



United Nations Procurement Division  
405 East 42nd Street, S-14  
New York, NY 10017

Reference: PD CLOG 2021 00279

Date: 5/2/21

**Subject: UN Request for Expression of Interest: Air Operators with Capacity to provide Air Charter Services utilizing Rotary-Wing (Helicopter) Aircrafts with Specialized Equipment**

Dear Aviation / Air Transportation Suppliers,

The United Nations Procurement Division (UNPD) is hereby seeking to identify aviation and air transportation suppliers who have interest and capacity to provide long-term air charter services utilizing **specialized rotary wing (helicopter) aircrafts** in support of UN global peacekeeping operations and special political missions.

In particular, potential requirements for specialized helicopters may consist of those purposed for **Search & Rescue (SAR), CASEVAC and/or aeromedical evacuations (AME)**. Depending on the nature of the requirement, such helicopters may need to be equipped with **Night Vision Imaging Systems (NVIS/NVG), Missile Protection Systems (MPS), Ballistic Protection Systems, forward-looking infrared (FLIR) cameras, and/or other medical equipment**. In addition, the UN may potentially require the transportation of **dangerous goods classes that require special authorization** promptly upon UN tasking, without delay.

In this regard, please find enclosed a **Request for Expression of Interest (REOI)**, which provides an overview of the UN's potential specialized helicopter requirements, as well as useful information to aid in preparing for participation in future procurement activities for such services.

As the UN relies on the **availability of services offered by its registered aviation vendors** to ensure effective international competition and maintain its operations, in anticipation of potential future specialized helicopter requirements, vendors may wish to consider their interest and capacity to supply such services to the UN, and to examine their readiness to respond to procurement tenders, in view of the requirements summarized in this REOI. **Interested market suppliers who are not yet registered with the UN** are strongly encouraged to apply for registration as a pre-qualified and rostered UN Air Operator Vendor, which is a pre-requisite for providing air transportation services to the UN.

Air Operators should take note that this communication **does not represent an actual solicitation** for a particular service requirement, nor does it constitute a promise of future business. The purpose of this REOI is to raise awareness among interested air operators and new prospective vendors about the UN's anticipated continued demand for air transportation with specialized helicopters and equipment, and to expand the roster of registered suppliers who have the capacity to provide such services. Should the requirement(s) materialize, the contract(s) for the provision of services shall be established following formal and competitive procurement exercises, in accordance with the UN's financial regulations, rules, policies and procedures on procurement as reflected in the **UN Procurement Manual** (<https://www.un.org/Depts/ptd/about-us/procurementmanual>).

Should you have any questions on the procurement process, please feel free to contact Ms. Kristin Newman by e-mail at [newman1@un.org](mailto:newman1@un.org). For any questions on registration as a UN Air Operator Vendor, please contact [register@un.org](mailto:register@un.org). We look forward to receiving your expression of interest and/or continued participation in future procurement activities for specialized helicopter transportation services.

Sincerely,

A handwritten signature in green ink, appearing to read "Neris".

Neris M. Baez Garcia De Mazzora,  
Director, Procurement Division



## United Nations Secretariat

## REQUEST FOR EXPRESSION OF INTEREST (EOI)

This notice is placed by UNPD. The accuracy, reliability and completeness of the contents of furnished information is the responsibility of United Nations Secretariat. You are therefore requested to direct all queries regarding this EOI to United Nations Secretariat using the fax number or e-mail address provided below.

**Title of the EOI:**

Long-Term Air Charter Services utilizing Rotary Wing Aircrafts with Specialized Equipment

**Date of this EOI:** 2 May 2021**Closing Date for Receipt of EOI:** 1 August 2021**EOI Number:** EOIUNPD18476**Beneficiary Country/Territory:** Global**Commodity/Service category:** Air Transportation Services**Address EOI response by fax or e-mail to the Attention of:** Kristin Newman**Fax Number:** n/a**E-mail Address:** newman1@un.org**UNSPSC Code:** 78111500,78101500,25131600,25131604,25131601,92101903,25131902

### DESCRIPTION OF REQUIREMENTS

Preliminary note: This Request for Expression of Interest (REOI) is a general outreach initiative and is not related to a specific requirement or upcoming procurement exercise. The purpose of this REOI is to inform interested air operators registered with the United Nations (UN) & also new prospective vendors about the UN's recurring requirement for air transportation services with specialized helicopters and potential business opportunities. In addition, the UN Procurement Division (UNPD) is seeking to engage with interested air operators who have experience and capacity to provide the services in order to provide information about doing business with the UN and to encourage registration as a UN Air Operator Vendor.

#### Overview of Potential Requirements:

The UN anticipates a continued demand for long-term air charter services utilizing specialized rotary wing aircrafts (helicopters), which are intended to be sourced via formal and competitive procurement exercises. In particular, potential requirements for specialized helicopters may consist of those purposed for Search & Rescue (SAR), CASEVAC and/or aeromedical evacuations (AME), in support of the mandates and operations of particular peacekeeping and special political missions located globally, with a majority



presence in Africa and the Middle East. (Further information about current ongoing field missions are available at <https://www.unmissions.org/>). The UN has previously procured this category of aviation transportation services and has required such helicopters to be equipped with Night Vision Imaging Systems (NVIS/NVG), Missile Protection Systems (MPS), Ballistic Protection Systems, forward-looking infrared (FLIR) cameras, and/or other medical equipment, depending on the nature of the requirement, and anticipates the provision and operation of such specialized equipment to be required in the future. Air Operators would be expected to supply and install the equipment, as well as to possess authorization by their respective national/civil aviation authorizations for operation. In addition, the UN may potentially require an air operator to transport dangerous goods classes that require special authorization promptly upon tasking, without delay caused from, for example, seeking prior authorization from the national competent authority (e.g. with 'blanket authorization' or 'exemption from seeking special authorization').

The UN relies on the availability of services offered by its registered vendors to enable effective international competition and to maintain its operations. In anticipation of the potential future specialized helicopter requirements, vendors may wish to consider their interest and capacity to supply such services to the UN, and to examine their readiness to respond to procurement tenders. Capable air operators who are not yet registered with the UN, but who are desirous to provide the services, are encouraged to apply for registration on the roster of pre-qualified UN Air Operator Vendors, which is a pre-requisite to participate in future tender exercises for air charter services. The registration process comprises a two-part evaluation on: (i) technical/operational capacity and (ii) corporate/financial capacity. Applicants shall take note that for this category of procurement, the UN may only enter into a contract directly with air operators (AOC holders) and not brokers/agents. For more information on eligibility and how to register as a UN Air Operator, please visit UNPD's website at <https://www.un.org/Depts/ptd/aviation> and <https://www.un.org/Depts/ptd/vendors/vendor-registration-0>, respectively.

Correspondence regarding this REOI may be sent to the abovementioned focal point on the Aviation Team of the UN Procurement Division at: [newman1@un.org](mailto:newman1@un.org)

Correspondence regarding vendor registration should be sent to the Enabling and Outreach Service: [register@un.org](mailto:register@un.org)

### **SPECIFIC REQUIREMENTS / INFORMATION (IF ANY)**

Overview of Sample Tender Requirements:

Whilst this communication does not represent an actual solicitation for services, nor does it constitute a promise of future business, as potential UN requirements for specially equipped helicopters are subject to internal business needs approvals and budget availability, the information contained herein may serve to ensure that vendors who wish to participate in future procurement activities are given ample opportunity to prepare – thus ensuring better competition and fairness in line with our public procurement principles and obligations. Should the requirement(s) materialize, the contracts shall be procured in accordance with the UN's Financial Regulations, Rules, policies and procedures on procurement as reflected in the UN Procurement Manual (<https://www.un.org/Depts/ptd/about-us/procurementmanual>).

For Air Operators who are/become registered with the UN, we would like to draw your attention to the likelihood that technical bid submission requirements for specialized helicopter service contracts may vary from standard long-term air charter bids and may include unique requirements, elements and documentation to demonstrate the capability and evidence of the proposed solution. Lack of substantial technical bid components may lead to undesired disqualification due to technical non-compliance in the bid processes; thus, we strongly encourage bidding air operators to pay close attention to tender specifications and



submission instructions.

To serve as an indicator, under previously conducted solicitations for specialized helicopter services, in order to evidence the requisite capacity, participating aviation bidders were expected to demonstrate equipment installation, operations authorization, and the service delivery methodology as per each Mission's specific requirements. Provided that bidders complied with the technical document submission requirements and have sufficiently demonstrated feasibility to deliver the services as and when required, the UN has previously afforded a grace-period of up to 120 days following contract award for contractors to provide NVG and MPS capability in particular. The specified permissible documentation to evidence the specialized capacity and authorization, aimed to accommodate varying national/civil aviation authority frameworks in general, has previously included elements contained in Attachment 1 to this REOI, which should serve as a non-exhaustive reference only and is subject to change for each new specialized helicopter air transportation service requirement.

The UN notes that some air operators may also face barriers with national/civil aviation authorities or authorized statutory government bodies in securing the necessary authorizations, permits, and clearances to install and operate aircrafts with such specialized equipment. This may pose challenges for operators to respond to UN bids already capacitated with the required equipment and/or authorizations, or with the ability to secure the approval within a reasonable timeframe prior to the required aircraft deployment date. Whilst it is anticipated that, to the extent possible, future requirements may be similar to those previously solicited, including the extension of the previously mentioned grace period, air operators should take note that air transportation requirements are defined in response to often volatile field mission conditions and are thus subject to evolve or change over time.

As such, the complex and unpredictable circumstances of field mission operations may not allow the UN in future procurement requirements to afford grace periods for equipment installation or to accept intention/commitment statements in lieu of existing authorizations which provide a higher level of assurance of timely delivery of critical services. As such, capable vendors may wish to ensure their ability to participate in future business opportunities for specialized helicopter services by proactively securing/preparing in advance documentation or approval of required manuals as per their respective National Aviation Authorities, and/or familiarizing themselves with their aviation regulator's procedures so as to reduce uncertainties and lengthy timelines for obtaining necessary equipment installation and operation approvals.

The UN would also suggest that air operators who do not already possess aircrafts outfitted with specialized equipment or capable of transporting dangerous goods, however wish to offer such services in the future, to consider initiating proceedings in securing the necessary installation and operation authorizations –which would enable improvements to operators' competitiveness, by being more quickly able to comply with installation requirements and also by providing further substantiation of bid technical compliancy by providing additional comfort to the UN that such installations have been undertaken or are indeed viable following a contract award. Nevertheless, irrespective of the authorizations/approvals obtained for specialized equipment, air operators participating in procurements shall remain responsible to provide the specifically requested documents and comply with mandatory submission requirements specified under each and every solicitation exercise.

Prospective Air Operator vendors may review the UN Model Long Term Air Charter Agreement to familiarize themselves with applicable contractual terms and conditions, which is available here:  
<https://www.un.org/Depts/ptd/about-us/conditions-contract>

## NOTE



Information on tendering for the UN Procurement System is **available free of charge** at the following address: <https://www.ungm.org/Public/Notice>

Only the United Nations Global Marketplace (UNGM) has been authorised to collect a nominal fee from vendors that wish to receive automatically Procurement Notices or Requests for Expression Of Interest. Vendors interested in this Tender Alert Service are invited to subscribe on <http://www.ungm.org>

***Vendors interested in participating in the planned solicitation process should submit the Vendor Response Form of this EOI electronically (through the link available on the next page) before the closing date set forth above.***



# VENDOR RESPONSE

## NOTICE

- Companies can only participate in solicitations of the UN Secretariat after completing their registration (free of charge) at the United Nations Global Marketplace ([www.ungm.org](http://www.ungm.org)).
- As you express interest in the planned solicitation by submitting this response form, please verify that your company is registered under its **full legal** name on the United Nations Global Marketplace ([www.ungm.org](http://www.ungm.org)) and that your application has been submitted to the **UN Secretariat**.
- While companies can participate in solicitations after completion of registration at Basic Level, we strongly recommend all companies to register at least at **Level 1** under the United Nations Secretariat prior to participating in any solicitations.

**PLEASE NOTE: You should express your interest to this EOI electronically at:**  
<https://www.un.org/Depts/ptd/node/add/interest-expressed?EOI=EOIUNPD18476>

**In case you have difficulties submitting your interest electronically, please contact [newman1@un.org](mailto:newman1@un.org) directly for instructions.**



## EOI INSTRUCTIONS

### 1) Registering as a Vendor with the United Nations

Vendors interested in fulfilling the requirement described above must be registered at the UN Global Marketplace ([www.ungm.org](http://www.ungm.org)) with the UN Secretariat in order to be eligible to participate in any solicitation. Information on the registration process can be found at <https://www.un.org/Depts/ptd/vendors>.

#### **Prerequisites for Eligibility**

In order to be eligible for UN registration, you must declare that:

- A. Your company (as well as any parent, subsidiary or affiliate companies) is not listed in, or associated with a company or individual listed in:
  - I. the Compendium of United Nations Security Council Sanctions Lists (<https://www.un.org/sc/suborg/en/sanctions/un-sc-consolidated-list>), or
  - II. the IIC Oil for Food List website or, if listed on either, this has been disclosed to the United Nations Procurement Division in writing.
- B. Your company (as well as any parent, subsidiary or affiliate companies) is not currently removed or suspended by the United Nations or any other UN organisation (including the World Bank);
- C. Your company (as well as any parent, subsidiary or affiliate companies) is not under formal investigation, nor have been sanctioned within the preceding three (3) years, by any national authority of a United Nations Member State for engaging or having engaged in proscribed practices, including but not limited to: corruption, fraud, coercion, collusion, obstruction, or any other unethical practice;
- D. Your company has not declared bankruptcy, are not involved in bankruptcy or receivership proceedings, and there is no judgment or pending legal action against your company that could impair your company's operations in the foreseeable future;
- E. Your company does not employ, or anticipate employing, any person(s) who is, or has been a UN staff member within the last year, if said UN staff member has or had prior professional dealings with the Vendor in his/her capacity as UN staff member within the last three years of service with the UN (in accordance with UN post-employment restrictions published in ST/SGB/2006/15).
- F. Your company undertakes not to engage in proscribed practices (including but not limited to: corruption, fraud, coercion, collusion, obstruction, or any other unethical practice), with the UN or any other party, and to conduct business in a manner that averts any financial, operational, reputational or other undue risk to the UN.

**For Registered Vendors:** Vendors already registered at the UN Global Marketplace with the UN Secretariat must ensure that the information and documentation (e.g. financial statements, address, contact name, etc.) provided in connection with their registration are up to date in UNGM. Please verify and ensure that your company is registered under its full legal name.

**For Vendors Interested in Registration:** Vendors not yet registered should apply for registration on the United Nations Global Marketplace (<http://www.ungm.org>); information on the registration process can be found at <https://www.un.org/Depts/ptd/vendors>. Vendors must complete the registration process prior to the closing date of the REOI. Vendors who have not completed the UNGM registration process with the UN Secretariat before the closing date of the REOI are not considered eligible to participate in solicitations of the UN Secretariat. We strongly recommend all companies to register at least at Level 1 under the UN Secretariat prior to participating in any solicitations.

**IMPORTANT NOTICE:** Any false, incomplete or defective vendor registration may result in the rejection of the application or cancellation of an already existing registration.

### 2) EOI Process

Vendors interested in participating in the planned solicitation process should forward their expression of interest (EOI) to United Nations Secretariat (UNPD) by the closing date set forth in this EOI. *Due to the high volume of communications UNPD is not in a position to issue confirmation of receipt of EOIs.*

Please note that no further details of the planned solicitation can be made available to the vendors prior to issuance of the solicitation documents.

This EOI is issued subject to the conditions contained in the EOI introductory page available at <https://www.un.org/Depts/ptd/eoi>.



## Attachment 1:

### **Sample of Documentation Previously Required to Support Technical Bids for Specialized Helicopter Requirements**

*\*This list is not exhaustive and is intended to serve only as a sample of previous elements required to be included in technical bids for air transportation services utilizing specialized helicopters, to evidence the installation and authorizations for the operation of the specialized equipment. Contents required to be submitted with technical bids are subject to change under each procurement activity. Bidders are responsible for reading and complying with all tender submission requirements under each solicitation exercise. Bidders who do not comply with mandatory submission requirements may be subject to disqualification from the relevant procurement activity.*

- 1. Night Vision Imaging Systems (NVIS/NVG):** The Carrier must be authorized by the appropriate Civil Aviation Authority to perform NVG flights with the type of aircraft offered. The aircraft offered must be properly equipped and certified to perform NVG flights, as appropriate. Carrier's personnel must be suitably trained, certified and experienced to perform operations in NVG environment as appropriate. Copies of the following enumerated para must be provided concerning NVG capabilities offered:
  - i. Declaration from competent authority which authorizes the Carrier to perform NVG operations, in the form of Operations Specifications or (in cases whereby certain CAAs do not issue such authorization in the Operations Specification) any Special Authorization or equivalent;
  - ii. Confirmation of NVIS and NVG certified of proposed aircraft;
  - iii. Approved Operations Manual Procedures for NVIS, as a minimum the operations manual should include:
    - equipment to be carried and its limitations;
    - the minimum equipment list (MEL) entry covering the equipment specified;
    - risk analysis, mitigation and management;
    - pre- and post-flight procedures and documentation;
    - selection and composition of crew;
    - crew coordination procedures, including:
      - flight briefing;
      - procedures when crew members are wearing NVG;
      - procedures for the transition to and from NVIS flight;
      - use of the radio altimeter on an NVIS flight; and
      - inadvertent instrument meteorological conditions (IMC) and helicopter recovery procedures, including unusual attitude recovery procedures;
    - the NVIS training syllabus;
    - in-flight procedures for assessing visibility, to ensure that operations are not conducted below the minima stipulated for non-assisted night VFR operations;
    - weather minima, taking the underlying activity into account; and
    - the minimum transition heights to/from an NVIS flight.
  - iv. Specifications and capabilities of NVG equipment offered, including manufacturer, type, model, limitations, etc.;
  - v. Any applicable Aircraft Flight Manual or competent authority limitations for NVG operations.
  
- 2. Missile Protection System (MPS):** The Carrier must be authorized by the appropriate Civil Aviation Authority to perform flights with missile protection systems on the type of aircraft offered. The aircraft offered must be properly equipped and certified to perform flights with missile protection systems, as appropriate. Aircraft crews must be suitably trained, certified and experienced to perform flights with missile protection systems on the type of aircraft offered, as appropriate.

Copies of the following must be provided concerning missile protection systems capabilities offered:

- i. Declaration from competent authority which authorizes the Carrier to perform MPS operations, in the form of Operations Specifications or ( in cases whereby certain CAAs do not issue such authorization in the Operations Specification) any Special Authorization or equivalent.
- ii. Missile protection systems aircraft and crew operating procedures approved by the relevant Authority.
- iii. Aircraft crew missile protection systems training and certification requirements, as applicable, including training syllabus;
- iv. Records for aircraft crew missile protection systems training, certifications and experience;
- v. Confirmation that proposed aircraft are authorized / certified to perform flights with missile protection systems installed;
- vi. Comprehensive and detailed specifications, capabilities, operational aspects and limitations of missile protection systems equipment offered for proposed aircraft, including manufacturer, type, model, modes, threats protected against, types / availability / cost of consumables, geographical limitations on deployment in the intended theatre of operations-due to export bans, sanctions or technology transfer constraints, etc.
- vii. Any applicable limitations for operations by aircraft fitted with missile protection systems as authorized by the relevant Authority

**3. Forward-Looking Infra-Red (FLIR):** Infra-red camera system with recording system when required for AME/SAR missions day or night on 24/7 basis. FLIR with infra-red and daylight (visible light spectrum) capabilities is required. The system shall include a monitor visible to at least one pilot in the cockpit, as well as the capability to provide suitable display and controls available in the aircraft passenger cabin.

**4. Searchlight** including IR operating mode.