



6 UPDATED BAFO PRICING

Bell has developed a Best and Final Offer (BAFO) firm fixed price proposal for City of Peoria for 1xBell 505 helicopter, Accessory Kits, Customizing Equipment, Spare Parts, Special Tools, Ground Support Equipment and Support Services. The pricing assumes an executed contract no later than 09 January 2024. All pricing is contingent on mutually agreed upon contract terms and the conditions and assumptions set forth in Section 6.4. All pricing shall remain valid until 09 January 2024.

6.1 Program Pricing Summary

6.1.1 Pricing Summary

Figure 6-1 provides the firm fixed Program Pricing Summary for the City of Peoria Bell 505 helicopter program. Prices are based on contract award no later than (NLT) 09 January 2024 and aircraft deliveries as set forth in Section 6.1.3. All prices are stated in U.S. Dollars (USD) and are contingent upon the pricing conditions and assumptions set forth in Section 6.4.

Program Pricing Summary				
Item No.	Description	Qty	Unit Price	Total Price
0001	Bell 505 Helicopter	1	\$1,685,000.00	\$1,685,000.00
0001	Best and Final Offer (BAFO) Credit	1	(\$100,000.00)	(\$100,000.00)
0002	Accessory Kits	1	\$332,600.00 \$551,600.00	\$332,600.00 \$551,600.00
0003	Customizing Equipment (includes Certification Engineering)	1	\$1,400,293.00 \$1,205,502.00	\$1,400,293.00 \$1,205,502.00
	UPDATED BAFO Helicopter Subtotal			\$3,317,893.00 \$3,342,102.00
0004	Optional Accessory Kits	1	\$322,461.00 \$0.00	\$322,461.00 \$0.00
0005	Inspection, Acceptance and Shipment	1	\$13,144.00 \$0.00	\$13,144.00 \$0.00
0006	Warranty (Additional Year Bell Standard)	1	\$189,250.00 \$0.00	\$189,250.00 \$0.00
0007	Spare Parts, Special Tools and Ground Support Equipment	1	See Appendix B	See Appendix B
0008	Technical Publications	1	\$0.00	\$0.00
0009	Training Program	1	\$88,300.00	\$88,300.00
0010	Best and Final Offer (BAFO) Spares Account Credit	1	(\$50,000.00)	(\$50,000.00)

Figure 6-1. Program Summary Pricing, U.S. Dollars.



6.1.2 Notional Delivery Schedule

Delivery Schedule		
S/N	Contract Award (No Later Than (NLT))	Final Delivery to City of Peoria
Bell 505 #1	09 January 2024	31 July 2024

Figure 6-2. Notional Delivery Schedule.

6.2 Line Item Pricing

6.2.1 Basic Helicopter (Item # 0001)

The firm fixed pricing for the basic Bell 505 helicopter is provided in 3. All items listed in Figure 6-3 are included in the cost of the basic Bell 505 helicopter and are not individually priced.

Basic Helicopter Pricing				
Item No.	Description	Qty	Unit Price	Total Price
0001	Basic Helicopter			
0001A	Basic Bell 505 Helicopter	1	\$1,685,000.00	\$1,685,000.00
0001B	Best and Final Offer (BAFO) Credit	1	(\$100,000.00)	(\$100,000.00)
	BAFO Basic Helicopter Total			\$1,585,000.00

Figure 6-3. Basic Helicopter Pricing.

6.2.2 Accessory Kits (Item # 0002)

Accessory kits line-item pricing is provided in Figure 6-4. Accessory kits can be tailored to meet the specific mission requirements of the City of Peoria as defined during contract negotiations. Any changes to the accessory kits as listed may result in a change in price and delivery schedule.

Accessory Kits Pricing				
Item No.	Description	Qty	Unit Price	Total Price
0002	Accessory Kits			
0002A	Dual Pilot Controls	1	\$8,300.00	\$8,300.00
0002B	Rotor Brake	1	\$17,200.00	\$17,200.00
0002C	Solar Advantage Windows & Windshield, Light Grey (with sliding crew door windows)	1	\$29,500.00	\$29,500.00
0002D	Automatic Door Openers for Copilot Door	1	\$3,700.00	\$3,700.00
0002E	Automatic Door Openers for Pilot Door	1	\$3,700.00	\$3,700.00
0002F	Cowling Access Door	1	\$7,000.00	\$7,000.00
0002G	Quick Release Door Pins (crew doors and clamshell door)	1	\$7,500.00	\$7,500.00
0002H	Wire Strike Protection System	1	\$28,800.00	\$28,800.00
0002J	Transponder GTX 345R	1	\$2,900.00	\$2,900.00



Accessory Kits Pricing				
Item No.	Description	Qty	Unit Price	Total Price
0002K	Second VHF Comm - Garmin GTR 225B	1	\$15,300.00	\$15,300.00
0002L	Cargo Hook Provisions	1	\$16,900.00	\$16,900.00
0002M	Cargo Hook Equipment	1	\$15,000.00	\$15,000.00
0002N	Cargo Mirror R/H	1	\$2,800.00	\$2,800.00
0002P	High Skid Gear (includes FliteStep)	1	\$12,500.00	\$12,500.00
0002Q	Baggage Door Kit - Left Hand Side (AA)	1	\$12,600.00	\$12,600.00
0002R	Pre Flight Step / Handle Kit (AA)	1	\$7,200.00	\$7,200.00
0002S	Avionics Upgrade	1	\$62,300.00	\$62,300.00
0002T	Expanded Avionics Shelf (AA)	1	\$14,600.00	\$14,600.00
0002U	Emergency Locator Transmitter	1	\$7,500.00	\$7,500.00
0002V	Radar Altimeter - Garmin GRA55	1	\$16,400.00	\$16,400.00
0002W	Full Length Trainer Shoe	1	\$6,100.00	\$6,100.00
0002X	Hard Point (Forward Location)	1	\$24,100.00	\$24,100.00
0002Y	Hard Point (AFT Location)	1	\$10,700.00	\$10,700.00
0002Z	Garmin 2-Axis Autopilot	1	\$106,100.00	\$106,100.00
0002AA	Air Conditioning System	1	\$82,000.00	\$82,000.00
0002AB	Air Conditioning System - 3rd Evaporator	1	\$30,900.00	\$30,900.00
	Accessory Kits Total			\$551,600.00 \$332,600.00

Figure 6-4. Accessory Kit Pricing.

6.2.3 Customizing Equipment (Item # 0003)

Line-item pricing for customizing equipment is provided in Figure 6-5. Customizing equipment can be tailored to meet the specific mission requirements of the City of Peoria as defined during contract negotiations. Any changes to the customizing equipment as listed may result in a change in price and delivery schedule.

Customizing Equipment Pricing				
Item No.	Description	Qty	Unit Price	Total Price
0003	Customizing Equipment			
0003A	Copilot Foot Switch ICS/XMIT	1	\$2,400.00	\$2,400.00
0003B	Provisions – L3 Wescam MX-10 (to consist of dovetail kit and cabling) (REMOVED)	4	\$113,700.00	\$113,700.00
0003C	Equipment: L3 Wescam MX-10 includes MX-10 Gimbal, Hand Controller and External Cables, MX-10 to include the following: Low Light Imager, Auto Video Tracker, MX Geo, Searchlight Interface,	4	\$599,200.00	\$599,200.00



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Single Engine Gas Turbine Helicopter Solicitation No. P24-0022



Customizing Equipment Pricing				
Item No.	Description	Qty	Unit Price	Total Price
	Metadata / NO Lasers (REMOVED)			
0003D	Aero Computers MMS-8000 Next Gen Mapping System with Sliding Keyboard (REMOVED)	4	\$160,533.00	\$160,533.00
0003E	AEM LS System / 600W 300W Loudspeaker with LCS-22 Siren Controller, LSA400 Amplifier, TS150 Loudspeakers(2) Recessed in LHS Side Body (CLARIFICATION)	1	\$55,800.00 \$35,854.00	\$55,800.00 \$35,854.00
0003F	PS Engineering PAC45 Audio Panels Mounted in Factory Center Console \ Pilot & Co-pilot and One Mounted in Optional Center Console. (CLARIFICATION)	1	\$37,300.00 \$48,550.00	\$37,300.00 \$48,550.00
0003G	Center Console Kit	1	\$26,874.00	\$26,874.00
0003H	28VDC Receptacles (location to be determined at design review) (REMOVED)	4	\$5,456.00	\$5,456.00
0003J	Dzus Rail Kit	1	\$7,100.00	\$7,100.00
0003K	Install Provisions and Equipment Spectrolab SX-16 Enhanced Nightsun, Searchlight (Bell to provide wiring, cabling & Meeker Aft belly mount) (REMOVED)	4	\$115,319.00	\$115,319.00
0003L	Expanded Instrument Panel with Air Conditioning - 17 Inch Monitor (AA)	1	\$47,600.00	\$47,600.00
0003M	Macro-Blue 17" NVG Monitor	1	\$42,600.00	\$42,600.00
0003N	Mission Master Switch	1	\$7,900.00	\$7,900.00
0003P	(2) 5VDC USB Plugs (charging only) located on Center Console (CLARIFICATION)	1	\$7,712.00	\$7,712.00
0003Q	Install Provision/Equipment: Technisonic TDFM-9000 ROM Pricing Subject to Change - Customer requires a Technisonic Project Number 90712 (Technisonic radios provided by the City of Peoria Air support Unit) will require new Pilot and Co-pilot mixer boxes (CLARIFICATION)	1	\$33,890.00 \$124,616.00	\$33,890.00 \$124,616.00
0003R	Certification Engineering	1	\$136,909.00	\$136,909.00
0003S	AeroDynamix NVG STC (does not include AeroDynamix NVG Covert IR Formation Lighting System)	1	\$57,801.00	\$57,801.00



Customizing Equipment Pricing				
Item No.	Description	Qty	Unit Price	Total Price
0003T	Searchlight Provisions - Trakka Beam TLX (Includes Cable, Wiring, and Dovetail) (Requires Aft Hardpoint Mount) <i>(Pricing is Based on the Terms of Quote Provided to Customer by Trakkasystems, Issue Date: Nov 3rd, 2023)</i>	1	\$48,540.00	\$48,540.00
0003U	Searchlight Equipment - Trakka Beam TLX -w- IR Capability. All Vendor Specific equipment Associated with the System to Include: All LRUs, Mounts, and Installation Kits. <i>(Pricing is Based on the Terms of Quote Provided to Customer by Trakkasystems, Issue Date: Nov 3rd, 2023)</i>	1	\$113,364.00	\$113,364.00
0003V	Provisions Trakka Systems TC-300-S Sensor (1280 Array) and TM-100 Map & Video Management System. Provision to include Cable, Wiring and Dovetail. (Requires Fwd Hardpoint Mount) <i>(Pricing is Based on the Terms of Quote Provided to Customer by Trakkasystems, Issue Date: Nov 3rd, 2023)</i>	1	\$113,628.00	\$113,628.00
0003W	Equipment Trakka Systems TC-300-S Sensor (1280 Array), TM-100 Map & Video Management System, Drying Kit, Humidity Ind / Desiccant Cartridge, and Training at Customer's Facility. <i>(Pricing is Based on the Terms of Quote Provided to Customer by Trakkasystems, Issue Date: Nov 3rd, 2023)</i>	1	\$368,689.00	\$368,689.00
0003X	Mode A/C Enablement (ADS-B "off" disablement card for GTX 345R) Includes Push Button Annunciator	1	\$6,489.00	\$6,489.00
0003Y	Provisions for OAS / Bambi Bucket to include: Open/Closed Switch, 9 pin Belly Plug (Requires BHT Cargo Hook)	1	\$8,876.00	\$8,876.00
Customizing Equipment Total				\$1,205,502.00 \$1,400,293.00

Figure 6-5. Customizing Equipment Pricing.

6.2.4 Optional Accessory Kits (Item # 0004)

Accessory kits line-item pricing is provided in Figure 6-6. Accessory kits can be tailored to meet the specific mission requirements of the City of Peoria as defined during contract negotiations. Any changes to the accessory kits as listed may result in a change in price and delivery schedule.



Optional Accessory Kits Pricing				
Item No.	Description	Qty	Unit Price	Total Price
0004	Optional Accessory Kits			
0004A	Air Conditioning System (Moved to 6.2.2 Accessory Kits)	4	\$82,000.00	\$82,000.00
0004B	Air Conditioning System—3rd Evaporator (Moved to 6.2.2 Accessory Kits)	4	\$30,900.00	\$30,900.00
0004C	AeroDynamix NVG-STC (does not include AeroDynamix NVG Covert IR Formation Lighting System) (Moved to 6.2.3 Customizing Equipment)	4	\$57,801.00	\$57,801.00
0004D	Spectrolink—Addition to Spectrolab SX-16 Enhanced Nightsun, Searchlight Allowing Slaving with MX-10 (REMOVED)	4	\$141,460.00	\$141,460.00
0004E	Provisions for OAS / Bambi Bucket to include Open/Closed Switch, 9-pin Belly Plug (requires BHT cargo hook) (Moved to 6.2.3 Customizing Equipment)	4	\$10,300.00	\$10,300.00
	Optional Accessory Kits Total			\$0.00 \$322,461.00

Figure 6-6. Optional Accessory Kit Pricing.

6.2.5 Inspection, Acceptance, and Ferry Flight (Item # 0005)

Figure 6-7 provides pricing for the inspection, acceptance, and ferry flight of the aircraft. Technical Inspection and factory acceptance of the aircraft will be conducted at the Bell Piney Flats facility by the City of Peoria’s designated representatives. As part of the acceptance a test flight will be conducted with a City of Peoria designated pilot, with a Bell pilot as the Pilot-in-Command (PIC). Upon the satisfactory completion of Acceptance, the City of Peoria designated representatives will execute a certificate of Acceptance. Upon receipt of the accepted balance of payment, the title of the aircraft will be transferred.

Inspection, Acceptance, and Ferry Flight				
Item No.	Description	Qty	Unit Price	Total Price
0005	Inspection, Acceptance, and Ferry Flight Pricing			
0005A	Technical Inspection and Factory Acceptance	1	\$0.00	\$0.00
0005B	Bell Pilot in Command Ferry Flight from Piney Flats, TN to Glendale, AZ (REMOVED)	4	\$13,144.00 \$0.00	\$13,144.00 \$0.00
	Inspection, Acceptance, Ferry Flight Pricing Total			\$0.00 \$13,144.00

Figure 6-7. Inspection, Acceptance, and Bell Pilot in Command Ferry Flight Pricing.



6.2.6 Warranty (Item # 0006)

Figure 6-8 provides an overview of the warranty coverage included for the proposed Bell 505 helicopter configuration and associated support supplies and services.

Warranty		
Item No.	Warranty Elements	Warranty Coverage
0006		
0006A	Bell Standard Helicopter Warranty	Three (3) years or 2,000 1,000 hours, whichever occurs first, claims evaluated on a case by case basis
0006B	Accessory Kits and Customizing Equipment	Original Equipment Manufacturer (OEM) Warranty
0006C	Accessory Kits and Customizing Equipment	One (1) year or 1,000 hours, whichever occurs first

Figure 6-8. Warranty Summary.

6.2.7 Spare Parts Special Tools and Ground Support Equipment (Item # 0007)

Figure 6-9 provides pricing for spare parts, special tools and Ground Support Equipment (GSE).

Spare Parts Special Tools and Ground Support Equipment Pricing				
Item No.	Description	Qty	Unit Price	Total Price
0007	Spare Parts Special Tools and Ground Support Equipment			
0007A	Spare Parts	Lot	See Appendix B	See Appendix B
0007B	Best and Final Offer (BAFO) Spares Account Credit	1	(\$50,000.00)	(\$50,000.00)
	Training Program Total			(\$50,000.00)

Figure 6-9. Spare Parts Special Tools and Ground Support Equipment Pricing.

6.2.8 Technical Publications Pricing (Item # 0008)

The price of technical publications listed in Figure 6-10 are complimentary with each helicopter purchase during the warranty period.

Technical Publications Pricing				
Item No.	Description	Qty	Unit Price	Total Price
0008	Technical Publications			
0008A	Technical Publications	Lot	No Charge	No Charge
	Technical Publications Total		No Charge	No Charge

Figure 6-10. Technical Publications Pricing.



6.2.9 Training Program Pricing (Item # 0008)

Figure 6-11 provides a summary of the pricing for the training curriculum that will be provided by the Bell Training Academy (BTA). The details of the pilot and maintenance training courses are provided in Section 5 - Training.

Training Program Pricing				
Item No.	Description	Qty	Unit Price	Total Price
0009	Training Program			
0009	Complimentary Bell 505 Pilot Ground, Simulator & Transition Flight	1	\$0.00	\$0.00
0009	Bell 505 Pilot Ground, Simulator & Transition Flight	2	\$16,850.00	\$33,700.00
0009	Bell 505 Field Maintenance	3	\$9,100.00	\$27,300.00
0009	Bell 505 Integrated Avionics	3	\$9,100.00	\$27,300.00
	Training Program Total			\$88,300.00

Figure 6-11. Training Program Pricing.

6.3 Payment Terms

6.3.1 Balance Payment

Final Balance Payment shall be payable by a wire transfer to Bell immediately upon execution of the Certificate of Helicopter Acceptance and prior to any shipment of the helicopter.

6.4 Pricing Ground Rules and Assumptions

6.5 Firm Price Proposal

1. The Pricing Terms and Conditions set forth herein are a part of this proposal and form the basis for the firm prices included in paragraphs above.
2. All pricing is firm, stated in United States Dollars (USD), and based on contract award and receipt of deposit from the City of Peoria no later than 09 January 2024.
3. All pricing is firm and is valid until 09 January 2024.
4. Firm pricing is based on the assumption that mutually agreeable commercial contract terms and conditions will be negotiated between Bell and the City of Peoria.
5. Firm pricing is based on the configuration and description of the helicopter and services as outlined in this proposal. Changes to the scope of work, configuration or delivery schedule may impact the final price.
6. Firm prices assume that any taxes, duties or similar charges imposed by the United States of America or Canada shall be for the account of Bell. Any taxes (including VAT



and corporate income taxes), duties or similar charges imposed by the government of United States shall be for the account of the City of Peoria.

7. Firm pricing for the helicopter, standard kits and customizing equipment includes the cost for hardware and installation.
8. Firm pricing is based on the assumption that inspection and acceptance of the helicopter will take place at the Bell Facility in Piney Flats, Tennessee, by a City of Peoria inspection and acceptance team.
9. Firm pricing is based on the assumption that a final inspection and acceptance will be performed by a City of Peoria team of up to four (4) representatives at the Bell facility in Piney Flats, Tennessee for up to five (5) days for the inspection and acceptance events. All expenses associated with the inspection and acceptance shall be for the account of the City of Peoria.
10. The standard Bell Commercial New Helicopter warranty is included in the price of the helicopter. An additional 1,000 hours of the Bell Standard Warranty applies with additional charges to the City of Peoria per the RFP.
11. The City of Peoria is responsible for complying with the Bell Training Academy Cancellation Policy as set forth at:
<https://www.bellflight.com/support/training/payment-cancellation-policy>.
12. The Bell 505 helicopter is an FAA certified aircraft. This proposal assumes that Bell is not responsible for registering or obtaining any certification of the City of Peoria Bell 505 helicopter from the presiding military or commercial airworthiness authority of the government of United States.
13. Technical publications for the helicopter and engines are provided via online. The technical publications are complimentary during the warranty period. Following the warranty period, a one-year subscription is available for an additional charge per type/model/series. This provides unlimited users per model during the subscription year. All technical publications will be in English language
14. The Bell 505 helicopter firm pricing is based on the assumption that the helicopter will be painted in a standard paint scheme of up to three (3) colors with markings designated by the City of Peoria. The City of Peoria shall define the paint configuration and interior color within thirty (30) days after contract award.
15. Bell proposes complimentary training with the purchase of new City of Peoria Bell 505 helicopter. All costs associated with the training, including but not limited to airfare, lodging, transportation, meals, visas and medical expenses will be for the account of the City of Peoria. All pilot and maintenance training will be conducted in English language.
16. In the event that a City of Peoria designated training candidate fails to appear for a scheduled training class, there will be no refunds; however, Bell will attempt to



reschedule the training class. The City of Peoria shall ensure that the training candidates are available for the training classes as scheduled and shall notify Bell immediately if there is a problem with meeting the scheduled class.

17. In the event that a City of Peoria designated candidate does not achieve required proficiency in a course, the candidate will receive a certificate of attendance rather than a certificate of completion.
18. All incoming City of Peoria designated pilot candidates are assumed to have passed an FAA Class III flight physical (or United States equivalent), prior to departure from United States.
19. Pilot training will be conducted to FAA standards requiring pilot candidates to be fluent in reading, writing, understanding and speaking the English language; therefore, pilot ground instruction and flight training will not include use of a language interpreter. All training is conducted in the English language. Students must read, write and understand the English language to a minimum 70% comprehension level.
20. All incoming maintainer candidates will have an A&P, FCC license or military training equivalent prior to arrival at the Bell Training Academy.
21. All training manuals will be provided in the English language.



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Single Engine Gas Turbine Helicopter Solicitation No. P24-0022



SPARES

PART NUMBER	PART DESCRIPTION	UNIT	QTY	UNIT PRICE	EXTENDED PRICE
142300-105	FILTER ASSEMBLY	EA	2	\$2,415.00	\$4,830.00
18100-B8	ENGINE PRIME PUMP	EA	1	\$4,543.00	\$4,543.00
200SGL157Q-3	STARTER GENERATOR	EA	1	\$13,011.00	\$13,011.00
206-011-125-001	PIN ASSY	EA	1	\$440.00	\$440.00
206-011-260-101	BOLT	EA	1	\$1,085.00	\$1,085.00
206-016-201-135	BLADE ASSY	EA	1	\$14,745.00	\$14,745.00
206-040-128-001	FILTER	EA	1	\$110.00	\$110.00
206-076-034-003	ELEMENT ASSY	EA	1	\$420.00	\$420.00
206-310-004-103	STRAP ASSY	EA	1	\$4,704.00	\$4,704.00
206-310-400-101	SEAL	EA	1	\$124.00	\$124.00
B0249-4	CALIPER ASSEMBLY - ROTOR BRAKE	EA	2	\$5,702.00	\$11,404.00
M206-20H030-043	HYDRAULIC PUMP	EA	1	\$610.00	\$610.00
QA09351	ELEMENT DISPOSABLE INSTALLATION	EA	1	\$482.00	\$482.00
SLS-075-014-101	SENSOR, HALL EFFECT ZERO SPEED	EA	1	\$1,818.00	\$1,818.00
505AC-3200-103	COMPRESSOR ASSY	EA	1	\$2,125.00	\$2,125.00
505AC-2300-100	CONDENSER ASSEMBLY	EA	1	\$9,706.00	\$9,706.00
505AC-3200-47	V BELT	EA	5	\$530.00	\$2,650.00
9560168040	ENGINE OIL FILTER ELEMENT	EA	1	\$2,332.00	\$2,332.00
0292687250	COMPRESSOR DRAIN VALVE	EA	1	\$2,332.00	\$2,332.00
0319730440	START INJECTORS	EA	1	\$9,232.00	\$9,232.00
9550166660	IGNITERS	EA	2	\$2,019.00	\$4,038.00
0319307840	IGNITER	EA	2	\$4,249.00	\$8,498.00
9550001210	IGNITER CABLES	EA	2	\$1,985.00	\$3,970.00
9421003400	IGNITER BOX	EA	1	\$20,123.00	\$20,123.00
0319730440	PREFERENCE INJECTORS	EA	1	\$9,232.00	\$9,232.00
0319730410	BOTH HALF FUEL MANIFOLDS	EA	1	\$32,874.00	\$32,874.00
0319730420	BOTH HALF FUEL MANIFOLDS	EA	1	\$39,822.00	\$39,822.00