

CALL OF TENDER

SUMMARY INFORMATION

Call for tender no-	5000000764
Subject	Video Management Unit
Description of the supply	Design, development, qualification and series production of VMU for Leonardo AW609 aircraft
Type of supply	Products
Duration of contract/work	30 years
Presumed bidding starting price	N/A
General awarding criteria	Best value for money
Date of publication	07 th December 2017
Deadline	10 th January 2018 (EOB)

DETAILED INFORMATION

1. General information

Leonardo Helicopters intends to issue a call for tender having as its subject:

Video Management Unit (VMU) for Leonardo Helicopters AW609 aircraft.

Minimum requirement are:

- *The product is a Video Management Unit able to be interfaced to multiple video input (minimum 4) and to output multiple ARINC818 (minimum 4) video signal*
- *The product is able to perform several video conversion, from input to output, and from input to recording memory (if present)*
- *The product is able to perform several video input elaboration, accepting for instance MAP generator data, FLIR input or LIDAR input*
- *The product is able to power several cameras, providing at least four power output.*
- *Preferred maximum dimensions are: 100 x 100 x 40 mm max (3.94 x 3.94 x 1.57 in)*
- *Preferred maximum weight is 0.5 kg (1.10 lbs)*
- *The following are preferred video input: RS-170, DVI, NTSC/PAL, STANAG 3350.*
- *Preferred input controls are discrete (Open/GND) or A429.*
- *Preferred video output are four A818 interfaces. Preferred Output for Maintenance & Diagnostics is one A429 interface. Preferred power output are four 12 VDC interfaces*
- *Compliance to DO-160G requirements and AW609 specific requirements (Vibration and EMI/EMC)*
- *Power consumption (average and maximum, 14 W max is preferred)*
- *Input Voltage (average with ranges, DO-160G Section 16 CAT Z is preferred)*
- *The A818 output interfaces shall use as physical medium: 850nm multimode fiber.*

- *The A818 output format shall be compatible with SXGA+ format, 1400x1050 resolution, 24 bit RGB Pixel Representation, 3.875 Gb Bit Rate, 60 Hz Frame Rate*
- *The equipment is able to accept a command input (to be agreed by the Buyer and the Supplier, one discrete input is preferred) to switch between the connected video input.*
- *The product can be controlled to adjust the output video features (e.g. contrast, brightness, sharpness and so on), preferably by discrete or A429 input interface(s)*

2. Entities admitted to tender

The following are admitted to participate in the tender procedure for works, services and supplies:

- a) sole proprietor enterprises (including craft businesses), trading companies, cooperatives;
- b) Consortia of production and work cooperative companies, as well as consortia of craft businesses;
- c) Permanent consortia, including consortium companies consisting of sole proprietor enterprises (including craft businesses), trading companies, production or workers cooperative companies;
- d) Competing consortia whose members include the entities referred to in sub-paragraphs a), b) and c) of this paragraph, even in the form of a limited liability consortium.

The following are only admitted to tender for works:

- e) Temporary associations of bidders made up of the entities person referred to in sub-paragraphs a), b) and c) above.
- f) Entities who have entered into a European Economic Interest Grouping (EEIG).

The participation in this tender by more than one temporary grouping of companies, consortium or EEIG, or the submission of bids as both an individual entity and as a member of a grouping, consortium or EEIG, is forbidden.

Bidding suppliers for whom more than 70% of total annual turnover is generated by orders from one or more companies belonging to the Leonardo Group, are not allowed to bid, excess in case of express authorization from Leonardo in consideration of special technical requirements. For consortia, this percentage shall be calculated according to the annual turnover of the consortium itself.

Each consortium in points b), c) and d) above shall indicate, in its expression of interest, the individual consortium members in the name of which the bid is submitted, and for each of them, the type of works / services / supplies that will be performed. The composition of the consortium indicated in the disclosure for interest is unchangeable without the prior written consent of Leonardo.

Pursuant to the above, it is forbidden for an individual consortium member to submit a bid in any other form to this tender procedure. In the event that this rule is broken, both the consortium and the individual consortium member will be excluded from the tender.

The contemporary participation in this tender procedure by a parent company and its subsidiaries is also forbidden. In the event that this rule is broken, both the parent company and its subsidiaries will be excluded from the tender.

All bidders whom Leonardo does deem not to have appropriate professional reliability will in all cases be **excluded** from the tender without explanation. Bidders will be deemed not have appropriate professional reliability who in the last three years incurred, by way of example but not limited to, in the following:

- Termination for breach of contract with Leonardo SpA or other companies of the Group;
- Declared non-testability of works, services and supplies according to the contracts concluded by the Leonardo SpA or other companies of the Group;
- Breach of any of the provisions of the Code of Ethics of Leonardo SpA and Leonardo Group, during the performance of previous contracts;

- Failure to take delivery, by default or cause, for works, supplies or services entrusted by, Leonardo SpA or other companies of the Group;
- Revocation of the award of a tender.

3. Minimum requirements for participation

Entities meeting the following minimum requirements for participation (hereinafter "Minimum Requirements") may be invited to tender:

- Annual turnover of at least € 2.000.000,00 in the last three years;
- *Proven expertise in design and development of each of the subsystems that the Bidder is willing to quote in the frame of the subject tender.*
Only Suppliers with proven expertise for all the subsystems, by means of providing evidence that similar products have been installed and certified on other aircrafts for the same or similar purposes, will be authorized to bid for such subsystem;
- *Achievement of valid Certification AS/EN/JISQ 9100 as Aeronautical Company;*
- *EASA Part21/ EMAR 21 (or equivalent) approval by the relevant airworthiness authority;*
- *EASA Part145/ EMAR 145 (or equivalent) approval by the relevant airworthiness authority.*
- *Formal acceptance of Leonardo contractual package hereto attached (DMA and PSP) is a mandatory requirement*

It is noted that participation in the tender is not permitted by pooling funds.

In regards to participation requirements for consortia, it is specified that:

- Ethical and legal requirements must be fulfilled by the consortium and all its members. Along with the disclosure for interest, the ethical/legal self-certification must be provided: a) for each consortium member on whose behalf the consortium participates in the tender; b) for the consortium itself; and c) for the consortium on behalf of all members not participating in the supply
- The minimum turnover must be made by the consortium itself or, alternatively, through a combination of turnover of individual consortium members on whose behalf the consortium is participating in the tender.
- The technical, organisational and professional requirements must be possessed by each member on whose behalf the consortium is participating in the tender;
- The required certifications (ISO, SOA etc.) must be held by each member on whose behalf the consortium is participating in the tender.

The same also applies to any temporary groupings, with the norm being to consider the components of the grouping instead of the member businesses.

4. Disclosure for interest

By no later than the expiration date of this call for tenders, parties interested in being invited to tender, provided they meet the requirements, are required to:

- Submit their application by registering in the Procurement Portal (<https://supplier-registration.leonardo.com>) and proceed, after obtaining their credentials, with the provision of the requested data. Suppliers who are already

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registered on the Supplier Portal and have their access credentials, are requested to confirm and update any data and information previously entered in the system.

➤ Communicate their Disclosure of interest by accessing the reserved area of the Procurement Portal (<https://procurement.leonardo.com>), responding to the invitation to tender (within the portal is a Manual entitled "Responding to a Call for Tenders") and uploading the following documents:

- A statement issued by at least one bank or intermediary (at least two for tenders worth more than 5 million euros) authorized according to Legislative Decree n. 385/93, attesting to their financial and economic capability/strength (the so called Bank References);
- *Certificate of conformity for UNI EN ISO 9100 Certification;*
- *Self-Certification for annual turnover of last year (2016) with evidence of quote related to Leonardo group; in case of consortia, this self-certification for turnover must be related to each company of consortia;*
- *Standard signed Leonardo NDA without deviations (standard template hereto attached);*
- *Proven expertise in design and development of each of the subsystems that the Bidder is willing to quote in the frame of the subject tender, by means of providing evidence that similar products have been installed and certified on other aircrafts;*
- *EASA Part 21/EMAR 21 Approval letter/certificate issued by relevant airworthiness authority;*
- *EASA Part 145/EMAR 21 Approval letter/certificate issued by relevant airworthiness authority;*
- *Signed statement of full acceptance of Leonardo contractual package (DMA and PSP), hereto attached. If the bidder already has in place a long term agreement (e.g: DMA + PSP or LTA) with Leonardo Helicopters, the proposal can be subject to such agreement, taking into considerations that duly modifications in accordance with the features and requests of the bid should be agreed between the parties.*

Moreover, at discretion of interested parties, in case the disclosure of interest and the relevant NDA are properly submitted as above detailed, a preliminary system architecture will be sent to such parties in order to provide more details about the system. The involved parties are therefore given the possibility to introduce in advance their broad technical and commercial solution to prove supplier expertise and compliance to the scope of the subject tender.

Please note that after the expiration time of this invitation to tender, it will no longer be possible to respond to the call and communicate your disclosure of interest.

In any case, applicants who communicate their disclosure for interest must acknowledge and accept that they cannot claim any right to be invited to tender, with no obligation on the part of Leonardo to provide any reasons.

For those who may be invited to tender, if they have not already been pre-qualified or qualified by Leonardo Helicopters, a process of pre-qualification will begin on the Procurement Portal. This process will require them to provide additional documentation to support the evaluation of their ethical, legal and economic/financial requirements.

5. Handling of data

We hereby inform that the data supplied by the parties concerned are dealt with by Leonardo Helicopters for purposes related to the public tender and for any subsequent phase of the process as well as drafting and contract management. The owner of the data is the Leonardo SpA Global Service, with registered offices in Rome - 00195, Piazza Monte Grappa, 4.

6. Regulations as per Legislative Decree 231/2001 and Anti-corruption Law: UK Bribery Act (2010), US Foreign Corrupt Practices Act – FCPA (November 2012), Polish anti-corruption legal acts.

By communicating their disclosure of interest, each applicant acknowledges and agrees their examined of the Code of Ethics of Leonardo and the Anti-Corruption Code of the Leonardo Group, which is a prerequisite for participation in the tender procedure . The aforementioned documents are available from the website www.leonardocompany.com - section "Ethics and Compliance".

7. Other information

The arrangements for submitting the bids, any other grounds for exclusion from the tender and other information, will only be communicated to those who, following the forwarding of their disclosure of interest, together with the documents mentioned herein and the verification by Leonardo Helicopters of the minimum tendering requirements set out in this call for tenders, will be invited to participate in the bidding process.

This request is not binding in any way for this company nor the beneficiaries of the supply and should not lead to expectations whatsoever about the entities presenting their disclosure of interest. Leonardo Helicopters, with incontestable discretion, reserves the right not to award the tender, to award only part of the contract, to restart the tender procedure or to make changes to this invitation to tender.

Finally, please note that this tender procedure and the related contract are subject exclusively to the rules of private law.

Any queries at this stage shall be addressed to **Dario Muguerra** (dario.muguerra@leonardocompany.com), Sourcing and Contracting Specialist.

Yours faithfully

Gianluca Aranzanu
V.P. Procurement and Supply Chain



Attachments:

- 1) Non Disclosure Agreement
- 2) Disclosure of Interest
- 3) Design and Manufacturing Agreement
- 4) Product Support Agreement