO NOT INCLUDE ANY PROPRIETARY INFORMATION IN THE PWS. Pages should be numbered, and the initial page should have a date (document date) shown under the title.

The proposed PWS must accurately describe the work to be performed. The proposed PWS must also contain a summary description of the technical methodology as well as the task description, but not in so much detail as to make the PWS inflexible. The PWS should follow the following general guidelines:

i. Objective and Task descriptions must be definite, realistic, and clearly stated. Use the phrase "the contractor shall" whenever the work statement expresses a provision that is binding. Use "should" or "may" whenever it is necessary to express a declaration of purpose. Use "will" in cases where no offeror requirement is involved (e.g., power will be supplied by the Army).

ii. Do not use acronyms or abbreviations without first defining them. Place abbreviations and acronyms in parentheses following the first usage of the spelled-out phrase (e.g., I Statement of Work (SOW)).

iii. If presentations and meetings are identified in the offeror's schedule, the offeror shall include the following statement in the PWS: "Conduct presentations and meetings at times and places specified in the contract schedule."

iv. The desired project structure consists of solution-specific objectives focused on demonstrating the capability of the training, and solution-specific tasks, which cover schedules, reporting requirements and deliverables of the Integrated Product Team (IPT) effort.

The PWS should include the following sections:

a. *OBJECTIVE.* This section is intended to give a brief overview of the project and should describe why the work is being pursued and what the offeror intends to accomplish.

b. *SCOPE.* This section includes a statement of what the PWS covers. This should describe the capability area (CSO topic and/or Area of Interest) to be performed, goals, and milestones for the effort.

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c. *SOLUTION-SPECIFIC TASKS.* This section contains a detailed description of tasks that are necessary to perform the requirement. These tasks will represent the work to be performed and shall be incorporated as an attachment to the award. This section should be developed in an orderly progression and presented in sufficient detail to establish the feasibility of accomplishing the overall solution objectives. This section should clearly distinguish solution-specific tasks and a schedule for completion. The PWS must define every task to be accomplished.

Note: The Army reserves the right to modify and negotiate the language in the PWS prior to any potential contract award.

5. Price Proposal Volume:

The price proposal must include pricing information sufficiently detailed to determine that the price is fair and reasonable. The price proposal must include a Basis of Estimate (BOE) that provides the labor categories and corresponding number of direct labor hours; fixed hourly rates that include wages, overhead, general and administrative expenses, and profit; and costs for materials, supported by vendor quotes, supplier agreements or other information necessary to substantiate the proposed price. This can include but is not limited to commercial price catalog(s), previous commercial sales receipts, and/or other non-proprietary information to help the Army determine reasonableness and future budgetary cost estimates.

As a result of the CSO environment, proposals are considered commercial items, technologies, or services; therefore, the requirements of the Truth in Negotiations Act (TINA) are not applicable. However, if the Contracting Officer determines additional information is necessary to support a determination of a fair and reasonable price, other than certified cost and pricing data may be requested.

The responsibility for providing adequate supporting data and attachments lies solely with the offeror. Further, the offeror must also bear the burden of proof in establishing reasonableness of proposed prices; therefore, it is in the offeror's best interest to submit a fully supportable and well-prepared price proposal.

The offeror shall prepare the Price Proposal (with the exception of the pricing narrative information described below) using Microsoft Excel format. Include the Call Number (if applicable), Offeror name, and the Project Title on all pages.

2. Additional Information: The following information should be contained in a cover sheet attached to the price proposal:

a. Full offeror name and address,
b. Call number submitting proposal against (if applicable),
c. Point of contact, name, title, and phone number,

d. CAGE code, and
e. Unique Entity ID number

NOTE: The cost of preparing proposals in response to this Call is NOT considered a direct charge to any resulting Call award or any other contract.

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C4S ATTACHMENT 6: Phase IV Site Visit with Flight Demonstration and Site Inspection

During Phase Four of the CSO, the government technical evaluation team will conduct site visits at the location the contractor determines is best suited to evaluate the following (other than the flight demonstration, items may be demonstrated through a brief based on the contractor's discretion):

- Aircraft Manufacturing Capacity – This includes but is not limited to the number of aircraft that can be produced per month/year and estimated phase in timeline. This may also include the predicted lifecycle of the airframe/aircraft model.

- Supply Chain Capability – The government will assess the durability of the supply chain of parts, plan for parts/bench stock storage, and location of parts manufacturing.

- Aircraft Maintenance Schedule and Requirements – The government will evaluate the type of maintenance (phase/scheduled), any special tooling or jigs that may be required, and complexity of maintenance, as well as the ability to conduct unscheduled maintenance.

- Flight Demonstration – Selected members of the government technical evaluation team will fly with the contractor's representative to evaluate the technical capability of the aircraft in accordance with the identified Aircraft Technical requirements and flight tasks in the Statement of Objectives (C4S Attachment 1)

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C4S ATTACHMENT 7: Evaluation Criteria and Selection Process

The Army will review each Quad Chart/Solution Brief (Phase I) and select the offerors that have the greatest potential to meet the needs of the Army's requirements. Initially, a determination will be made if each offeror is technically qualified and has a comprehensive understanding of the FSN requirements based on the information stated in the Quad Chart/Solution Brief. Phase I submissions will be evaluated solely on a Selectable or Non-Selectable basis. The Army will determine the most technically competent and capable of qualified offerors using the criteria below:

Criteria (Factors) for Selecting Quad Chart/Solution Briefs/Pitch Sessions (if applicable) for Full Proposal Submission:

i. Technical Merit*: The Army will evaluate the Technical Merit of an Offeror's submission. Technical merit is defined as having relevance to the Call for Solution, innovation, solves the Call for Solution gap and/or provides innovative technological advancements. The approach shall demonstrate the ability to scale and be determined feasible and achievable. In addition, the Army finds the approach and/or underlying technology to be a compelling solution.

ii. Schedule: The Army will evaluate the feasibility of the Offeror's proposed solution/concept project schedule and maturity path.

iii. Affordability: The Army will evaluate the submission for affordability.

Method of Evaluation: Evaluations to be performed by, but not limited to, Subject Matter Expert Evaluation, to include Contracting officers and specialists, Cost Analysts, Acquisition Program Management Officers, and qualified military officers with over 10 years of aviation experience.

The evaluation criteria listed above will be used to evaluate submittals for all phases. Price shall be considered to the extent appropriate, but at a minimum, to determine the price is fair and reasonable. The Army reserves the right to fund all, some, one, or none of the proposals submitted or may elect to fund only part of a submission under this Call.

Phases II/III will be categorized as Recommended, Selectable, but Not Recommended, or Not Selected for Further Consideration as follows:

- **Recommended:** The submission has been determined to be of technical merit*, represents a feasible schedule, is considered reasonable and the Offeror is considered award eligible.

- **Selected, but Not Recommended:** The submission has been determined to potentially be of technical merit*, it possibly represents a feasible schedule, is considered reasonable and the

Offeror is considered eligible.

- **Not Selected for Further Consideration:** The submission does not represent the necessary degree of technical merit*, or it does not present a feasible schedule, the price is not considered reasonable, and/or the Offeror is otherwise not eligible for award.

*"Merit" refers to the qualities and characteristics that make the proposed solution worthy of additional consideration and investigation according to the SME evaluating that factor.

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