

Kristina Kostova

From: Delcheva, Miglena (Ste GI Group) <miglena.delcheva.external@airbus.com>
Sent: 04 май 2020 г. 16:59
To: Kristina Kostova
Сс: Delcheva, Miglena (Ste GI Group)
Subject: Индикативно предложение във връзка с пазарно проучване за закупуване на хеликоптери за СМП
Attachments: ANRO - INDICATIVE HEMS MoH BULGARIA_040520.pdf

Уважаема госпожо Костова,

В отговор на публикуваното пазарно проучване на сайта на Министерство на здравеопазването, относно предстояща обществена поръчка за "Закупуване на 2 броя санитарни превозни средства за транспорт по въздух (хеликоптери), осигурени с необходимото оборудване и апаратура за нуждите на спешната медицинска помощ", приложено изпращам индикативното предложение на Еърбъс Хеликоптерс Румъния (ANRO).
Компанията е част от групата на Еърбъс Хеликоптерс и отговаря за дейността ѝ на няколко пазара, между които и България.
Моля за потвърждение, че предложението е получено.

С уважение,

Миглена Делчева
Търговски представител в България
Еърбъс Хеликоптерс Румъния (ANRO)
ел. поща: miglena.delcheva.external@airbus.com
тел.: 0889 915 016

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Hermann Oberth str. no. 40
507075 Ghimbav – Brasov – Romania
tel: +40 268 30 30 00
fax: +40 268 30 30 99
www.airbus.com

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**To: MINISTRY of HEALTH
BULGARIA**

**Subject: Forthcoming announcement and procedure for the public
procurement of Emergency Medical Services helicopters**

Indicative and non-binding proposal from Airbus Helicopters Romania

Dear ladies and gentlemen,

With regard to the public announcement for the procurement of helicopters and associated services for performing Helicopter Emergency Services missions, Airbus Helicopters Romania is honoured to hereby providing the requested information within the market research and information phase of the public procurement procedure.

Airbus Helicopters Romania is a subsidiary of Airbus Helicopters, an approved distributor and maintenance centre for some countries from Eastern Europe, including Bulgaria. So, Airbus Helicopters Romania is the designated official entity from Airbus Helicopters group to respond to this request from the Bulgarian Ministry of Health.

Here below some considerations in respect to the published documents for technical requirements, technical specifications, foreseen installed medical equipment and associated services.

1. With respect to the published **technical requirements**, Airbus Helicopters could offer a twin engine helicopter that is:
 - 1.1 Equipped according to the foreseen technical requirements
 - 1.2 Certified according to all EU and EASA regulations for HEMS operations
 - 1.3 Meeting the requested preliminary conditions and prerequisites mentioned at the relevant article

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- 1.4 Meeting the performance and delivery requirements as well as the requirements for maintenance during the warranty period, (see also the below "Note" and article 4).
- 1.5 Meeting the performance of the required training and training within the warranty period, but observing the EASA Part FCL and EASA147 regulations and requirements for the trainees.
- 1.6 Meeting the logistic support requirements, (warranty period and technical support, maintenance and helicopter repair, spare parts, accessories and supplies, spares and consumables for the planned maintenance for the warranty period of 600 fh/2Y, testing equipment, equipment for flight and technical crew, medical personnel and equipment for rescue of injured persons).

Note:

However, additional related comments and suggestions are made at article 4 hereafter "**Comments and suggestions**".

2. With respect to the published **technical specifications**, Airbus Helicopters could offer a twin engine helicopter that:

- 2.1 Meets the requested technical tasks for preparing public procurement for delivery of transport helicopters and means.
- 2.2 Meets the requested general requirements, standards and operational configuration for HEMS equipment, installations and HEMS missions.
- 2.3 Meets the requested technical requirements, the requested particularities for HEMS missions, engines, helicopter colour scheme, cockpit, communication equipment, lighting, electrical system, general equipment, accessories, medical cabin.

Note:

All above statements are based on the interpretation of the received information, as far as they could be identified at this stage and with the remarks, comments and suggestions made on the hereafter article 4 "**Comments and suggestions**", that we advise the contracting authority to be taken into account.

3. With respect to the published requested **medical equipment** for the helicopter, Airbus Helicopters could offer a fully compliant EMS package, compliant with the requested medical equipment specification for:

- 3.1 patient transfer equipment
- 3.2 immobilizing equipment
- 3.3 medical equipment for ventilation, (portable oxygen, portable aspirator)
- 3.4 transport respirator
- 3.5 medical equipment for infusion

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3.6 devices for management of life-threatening conditions

4. Comments and suggestions:

- 4.1 The mass for our Airbus Helicopters proposed aircraft type H135 Helionix (H135 T3H/P3H), according to the required technical specification is presented in the attached annex 1 to this document.
- 4.2 The performances for the proposed helicopter H135 Helionix (H135 T3H/P3H) mentioned in the documentation issued by the contracting authority are generally met but these are also pending on the final chosen configuration and the total h/c weight under this configuration, optional included or not, (see weight table in annex 1).
- 4.3 The Airbus Helicopters proposed type of helicopter (H135 T3H/P3H) is a light twin helicopter primarily designed for HEMS operations which is fully EASA and FAA certified for that, meeting the most important mission types for HEMS operations.
- 4.4 In the technical requirements document, article 3, it is requested an additional seats configuration for "2 pilots + 6 seats for medical staff", (when the stretcher and the whole EMS interior is not fitted).
- 4.5 The H135 T3H/P3H EMS configuration is designed for 1 or 2 pilots + 1 stretcher + 2 medical seats (2 medical seats is the medical standard on board of the a/c for 1 critical patient) + the whole requested medical equipment. We advise the contracting authority to consider 2 medical seats instead of 3 medical seats.
- 4.6 It is advisable that the contracting authority decides for the bid process upon the level of equipment wishing to be installed on its EMS helicopter by considering the weight of fixed parts and mobile parts of all additional requested installation against the desired performances requested for the helicopter, (range, speed, hover, Cat. A operations capability with Class 1 flight performance,..) since these might affect the performances when installed all together for any type of helicopter in this class. In the case of Airbus Helicopters proposed type of helicopter all requested optional equipment is available.
- 4.7 The Inlet Barrier Filter system (IBF) is an optional system for additional engines protection requested by the contracting authority but it should be noted that a protection grid already exists for the engines in the standard configuration, while this additional IBF is an equipment that has to be considered against its weight and global operational benefit, (see annex 1, chapter B. – optional equipment).
- 4.8 For the ELT - Emergency Locator Transmitter – (see the published Technical Specification article 8.13) please be advised that the requested additional 243 MHz frequency is no more valid and operational in Europe, the only available ones are 121,5 MHz and 406 MHz.
- 4.9 All the requested training package as well as all other additional requests for tooling, spares, additional services, additional specific equipment (such as helmets, hoist operations, maintenance, ...) are considered by us within the given budget but with quantities for 1 (one) helicopter only, (for

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- example for training we divided all requested quantities by 2). That enables the contracting authority to have a global budget with all requested associated products and services for 1 helicopter.
- 4.10 All documentation should be in English only, the world-wide recognized language in aviation.
- 4.11 The currency and payments considered for a possible contract is the one of the foreign provider, (EUR in our case).
- 4.12 Payments should consider a minimum of 30% as down-payment with an additional intermediate payment of 20% with 6 (six) months before the estimated date of aircraft delivery, while final payment should occur within maximum 30 days after final acceptance.
- 4.13 The final payment should allow the payment of the helicopter and all associated products and services, but excluding pilots instructor training or IFR training that might request additional flight hours on the selected type, impossible to be met by the trainees before the delivery phase. This additional payment should be paid once the pilots are meeting the additional EAPA Part FCL and Part 1547 pre-requisites and the trainings are finalized.
- 4.14 It is unusual that the contracting authority is intending to publish all the details requested and received from the interested bidders within the market research and information phase, since that might affect the fair competition process at the later bid process itself in Bulgaria and not only. Therefore we are kindly requesting the contracting authority to use the information from the bidders, specifically from Airbus Helicopters, for their internal use only and not publish them at this stage.
Airbus Helicopters is willing to cooperate with the Bulgarian Ministry of Health and HEMS operators and provide any needed reasonable support and added value we could bring in this process.

Sincerely yours,

Radu Homorozeanu
Commercial director





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Annexes:

- 1. Annex 1 – Weights table for the requested configuration for Airbus Helicopters H135 T3H/P3H type helicopter**
- 2. Annex 2 – Estimated indicative budget for the requested specifications for 1 (one) fully equipped Airbus Helicopters H135 T3H/P3H helicopter and associated requested products and services**

Annex 1 – Weights table for the requested configuration for Airbus Helicopters H135 T3H/P3H type helicopter

A. Standard configured aircraft as per MoH Bulgaria requested configuration	Total weight, (kg), (*)
H135 Baseline Aircraft 135	1,563.00
First aid kit	1.10
Engine fire extinguishing system	4.00
Fuzz burners for engines	1.00
Engine cowling heat protection	1.60
Engine compressor wash kit	2.00
Flashlight for copilot side	0.30
Windshield wiper system	5.30
Center console	1.40
Avionics compartment	4.60
Copilot flight controls, detachable parts	4.30
Instrument panel extension on copilot side	1.30
Map case in copilot door	0.40
Map cases on instrument panel glare shield	0.60
Illuminated chart holder, pilot	0.80
Bleed air heating system with additional air outlets in cargo compartment	6.90
Battery (40 Ah, 24 VDC) ULM (Saft) instead of standard battery	8.30
Rotor brake system	5.90
Collective control guard, copilot	0.30
Search & landing light, fixed provisions	1.00
Search & landing light, detachable parts	3.70
Emergency Locator Transmitter (ELT) with operating frequencies 121,5 MHz and 406 MHz, <i>(the requested additional 243 MHz is no more valid and operational in Europe)</i>	1.70
Standard cockpit, cabin and cargo compartment - NVG	0.00
Separation curtain for cockpit / cabin, fixed provisions	0.50
Separation curtain for cockpit / cabin, detachable parts	0.30
Height adjustable pilot seat instead of standard pilot seat	1.30
Height adjustable copilot seat instead of standard copilot seat	1.30
Avionics Package DP IFR GTN 750 / GTX 335R / Cobham	0.00
Digital Audio Control System (DACS), incl. ACP53 (Cobham), pilot + copilot	5.80
Transponder GTX 335R (Garmin)	2.60
Distance Measuring Equipment (DME) DME-4000 (Rockwell Collins)	2.70
Marker beacon receiver MKR3300-1 (Becker)	1.20
GPS/NAV/COM GTN 750 (Garmin), copilot	7.60
GPS/NAV/COM GTN 750 (Garmin), pilot	7.80
Flight Display Subsystem (FDS), copilot	5.50
Avionics Package DP IFR GTN Series interconnection / wiring	23.50
Headset electrical power supply (28 VDC), fixed provisions	0.50
Radar altimeter KRA 405B (Honeywell)	3.10

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Helicopter Terrain Awareness and Warning System (H-TAWS) - Helionix	0.10
Synthetic Vision System (SVS) - Helionix	0.00
Additional Attitude and Heading Reference System (AHRS) & magnetometer	5.40
Copilot pitot static system	2.80
Helionix data connector	0.60
4-axis Automatic Flight Control System (AFCS)	17.50
Lightweight Aircraft Recording System (LARS) Alerts Vision 1000 (Appareo)	0.70
Enhanced exterior painting instead of standard painting	2.00
Settling protectors, fixed provisions	0.10
Settling protectors, detachable parts, (ONLY FOR SPECIFIC LANDINGS and TAKE OFFS)	8.20
Attachment points, cabin window RH, basic	0.70
Attachment points, rear cabin	0.70
Attachment rails, cabin ceiling LH	1.10
Attachment rails, cabin ceiling RH	1.10
Power sockets (2x 28 VDC, 20 A) at center console	1.10
Tactical radio, fixed provisions, incl. antenna, power supply & intercom interface	2.20
High visibility paint for main rotor blades	0.00
Cable cutter system, fixed provisions	3.80
Cable cutter system, detachable parts	8.10
Tinted sun shades for cockpit windshield roof section	1.80
IFR training screens, fixed provisions	0.10
IFR training screens, detachable parts	1.20
Ground handling wheels	0.00
Medium height landing gear instead of standard landing gear	5.50
External loudspeaker system with siren, fixed provisions	1.80
External loudspeaker system with siren, detachable parts	10.40
Search & landing light, IR mode	0.10
Sliding door fastener, max. position, LH	0.30
Jettisonable cockpit doors	0.90
LTE phone, fixed provisions, incl. antenna, power supply (28 VDC) & intercom interface	1.00
Automatic Direction Finder (ADF), control unit CDF552 (Cobham)	1.00
Automatic Direction Finder (ADF), receiver DF-431B (Cobham)	10.80
Color weather radar RDR 2000 (Honeywell), fixed provisions	0.90
Color weather radar RDR 2000 incl. control unit CP466 - NVG (Honeywell), vendor parts	6.60
Color weather radar RDR 2000 (Honeywell), radar radome	3.20
Traffic Advisory System TAS620A (Avidyne), fixed provisions	3.00
Traffic Advisory System TAS620A (Avidyne), detachable parts	3.40
Moving map - Helionix	0.00
Power socket (USB type A), pilot	0.10
Power socket (USB type A), center console	0.60
Cockpit Voice and Flight Data Recorder (CVFDR), fixed provisions	3.30
Cockpit Voice and Flight Data Recorder (CVFDR), detachable parts	4.70
Headset H 10-76 (David Clark), low impedance – 4 PCS	2.40
Headset adapter cable crew GLENAIR / U92 – 2 PCS	0.20
Headset adapter cable pax GLENAIR / U92 – 2 PCS	0.40
Icing detection system	2.00

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Passenger seating, 3 utility seats with 4-point restraint system (rear row, facing in flight direction), fixed provisions	1.50
TOTAL weight, margin included (*) (kg)	1,837.35
EMS Package including: Medical floor, Stretcher, Cabinet front with C3 holder + MPDU, 2x medical seats (*), Oxygen station, Medical Carrier rear with holders for Perfusion, Suction Pump, Ventilator, GPU, documents	150.00
<i>(*) The EMS configuration is for 1 or 2 pilots + 1 stretcher + 2 medical seats, (2 medical seats is the medical standard on board of the a/c for 1 critical patient) + the whole requested medical equipment</i>	
EMS equipment (kit containing medical devices and materials as specified in technical specification)	50.00
Tetra + GSM	
TOTAL (kg)	200.00
TOTAL GENERAL empty weight a/c (kg)	2.036,35^c

B. Requested optional equipment (weights)

Passenger seating, 3 utility seats with 4-point restraint system (rear row, facing in flight direction), detachable parts	33.20
Passenger seating, 3 seats with 4-point single latch restraint system (front row, facing against flight direction)	38.80
Inlet Barrier Filter (IBF) system	19.60
External hoist LH, fixed provisions	13.10
External hoist LH, detachable parts	2.60
External hoist (without hook and damper kit), 90 m, vendor parts	62.30
External hoist, small hook damper kit & D-LOK hook, vendor parts	2.30
Cargo hook mirrors RH, fixed provisions	0.70
Cargo hook mirrors RH, detachable parts	4.00
Dual cargo hook system, fixed provisions	6.40
Dual cargo hook system, detachable parts	29.20
HF system HF-9000 (Rockwell Collins), detachable parts	19.30
HF system HF-9000 (Rockwell Collins), fixed provisions	7.20
Supplemental fuel tank	n/a (*)
TOTAL weight, margin included (*) (kg)	245.86

() The supplemental fuel tank is not compatible with the HEMS configuration*



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Annex 2 – Estimated budget for the requested specifications and MoH Bulgaria special requests for 1 (one) helicopter considered to be proposed by Airbus Helicopters.

No	Specifications	Price for 1 h/c	Required / optional (unit price)	Notes
1	TECHNICAL REQUIREMENTS			
1.01	The purpose of the project is to acquire 1 (one) newly produced emergency medical helicopters, transport of patients in need and medical teams. The helicopters should be equipped with a specialized medical interior for the sanitary compartment, medical equipment and advanced radio-electronic equipment (avionics), meeting the latest requirements and standards of EASA (European Aviation Safety Agency), capable of performing the full range of tasks that can be assigned by the Ministry of Health. The technical requirements for the helicopter are listed in detail in "Technical specifications" file.		required	EMS helicopter global technical configuration and basic support & services package as per the Bulgarian MoH's technical requirements and technical specification request.
1.02	Provision (complete preparation) for the installation of a radio station of the TETRA communication system (or other) in the frequency range 380-400 MHz (radio station provided by the Contracting Authority), including antenna and cabling, and its integration into the communication system of the helicopter.		optional	Budget included on line 1.01
1.03	GSM telecommunication network communication equipment integrated into the helicopter communication system		optional	Budget included on line 1.01
1.04	Night Vision Goggles (NVG) - 3rd Generation, Class B according to MIL STD-3009 or equivalent - 4 pcs.		optional	Budget included on line 1.01
1.05	Movable Headlight Provision (fixed element), controlled by the flight crew, with infrared filter and compatible with 3rd generation night vision goggles.		optional	Budget included on line 1.01
1.06	Additional fuel tank.		optional	Not applicable
1.07	Vibration absorption system for main transmission.		optional	Budget included on line 1.01
1.08	Flight crew-operated movable headlight, equipped with infrared filter and compatible with 3rd generation night vision goggles.		optional	Budget included on line 1.01



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1.09	Provision (fixed elements) for Hoist with a load capacity of at least 230 kg rope length of at least 70 m.		optional	Budget included in the Optional equipment package
1.10	Hoist with a load capacity of at least 230 kg and a rope length of at least 70 m.		optional	Budget included in the Optional equipment package
1.11	Cargo hook provision for the transport of external suspension loads with a minimum load capacity of 500 kg. The helicopter should be equipped with a video camera or a mirror to monitor the external load.		optional	Budget included in the Optional equipment package
1.12	Cargo hook for transporting external suspension loads with a minimum load capacity of 500 kg. The helicopter should be equipped with a video camera or a mirror to monitor the external load.		optional	Budget included in the Optional equipment package
1.13	Soft-soil or snow-sinking platforms mounted on take-off and landing gear (plazas or wheels).		optional	Budget included on line 1.01
1.14	Anti-duct filters for the engines.		optional	Budget included in the Optional equipment package
	1 (one) pcs. VHF / UHF Radio (30-960 MHz)		Included in the package and given budget	Requested as per the technical specification document; Included in the Optional equipment package
2	GENERAL REQUIREMENTS			
2.01	1 compact movable ground-based power supply unit - launching and checking the helicopter, powered by ~ 220 V.		optional	Budget included on line 1.01
2.02	1 set of wheels for tracing the helicopter on the ground, in case the h/c is with Skid type landing		optional	Budget included on line 1.01
2.03	1 tracing lead or platform for ground transportation		optional	Budget included on line 1.01
2.04	1 set of wheelchair chairs, if applicable for three-wheeler or auxiliary wheels, if applicable when using a plaza		optional	Not applicable
2.05	1 set of jacks attachment elements for securing the jacks		optional	Budget included on line 1.01
2.06	1 set of helicopter covers		optional	Budget included on line 1.01
2.07	1 set of tubes and devices for draining oil from the engines, main and tail rotor		optional	Budget included on line 1.01
2.08	1 set of equipment for draining fuel from the burn tank		optional	Budget included on line 1.01
2.09	1 set for line maintenance of the h/c.		optional	Budget included on line 1.01



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2.10	1 cable for external power supply of the sanitary compartment from ~220V, with length of min. 20 m		optional	Budget included on line 1.01
2.11	Contractor to supply 1 (one) portable computer for storage / handling of the helicopter documentation and flight information recorder / recorder (FDR / CVR) complying with the following minimum requirements: <ul style="list-style-type: none"> - dual-core processor with an operating frequency of at least 2 GHz. - graphics card with not less than 4 Gb of RAM. - a hard disk with a capacity of at least 500 GB, - optical DVD-RW Dual Layer recorder. - not less than 3 USB ports. - a monitor of at least 15 inches in size. - Contractor to provide at its own expense a software product for the capture and analysis of flight information compatible with the FDR / CVR type mounted on the helicopter.		optional	Budget included on line 1.01
	Spares and consumables for 600 FH (2 years) - recommended package of spare parts and consumables for the warranty period for the planned maintenance		Included in the package and given budget	Requested as per the technical requirements document; included on line 1.01
	Testing equipment for line maintenance and troubleshooting (at start) and documentation for its use.		Included in the package and given budget	Requested as per the technical requirements document; included on line 1.01
2.12	4 (four) pilot helmets per h/c with option to attach NVG, clear protective shield and shaded protective shield. Sizes will be provided additionally by the Contracting Authority.		optional	Budget included on line 1.01
2.13	2 (two) helmets per h/c for board technician operating hoist and external weight with option to attach NVG, with equipment for communication to flight crew. Sizes will be provided additionally by the Contracting Authority.		optional	Budget included on line 1.01
	4 (four) helmets per h/c for passengers in the sanitary compartment. Sizes will be provided additionally by the Contracting Authority.		Included in the package and given budget	Requested as per the technical requirements document; included on line 1.01
2.14	2 (two) sets per h/c of protective gloves for board technicians operating hoist and external weight.		optional	Budget included on line 1.01
2.15	2 (two) sets per h/c of protective belts for board technicians operating hoist and external weight.		optional	Budget included on line 1.01



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			Included in the package and given budget	Requested as per the technical requirements document; included on line 1.01
2.16	2 (two) helmets for rescuers, going down by hoist, with equipment to communicate to flight crew		optional	Budget included on line 1.01
2.17	2 (two) sets per h/c of safety belts for rescuers, going down by hoist		optional	Budget included on line 1.01
2.18	1 (one) safety belt, triangular type, per h/c for the injured patient taken by hoist with attachments elements for attaching to hoist rope		optional	Budget included on line 1.01
2.19	1 (one) stretcher with vacuum mattress for pickup of 1 injured patient by hoist and rescue equipment for the rescuer performing the operation		optional	Budget included on line 1.01
3	Maintenance during the warranty period - provision at the expense of the Contractor of scheduled maintenance (inspections) for the warranty period, and the necessary parts, supplies and lubricants for such inspections, the helicopter being provided at the Contractor's own or rented service base, or work is carried out on site on a permanent helicopter base, if applicable. TRAINING PACKAGE FOR 1 (ONE) HELICOPTER		Included in the package and given budget	Requested as per the technical requirements document; included on line 1.01
3.01	Type-rating course , theoretical and practical, with a minimum duration of three weeks up to VFR (visual rules) and IFR (instrument rules) levels for 4 (four) pilots of the Client - for the recruitment of minim 2 (two) crews . Only IFR training should be provided to pilots who have prior experience in similar conditions. The flying portion of the course must be a minimum of 10 (ten) flying hours for each pilot and comply with the applicable requirements of the EASA Part FCL training rules. (NVG training included)		optional	Budget included on line 1.01
3.02	Training of a minimum of 2 (two) engineers / technicians for " Planner and Engine " (B1.3.) up to the level of line maintenance and failures elimination at start, with a theoretical and practical course with a minimum duration of 4 (four) weeks. The training should take place in an EASA Part 147 approved center.		optional	Budget included on line 1.01
3.03	Training of a minimum of 2 (two) engineers / technicians for " Avionics " (B2), up to the level of line maintenance and failures elimination at start, with a theoretical and practical course with a minimum duration of 4 (four) weeks. The training should take place in an EASA Part 147 approved center.		optional	Budget included on line 1.01



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3.04	Pilot Instructor Course - To be provided for minimum 1 (one) pilot previously trained in a type rating course for the type of helicopter. The course must comply with the requirements and rules of the Contractor and EASA, and have a minimum duration of one week.		optional	Budget included on line 1.01
3.05	Training of operator to work with external suspension equipment and hoist - for a minimum of 2 (two) specialists , with a minimum duration of one week. The course is conducted in Bulgaria, on the Client's helicopter and with the Client's fuel, and for its conducting the Contractor shall provide one hoist instructor and one pilot instructor.		optional	Budget included on line 1.01
3.06	Training of medical teams to operate medical equipment - 2 (two) specialists.		optional	Budget included on line 1.01
3.07	The Contractor shall make available, at its own expense, a pilot instructor to the Contracting Authority for completion of additional training after completion of the training course . This additional training in Bulgaria shall be provided for a minimum of 8 Contractor's pilots to have completed the training course, under a program approved by the producer or the respective regulator. The training should be conducted at the appropriate time after the delivery of the helicopter to Bulgaria, including VFR / IFR flights, as applicable.		optional	Budget included on line 1.01
4	WARRANTY SERVICE			
4.01	Price per year for full warranty coverage (past the first two years of warranty).		optional	The technical warranty is covering this period and refers supply under warranty of all failing parts and is included
4.02	Price for full warranty coverage for 3 years (past the first two years of warranty).		optional	The technical warranty is covering this period and refers supply under warranty of all failing parts and is included

Indicative budget for one EMS helicopter global technical configuration and support & services package as per the Bulgarian MoH's technical requirements and technical specification request	7.330.000,00 €, VAT excluded
Indicative budget for the Optional equipment package, as detailed in Annex 1, chapter B	770.000,00 €, VAT excluded
TOTAL INDICATIVE BUDGET	8.100.000,00 €, VAT excluded