



BUYERS GUIDE FOR

FIXED WING & ROTARY WING AIRCRAFT AIR CHARTER SERVICES

Version 3.0 dated 4/24/2018

(Before ordering, check ORPIN for the latest version)

DESCRIPTION: Mandatory Price Agreements

This group of price agreements covers Charter Services provided via airplane, helicopter or drone in the following categories:

- Animal capture
- Fire protection
- Fuel truck
- Fuel truck driver
- Floatation aircraft
- Passenger charter
- Aerial photography
- Aerial surveying

The number in parenthesis (), beside the type of aircraft, are the number of craft that are available.

Locations without an associated airport do not require one (ie drones, helicopters). In these cases, there are special requirements for taking off and landing, please review the contract and ask the service provider for details.

NOTE not all aircraft perform all types of services. Please view the [“Fixed Wing & Rotary Wing Aircraft Air Charter Services Pricing”](#) or contact the service provider for more details.

AWARDED PRICE AGREEMENT NUMBERS:

- PA 6196 – Apex Helicopter - Florence, Oregon –
Byron Devries (541) 997-3270 bdevries@apexheli.com
- Helicopter – Bell 206 (2)

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- Fire protection
- Flootation
- Fuel truck & Fuel truck driver
- Passenger charter (4 seats)
- Medivac/ Search & Rescue
- Aerial photography
- Aerial surveying
- External load services – Long-lines, remote cargo hooks, cargo net
- Aerial applications – Seeding/Dry Fertilizer & Spraying
- Cement Work

PA 6197 – BRIM –Ashland, Oregon & Astoria, Oregon –

Burl Brim Jr. – (541) 482-1008 julie@brimaviation.com

- Helicopters – MD 600 (3), MD 902 (1) & A 109 (1)
 - Animal capture
 - Fire detection & protection
 - Flootation
 - Fuel truck
 - Fuel truck driver
 - Passenger charter
 - Aerial photography
 - Aerial surveying
 - Medivac Rescue Hoists/ Search & Rescue
 - Aerial Applications – Heli-Torch
 - Cement Work

PA 6198 – Crowman Corporation - White City, Oregon

Brian Bettie– (541)826-4455– bhbeattie@crowman.net

- Helicopters – 206-B III (1), SH-3H (3) , S-61A (3) , S-61N (2) & S-61NM (1)
 - Fire protection
 - Fuel truck
 - Fuel truck driver
 - Passenger charter
 - External Load, long-line

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PA 6200 – Goodspeed - Airport Not Required

Ginger Pearson - (503) 707-6530 – ginger@luminaryadvisors.com

- Drone – Ehang Ghostdrone 2.0
 - aerial photography
 - shoreline operations
 - wildlife management
 - surveillance
 - emergency response
 - live drone video feed

PA 6201 – Henderson Aviation Co. - Junction City, Oregon or Prineville, Oregon

John Henderson (541) 688-4777 or (541) 954-5452

info@hendersonaviationco.com or kristinedawn@email.com

- Helicopters – 206-B3 (1), 206-L3 (1), 206 L4, &407 (1)
 - Fire protection
 - Fuel truck
 - Fuel truck driver
 - Passenger charter
 - Aerial photography
 - Aerial surveying
 - External Load, long-line, Medivac
 - Mobile Command Post
 - Seeding/Fertilizer

PA 6202 – Hillsboro Aviation, Inc. – Hillsboro Airport, Hillsboro, Oregon

Tom Mulkey – (503) 648-2831 - tmulkey@hillsboroaviation.com

- Airplanes – C-90 (2),
- Helicopters – 206 B3 (3), 206 L1-C30P(1), 206 L4 (2), 407 (3), H125 (2), 205 A-1(2)
 - Animal Capture
 - Fire protection
 - Fuel truck(s)
 - Fuel truck driver
 - Passenger charter
 - Aerial photography

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- Aerial surveying
- External Load,
- Search and Rescue
- Seeding
- Cement Work

PA 6203 – Leading Edge Aviation, Bend Oregon

Travis Warthen – (503) 383-8825 twarthen@flybend.com

- Helicopter(s)
 - Fire protection
 - Fuel truck(s)
 - Fuel truck driver
 - Passenger charter
 - External Load,
 - Aerial Seeding or Fertilizing

PA 6204 – Precision LLC, Newburg Airport #175, Newburg Oregon

Tyler Strudenvant – (503) 537-0108 tyler@flyprecision.com

- Airplanes – C172N (1)- & PA28 (1); 2-3 passengers
- Helicopters – MD500D (1) B206 B3(2) AS350 B2 (1), AS350 B3 (1)
- Drone
 - Animal Capture
 - Fire protection
 - Fuel truck(s)
 - Fuel truck driver
 - Passenger charter
 - Aerial photography
 - Aerial surveying
 - External Load,
 - Aerial Seeding or Fertilizing

PA 6205 – Skinner Aviation, Inc., Ashland Munciple Airport #503

Robert Skinner (541) 482-7675 or (541) 601-1065 bob@skinneraviation.com

- Airplanes – TR-182 (1) CE-206 (1) CE-340A (1)
 - Passenger Charter
 - Aerial Surveying

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PA 6206 – Timberland Helicopters, Ashland Oregon

Mark Gibson/ Ben Schumacher - (541) 488-2880 or (541) 531-6050

ben@timberlandhelicopters.com

- Helicopters – 206 B3 (2), 206 L3 (1)
 - Animal Capture
 - UAV; Live Surveillance, External Load, Infra-Red Survey, Fire Detection
 - External Loads
 - Fire Detection and Protection
 - Aerial Photography
 - Aerial Seed or Fertilizer

PS CONTRACT ADMINISTRATOR CONTACT INFORMATION:

Brent Lutz

(503) 378-4137

brent.l.lutz@oregon.gov

During a time of “DECLARED EMERGENCY” all purchases under these price agreements will be prioritized by the Office of Emergency Management.

BEST VALUE ANALYSIS INSTRUCTIONS:

Please review the attachment titled, “Best Value Analysis and Contractor Selection Process”. This attachment can also be found in the ORPIN attachments, and in each Price Agreement.

“Best Value Analysis” means an evaluation process that involves consideration and evaluation of various factors to determine the fairest and most reasonable pricing for the service and service area that results in the best value for the Authorized Purchase.

“Best Value” is determined by reviewing and analyzing various factors related to the Authorized Purchaser and the pricing for the service, method of service and location of service required to reach a conclusion that the pricing is fair and reasonable. Services and Service providers that are a “Best Value” are not necessarily the lowest price.

PRICING, SPECIAL ORDERING INSTRUCTIONS:

1. Open the excel spread sheet listed as [“Fixed Wing & Rotary Wing Aircraft Air Charter Services Pricing”](#) on the State of Oregon, Procurement Services website.
2. Using the “Best Value Analysis” select the service provider from the list.
3. Provide to DAS Procurement Services (DAS PS) an approved purchase order request form or an Authorized Purchaser generated purchase order, which must contain the following:
 - a. Price agreement number
 - b. FAA registration number of the assigned aircraft
 - c. Air charter service ordered
 - d. Air Charter Service provider
 - e. Time and Date of service
 - f. Schedule of Service(s) provided
 - g. Invoicing Address
 - h. Authorized Purchasers Representative
 - i. Mandatory purchase order language as per section 2.6.5 of the price agreement.
 - j. *****NOTE*****Credit Card Payment: Authorized Purchasers may use a credit card for ordering services in lieu of a Purchase Order. This will in no way change or alter the terms and conditions of these price agreements.

State agencies: Purchases over \$150,000 MUST be administered in the same manner as your agency’s process. Purchase orders must be reviewed by DOJ, and a Contract Verification Form must be completed. All associated documents must be kept with the purchase documents.

BEST VALUE ANALYSIS AND CONTRACTOR SELECTION PROCESS

1.0 Best Value Analysis Process: “Best Value Analysis” means an evaluation process that involves consideration and evaluation of various factors to determine the fairest and most reasonable pricing offered for the Service(s) to be purchased, which pricing results in the best value for the Authorized Purchaser. “Best Value” is determined by reviewing and analyzing various factors related to the Authorized Purchaser and the pricing for the desired Models to reach a conclusion that the pricing is fair and reasonable. Models that are a Best Value are not necessarily the lowest priced Models.

Some or all of the factors listed below may be used to determine Best Value. For additional information on other cost reduction factors to consider for fair and reasonable pricing.

- 1.1 Applicable discounts and incremental pricing options (if any);
- 1.2 Service delivery process and service levels;
- 1.4 Maintenance and repair service levels;
- 1.5 Applicable warranties;
- 1.6 Contractor’s past performance record through reference checks;
- 1.7 Contractor’s service area;
- 1.8 Inventory levels;
- 1.9 Price comparison of the current market value of Service(s) similar to the Service(s);
- 1.10 Price comparison to pricing in GSA contracts and other federal price agreements; Best Value pricing is typically lower than GSA pricing;
- 1.11 Price comparison to past purchases of Service(s) similar to the Service(s), taking the inflation rate into account;
- 1.12 Cost analysis through an element-by-element examination of the estimated or actual cost of proposed Service(s) to determine whether the supplier’s costs are in line with what reasonably economical and efficient performance should cost. Some of the cost elements examined for necessity and reasonableness are materials’ costs, labor costs, equipment and overhead;
- 1.13 Comparison of pricing to MSRP;
- 1.13 Market conditions and competition levels;
- 1.14 General economic conditions;

1.15 Life cycle costing including expected life, salvage value and discounted total cost of ownership.

2.0 Best Value Analysis for Purchases: From time to time, Authorized Purchasers may purchase Service(s) from Contractor. Authorized Purchaser shall obtain Service(s) using the procedure outlined in this section 2.0. Authorized Purchasers shall:

2.1 Contact at least 3 different Price Agreement Contractors via phone, e-mail or and request a proposal for the anticipated Service(s) ("Proposal"). Proposed costs must not exceed the most competitive costs and discounts. However, the Contractors may agree to extend specialized, discounted pricing based on the requirements by providing a specific quote to the Authorized Purchaser;

2.3 Determine which Contractor provides the Best Value for Authorized Purchaser based on Authorized Purchaser's application of Best Value Analysis factors under section 1.0 of this document, applied to the standards specified in section 3.0 of this document; and

2.4 Document its procurement files describing the process, considerations, findings, and decisions used for determining the Contractor selected through the Best Value Analysis.

3.0 SCORING AND RANKING: The maximum number of points available for award to each Proposal is 100. Authorized Purchaser will rank each Proposal based upon the total points awarded. A higher score means that the Proposal offers a Best Value relative to Proposals with lower scores. Authorized Purchaser will determine the percentage of the total points to award to each Proposal by evaluating the Best Value factors under section 1.0 of this document against the following standards:

3.1 90% to 100%: The Proposal overall is outstanding and exceeds the minimum requirements in several respects; the Authorized Purchaser did not identify any limitations or concerns.

3.2 80% to 89%: The Proposal overall is above average and exceeds the minimum requirements in some respects; the Authorized Purchaser identified only minor limitations or concerns.

3.3 70% - 79%: The Proposal overall is acceptable for this criterion and meets the minimum requirements; the Authorized Purchaser identified some significant limitations or concerns.

3.4 60% - 69%: The Proposal overall is marginal to fair for this criterion but does not meet the minimum requirements in some respects; the Authorized Purchaser identified a number of significant limitations or concerns.

3.5 0 – 59%: The Proposal overall is inadequate for this criterion and does not meet a substantial portion of the minimum requirements; the Authorized Purchaser identified a substantial number of significant limitations or concerns.

Fair and Reasonable Pricing

(Per Federal Acquisition Regulation subpart 8.4)

PRICE OR COST REDUCTION FACTORS TO CONSIDER:

Fair pricing: Buyers and suppliers may have different perceptions on what price is fair. To be fair to the buyer, a price must be in line with the fair market value of the contract deliverable. To be fair to the supplier a price must be realistic in terms of the supplier's ability to satisfy the terms and conditions of the contract. In agreeing to a price that is too low a supplier may:

- *Cut corners on product quality*
- *Deliver late*
- *Default, forcing a time-consuming re-procurement*
- *Refuse to deal with the State or Authorized Purchaser in the future*
- *Be forced out of business entirely*
- *Demand cost increases before shipping a critical order*

Below-cost prices are not necessarily unfair to the supplier: A supplier, in its business judgment, may decide to submit a below-cost offer. Such an offer is not invalid. Whether the supplier can then perform the contract at the low price offered is a matter of responsibility which may pose a risk to the buyer. The offered price may be unexpectedly low because the supplier has made gross mistakes in determining price.

Reasonable pricing: A reasonable price is a price that a prudent and competent buyer would be willing to pay given available data on:

- *Market conditions: Economic forces such as supply, demand, general economic conditions and competition change constantly. Hence, a price that is reasonable today may not be reasonable tomorrow. Markets can be defined by considering the number of buyers, the number of suppliers, product homogeneity, and ease of market entry and exit.*
- *Supply and demand: The forces of supply and demand have a significant effect on the price of goods and services.*
- *General economic conditions: General economic conditions affect the prices of all goods and services, but the effect will not be the same for every product. Inflation and deflation affect the value of the dollar. Economic boom, recession and depression affect available production capacity.*
- *Defective Competition: When competition does not exist, the forces of supply and demand may not work effectively. The buyer or supplier may have an advantage in the pricing decision process.*

- *Determining a fair and reasonable price: Fair and reasonable pricing is determined by conducting a price analysis.*

Price analysis: In simple terms, a price analysis is a review or examination of the price proposed by a supplier and an assessment or evaluation as to whether such price is fair and reasonable. A determination that a price is fair and reasonable is really a conclusion that the proposed price is fair to both parties. Price analysis is the process of deciding if the asking price for a product, solution or service is fair and reasonable, without examining the specific cost and profit calculations the supplier used in arriving at its price. It is basically a process of comparing the price with known indicators of reasonableness. When adequate price competition does not exist, some other form of analysis is required.

Methods of price analysis: In performing a price analysis to determine a price to be fair and reasonable, a buyer may utilize a wide selection of methods. Which method is used depends on the facts or information of the individual procurement. The most common methods or criteria used to determine whether a price is fair and reasonable are:

Cost analysis: Cost analysis is an element-by-element examination of the estimated or actual cost of contract performance to determine the probable cost of such performance to the supplier. The goal is to determine whether the supplier's costs are in line with what reasonably economical and efficient performance should cost. Cost or pricing data provided by the supplier is the means for conducting cost analysis. Such data provides factual information about the costs that the supplier says may be incurred in performing the contract. Cost analysis should be performed in those situations where price analysis does not yield a fair and reasonable price. Cost analysis techniques are used to break down a supplier's cost or pricing data to verify and evaluate each component. Some of the cost elements examined for necessity and reasonableness are materials' costs, labor costs, equipment and overhead. These costs can be compared with actual costs previously incurred for similar vehicles acquired, the cost or pricing data received from other suppliers, and independent cost estimate breakdowns.

Negotiating a contract with a sole source or on an emergency basis, i.e., not soliciting competitive offers: When a sole source or emergency procurement is appropriate a complete cost breakdown from the sole source contractor should be obtained and an analysis performed to establish a fair and reasonable price.

The buyer should obtain a detailed breakdown of the supplier's proposed cost—not a lump sum proposal—before negotiating the change in contract price. Identification of the key drivers of the supplier's costs will allow the buyer an opportunity to impact or reduce one or more of these key cost elements in order to negotiate a lower price to the State and Authorized Purchaser.

Other price evaluation factors: There are other price-related factors that need to be considered when determining the price to be used in evaluating a supplier's proposal or offer. Some examples include:

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- *Logistical support requirements including maintenance, warranty protection or repair, training, installation, technical manuals, spare parts and supplemental supplies. Request prices for all such services needed either on a per-service basis, package basis or some combination if not included in the Contract.*
- *Life cycle costing including expected life, salvage value, discounted total cost of ownership. Select life cycle costing for equipment with an expected life greater than one year if there are sufficient data, from market research.*
- *Economic price adjustments based on projected and historical data.*
- *Transportation and/or shipping costs.*
- *Packaging and marking costs.*
- *Lease versus purchase costs. Perform an analysis to determine which is of greater overall value based on ownership, support and maintenance and life-cycle needs.*
- *Options and/or multiyear costs. Sometimes alternate pricing is available if your agency is willing to contractually commit up front to an extended base term and/or minimal out-year support and maintenance terms; however, there are many project and/or budgetary considerations that must be taken into account with state agencies.*
 - *Incremental pricing or quantity discounts.*
 - *Energy conservation and efficiency criteria.*
 - *Estimated quantities.*

The written determination of fair and reasonable price requires that the price is acceptable to both the Authorized Purchaser and the supplier considering all circumstances, which may include the degree of competition, market conditions, quality, location, inflation, value, technology and unique requirements of the procuring agency or institution. The written determination may be based on price analysis (comparison with prices previously paid, prices charged for functionally similar items, prices paid by other consumers, prices set forth in a public price list or commercial catalog, or state estimates) or through the analysis of price-to-unit variations, value analysis (make-or-buy study), or cost analysis. The written analysis must be supported by factual evidence in sufficient detail to demonstrate why the proposed price is deemed to be fair and reasonable. If a determination is made that the prices offered are not fair and reasonable, a decision must be made whether to seek broader competition through a re-solicitation, to revise specifications and re-compete, or to negotiate a better price identified through the price analysis process.

Services (e.g., packaging, shipping, and availability) for commercial items may exceed the Authorized Purchaser's needs. It may be possible to negotiate a price reduction by reducing or eliminating some of these services, thus reducing the supplier's cost and the price charged to the Authorized Purchaser, while still ensuring that the item meets the Authorized Purchaser's needs.

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Some alternatives may not have been sufficiently reviewed. Areas overlooked may include cost benefit analysis of lease versus buy or analysis of spare or replacement parts pricing.

The Authorized Purchaser should attempt to negotiate a lower price for quantities to maximize possible discounts or rework the requirements to reflect market available goods and services.

Best Value Determination Form

(To be completed and placed in the procurement file to document how Best Value has been established.)

Today's Date:	Agency Name:
Contact Name:	Telephone #:
Price Agreement #:	Other:

How was the Best Value price determined?

1. Competition (See Section 1.1):

Offers from at least three suppliers or manufacturers

Prices Received: 1. _____

2. _____

3. _____

Only one manufacturer provided 3 bids thru its dealer network (See section 1.2) Price Received: _____

Was the price compared with one or more prior purchases of similar items? _____

2. Competition could not be established. Best Value was determined by:

Reviewing GSA contracts or pricing agreements (See section 2.1):
Provide data here: _____

Price based on prior competition (See section 1.3):
Provide data here: _____

Comparison to substantially similar item(s) (See section 2.2):
Provide data here: _____

Sales of the same item to other purchases (see section 2.3):
Provide data here: _____

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Independent estimate (See section 2.4):

Provide data here: ____

Comparison with prior purchase of same or similar product (See section 2.5):

Contract # that you compared:	Supplier Name:
Contract Date:	Quantity:
Unit Price:	Other Data:

Signed (Authorized Purchaser)