



REQUEST FOR PROPOSALS FOR AGRICULTURAL UNMANNED AERIAL SYSTEMS

Issue Date: July 1, 2021

Closing Time: All proposals must be submitted before 5pm (US Mountain Time) on January 1, 2022.

Contact: All inquiries and requests for further information or clarifications should be directed to the following person. Information obtained from any other source is not official and should not be relied upon. Such inquiries and responses will be recorded and can be distributed to all Proponents at the discretion of Aero Fleet One Corporation.

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Submission of Proposals

Proposals are to be submitted via email in the following manner.

The submission email should be sent from the email address of the main contact person of the Proponent as listed on the proposal. The subject line of the email should consist of the word "PROPOSAL" in all capital letters followed by the full name of the Proponent entity in standard case type. The body of the email should serve as a cover letter, addressed to the contact person listed above. Proposals are to be attached to the email as PDF documents. If necessary, supporting files that are too large for email may be sent via Google Drive link.

The Proponent will receive an email confirming submission of the proposal. If no confirmation email is received within 48 hours, please contact the person listed above.

Definitions

UAS - Unmanned Aerial Systems

UAV - Unmanned Aerial Vehicle

FAA - The Federal Aviation Administration

BVLOS - Beyond Visual Line of Sight

AFO - Aero Fleet One Corporation

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1. INTRODUCTION

1.1. Background

Aero Fleet One Corporation (“AFO”) is a venture capital fund focused on the agricultural aviation industry. We have an outlook of acquiring roughly 50 aerial application businesses in North, Central, and South America over the next five years. Through acquiring operations and partnering with key stakeholders we are bringing fresh momentum to the industry. AFO offers not only relief of capital burden and overhead to individual operators but also increased efficiency, safety, and sustainability through the utilization of the benefits of scale. Interconnection in and across regions allows for stability and growth that no single operation can create alone. It also makes a pathway for sharing resources, standardizing best practices, and integrating strategic technologies.

AFO is building a network of aerial services that is focused on the future. As we incorporate various new technologies into existing ag aviation businesses, this will eventually include aerial application performed by Unmanned Aerial Systems (“UAS”, “UAVs”, “drones”). Observing the course of technological development, we believe that UAS will one day carry out many of the services currently provided by manned aircraft systems - and especially so in agricultural aviation. Our mission is to support the aerial application industry through the inevitable transition to unmanned systems, retaining the expertise of experienced applicators and allowing operations to take full advantage of the benefits of unmanned flight.

UAS currently provide various services to the agricultural industry, such as photography, mapping, and precision application of chemicals. Small and mid-size UAVs for disbursement are designed to fill a gap in the industry, servicing areas that require lower speed and higher precision. However, we hold that the current spreading UAVs are nowhere near ready to fill the shoes of large agricultural airplanes and helicopters. We have yet to see any UAVs that can match up to the capabilities of traditional manned aircraft for aerial application. This is what we would like to see and put to work in our fleet when the time comes.

Given the focus of the drone industry on the development of survey, delivery, and passenger drones, we do not see the particular trajectory of innovation for which we would hope. We are unable to find many developers who appear to be making the leap to magnify agricultural drones. We understand that this will take a significant amount of time and resources, and we would like to see the technology developing alongside, not behind, the UAS infrastructure, safety standards, and regulations that will be necessary for effective utilization.

So we have undertaken to spur the development of large, unmanned, autonomous aircraft that are capable and certified to do the work of agricultural airplanes, and other services performed by such aircraft. We are not a development company, but a services company, so the purpose of this RFP is to find a developer capable of providing the platform we desire and to assure them of a customer for such a product.

1.2. Project Description

Since the development of aircraft is a complex and time consuming endeavor, we do not want UAS to fall behind the standards of the manned aircraft industry. Therefore, this Request for Proposals is a call for the next generation of agricultural aircraft, which will be unmanned.

We are requesting not only the vehicle, but all hardware and software systems necessary for safe and effective use of the aircraft. While we want this system to be advanced beyond current aircraft options, bigger is not always better. Therefore, the requirements described in this RFP are tailored to result in a mid-sized aerial application vehicle for work on various field sizes.

Developers may submit proposals for the development of a new UAS for use in agriculture that meets the specifications described in this RFP. The proposed aircraft system may be in any stage of development from design to production. It may be a pivoted unmanned aircraft project or a refit manned aircraft. Understanding that some companies may specialize in components rather than complete aircraft design, Proponents may consist of individual entities or partnerships between several entities.

AFO will work closely with the selected Proponent to monitor, advise, and foster the development, testing, and certification of the proposed UAS while remaining a distinct entity, legally and financially, from the developer.

AFO is offering to the selected developer a contract for early adoption and large-scale purchase upon provision of an Unmanned Aircraft System that meets the requirements. This RFP is open to the public, written internally, distributed to many.

2. REQUIREMENTS

2.1. See Figure 2.1 and other parts of Section 2.1 for the specifications of the end product sought from proposals.

2.1.1. Numerical descriptions of specifications in Figure 2.1 should be regarded as minimums unless given as min-max ranges.

UAS Requirements			
Category	Specification	Descriptions	
Aircraft	Engine Type	Turbine or electric-gas hybrid - <i>not fully electric</i> (see 3.1)	
	Fuel Type	Jet A, biokerosene, ethanol, or 100LL	
	Aircraft Category and Class	Fixed-wing airplane, single-engine land - <i>HTOL assumed</i> (see 3.5)	
	Hopper Capacity	500-700 U.S. Gallons	
	Useful load	5,000-7,000 lbs	
	Time-recording	Digital Hobbs Meter and Tachometer, additional meters optional	
	Application equipment		Must be able to be fitted and re-fitted with booms and spreaders
			Must be able to fly without any application gear
			Factory model must use agricultural grade equipment, including nozzles
			Dispersal system must meet all labeling requirements for chemicals applied by air
Other equipment		Must be shown to meet all FAA requirements for aircraft equipment, including appropriate lights for night flight	

		Any sensors, cameras, or other non-application payloads must be included in the factory design of the aircraft and strategically placed on the airframe so as not to interfere with application.
		Hardware safety features such as wire cutters on the landing gear and wire running from nose to tail
Performance	Ferry Endurance	10 hours with the hopper empty at cruise speed
	Ferry Flight Range	600 miles with the hopper empty at cruise speed
	Cruise Speed	150-200 mph
	Working Speed	80-185 mph (see 2.7.1)
	Take-off and Landing Distance	Must be able to use a half-mile runway at max gross weight
Unmanned Features	Failsafe equipment	Parachute or other
	Detect and avoid (Collision Avoidance System)	Appropriate sensors to adjust dynamically to obstacles including but not limited to trees, buildings, vehicles poles, and especially telephone wires which would require detection of objects down to the width of about a centimeter
		Thermal sensing and machine vision systems to detect and differentiate people and animals from inanimate objects
	Flight pattern adjustment data	Ability to provide visual data to assess crop types in adjacent fields
Ability to provide weather data (see 2.3.2)		

	Connection Range	Working range is intended to be 20-50 miles with appropriate BVLOS support infrastructure
		Must prove stable radio communication for 3 miles from controller or nearest BVLOS system connection point
		Must prove stable cellular communication for an indefinite range from controller or 3 miles from nearest cell tower
	Emergency protocols	Robust (see 2.3.1)
	System compatibility	Software interface made friendly for integration of relevant present and future technologies (see 2.4)
Informative Materials	Training materials	Pilot Operating Handbook (as required by FAA)
		Manual for suggested flight instruction
		Operation and inspection checklists
		Any guides needed for software competency
	Cleaning procedures	Detailed guide for complete deconstruction and cleaning during the off-season
	Maintenance protocol	All FAA-required maintenance documentation and any additional material needed to make preventative maintenance accessible to operators
	System support	Customer support for software systems for at least one year to accommodate for onboarding
		A plan for ongoing support and

		software updates
FAA Certification	Type Certificate	Design Approval (see 2.7.4)
	Production Certificate	Authorization for continued manufacture of the aircraft
	Standard Airworthiness Certification	For each instance of the aircraft

Figure 2.1

2.2. Compatibility Requirements

2.2.1. The airframe and avionics should be compatible with current technologies that are used in agricultural aviation.

2.2.1.1. The airframe should be compatible with the most common booms and spreaders currently used in aerial application.

2.2.1.2. The proponent is recommended to consult with the EPA and ASABE about nozzles and other disbursement equipment.

2.2.1.3. The avionics should be compatible with the most common current GPS systems used for mapping, navigation, application, and flight path tracking in agricultural aviation.

2.2.2. The avionics must be compatible with emerging UAS infrastructure and supporting technologies for BVLOS flight.

2.2.3. The command and control software and firmware for flight may come from a third party software company (see 2.7.3). The airframe and avionics should be designed such that the flight software and firmware can be easily updated or replaced by another command and control technology, including future integration of automation cybersecurity technologies (see 2.4).

2.3. Safety Requirements

2.3.1. Robust emergency protocols

2.3.1.1. The chosen command and control software and firmware must have well-researched and tested protocol options for humans in line of flight or application, loss of connection to controller/system, damage to the aircraft, sudden weather changes, failure of a critical system, and otherwise unforeseen danger.

2.3.1.2. Examples: return to home, land immediately, divert/reroute path, cancel application or stop spraying

2.3.2. Traffic management and weather detection systems

- 2.3.2.1. The aircraft and its factory components must comply with FAA requirements for ADS-B, transponders, RID, and communications equipment. The FAA will be the best source of information for how to meet requirements for a large UAS.
- 2.3.2.2. The aircraft must have radar, “ADS-B in”, or some system to detect other nearby aircraft mounted on the aircraft that reports to its flight systems and to the operator.
- 2.3.2.3. The aircraft must have on-board instruments to detect real-time meteorological conditions including wind speed and direction.
- 2.3.2.4. Certain real-time weather information received from third-party sources and connection to ground-based weather stations will be considered supplementary.
- 2.3.3. **Critical component sourcing**
 - 2.3.3.1. No critical components of the aircraft, including software and firmware, may be sourced from countries where the National Aviation Authority does not have a Bilateral Safety Agreement with the FAA.
- 2.3.4. **Failsafes**
 - 2.3.4.1. The aircraft must have failsafe equipment such as a parachute to prevent injury to persons and damage to property or the aircraft.
 - 2.3.4.2. The quality of the failsafe equipment is subject to evaluation by the evaluation committee. A description of the intended failsafe equipment should be included in the proposal.
- 2.3.5. **Independence**
 - 2.3.5.1. All hardware components of required safety, traffic, and weather systems must be part of the aircraft and controller.
 - 2.3.5.2. Ground-based support systems will be considered supplemental only.
- 2.4. **Automation**
 - 2.4.1. **Interface for Fully Autonomous Functioning**
 - 2.4.1.1. AFO will eventually want to include software to enable the aircraft to perform application work, ferry flight, and taxi entirely autonomously.
 - 2.4.1.2. The Proponent will not be required to include any software for such robust automation in the Proposal.
 - 2.4.1.3. The proposed aircraft’s software must be created with an interface allowing smooth integration of internal or third-party automation software in the future.

2.5. Regulations

2.5.1. In addition to the required equipment for traditional Type Certification of an airplane, the Proponent should anticipate that the aircraft will need to be equipped with all lights, safety, and communications equipment to meet FAA requirements for remote identification, night flight, flight over people, and authorized flight beyond visual line of sight seen in regulations of sUAS.

2.5.2. The designer is responsible for researching, ensuring, proving, and presenting the incorporation of all the necessary features to maintain regulatory authorization during various flight situations. Coordination with the FAA will be necessary to ensure that it will be possible to meet requirements for such unmanned operation of this aircraft.

2.6. Training materials

2.6.1. The operating handbook for the aircraft must have a clear description of the automated system and how to switch between manual and automatic modes.

2.6.2. If the operating handbook is not required by the FAA to include comprehensive “how-to” instructions, additional training materials must be provided with directions for use of the manual and automated systems that are comprehensive and clear.

2.7. Notes on Requirements

2.7.1. *Speed requirements* - Current fixed-wing manned agricultural aircraft often cannot fly slowly enough during application for certain difficult or sensitive jobs.

2.7.1.1. Vertical flight aircraft such as helicopters can be used for these special cases. If the proposed fixed-wing aircraft could slow down its working speed during application, that would increase its capabilities.

2.7.1.2. AFO is not willing to sacrifice safety during application or cruise speed during ferry.

2.7.1.3. While 80mph-150mph is an ideal range of working speed, an acceptable range of working speed to meet the cruise speed requirements is 115mph-185mph depending on payload capacity.

2.7.2. *Weight and Balance* - We understand that additional sensors and tools are a payload issue for most UAVs, but manned aircraft of this size carry such equipment routinely. For an unmanned aircraft of this size, communication, navigation, and safety equipment are additionally important. These components should be more compact

without the need for screens. The lack of need for features such as an airbag or air conditioner should help reduce the weight as well.

2.7.3. *Third party control software and firmware* - Any component of the aircraft may be designed by the Proponent or incorporated from third parties as needed, provided the technology meets all safety requirements.

2.7.3.1. The Proponent is principally responsible for the design of the aircraft hardware including the airframe, powerplant, propeller, instruments, and sensors necessary to meet all requirements even if one or more components is provided by a third party.

2.7.3.2. The Proponent is principally responsible for all software and firmware necessary to meet all requirements even if one or more components is provided by a third party. See especially sections 2.2 (except 2.2.1.1), 2.3.1, 2.3.3, and 2.4.

2.7.3.3. The Proponent should consider sources of third party components when addressing the preferences described in sections 3.2, 3.6, 3.7, and 3.8.

2.7.4. *Type Certification* - At some stage, it may be acceptable to AFO and the Proponent to utilize the aircraft under another qualification or exemption from the FAA that allows its commercial use. However, the longer term goals of AFO to use such an aircraft at scale and internationally will require full certification of the aircraft to be viable.

2.7.5. *Optional Specifications* - All specifications not described in section 2 (such as wingspan and empty weight) are variable. The Proponent may determine which other specifications are necessary in order to make the required specifications feasible.

2.8. Exceptions

2.8.1. Proponents may take exception to any of the requirements.

2.8.2. Exceptions should be clearly identified and explained in the form provided as Appendix B. Exceptions taken not using Appendix B will not be considered.

2.8.3. Because meeting the requirements is beneficial to the proposal during the evaluation process, exceptions are discouraged unless they are shown to be necessary in order for the aircraft to meet or exceed other requirements.

2.8.4. AFO welcomes feedback, objections, and suggestions regarding this RFP at any time before the submission deadline. AFO may issue an

addendum to this document to revise the requirements based on continued discussions throughout the term of submission.

- 2.8.5. Discussion with AFO before the submission deadline is encouraged if the Proponent intends to take exception to a requirement in their proposal.

3. Preferences

3.1. Retrofit from gas to green

- 3.1.1. Currently, gas-powered engines are the most reliably capable of maintaining long flight time at high speeds with a heavy payload as is needed for large-field aerial application. We believe that bio-friendly technology is advancing and we hope that one day we will be able to utilize tools that are less harmful to the environment. In order to advance drone technology separately from green energy technology, we believe that we must move autonomous technology forward with gas-power until the energy technology has caught up.
- 3.1.2. Proposed aircraft designs that can be easily retrofitted with environmentally friendly engines and/or other green technologies in the future will be given preference by the award committee.
- 3.1.3. Proposed designs with hybrid gas-electric engines will be given preference by the award committee over purely gas-powered engines insofar as the proposed aircraft will not underperform on other requirements.
- 3.1.4. Proposed designs with ethanol-consuming engines will be given preference by the award committee over purely gas-powered engines insofar as the proposed aircraft will not underperform on other requirements.

3.2. Safety

- 3.2.1. Features and components shown to increase safety will be given preference.
- 3.2.2. The Proponent must describe how these features or components are superior.

3.3. Material

- 3.3.1. Use of light-weight materials like carbon fiber composites for strategic parts of the airframe will be given preference insofar as:
 - 3.3.1.1. The cost per unit is reasonable.
 - 3.3.1.2. The airframe is adequately ruggedized for use on gravel airstrips.
- 3.3.2. An explanation of proposed materials will help the award committee understand Proponent decisions.

3.4. Versatility

- 3.4.1. This aircraft is desired for use in agricultural applications. However, aircraft are often re-purposed for firefighting, survey, and other use-cases.
- 3.4.2. Proposed aircraft that can be flown as-is or easily modified for other purposes will receive preference.

3.5. Portability

- 3.5.1. In order to reap the most benefits from advanced technology, agricultural UAVs should be easily portable across long distances without having to fly there the way manned aircraft currently do.
- 3.5.2. Portability is not a focal point of the design for AFO, as we will be able to operate from airstrips.
- 3.5.3. Vertical takeoff and landing may be necessary for such portability, but the aircraft should still be fixed-wing to maintain working speed. Design of a fixed-wing VTOL UAV poses unique challenges such as propeller radius and airframe strength. Portable airstrip capabilities may be another solution to explore.
- 3.5.4. Exceptions taken with the requirements for payload and swath size will be considered more readily if the proposed design is fully transportable. Example: If the aircraft can be safely hauled on a trailer and take off on-site, the benefit of portability may outweigh the cost in acres-per-hour.
- 3.5.5. Proposals for aircraft that are designed to be disassembled or compacted, transported, and reassembled or expanded on-site for performance will receive preference insofar as the working speed of the aircraft is not sacrificed. In such a case, the Proponent must provide physical calculations as proof of concept.

3.6. Additional Software

- 3.6.1. Given the anticipation that regulations allowing for the automation of aircraft will likely lag behind regulations for manually controlled UAVs, AFO foresees that automation technology may develop separately from the aircraft and control systems.
- 3.6.2. AFO views cybersecurity and data protection as the responsibility of the operator of unmanned systems.
- 3.6.3. Both the automation system and the cybersecurity technology incorporated in the future will likely be developed by specialized third parties chosen to meet high standards.
- 3.6.4. The Proponent may include a plan to develop their own automation and/or cybersecurity technology to incorporate in the future. However, no preference will be given for proposals including a plan for the development of automation and/or cybersecurity capabilities.

3.7. Origin

- 3.7.1. Preference will be given to proposals from Proponents headquartered in the United States.
- 3.7.2. Secondary will be given to proposals from Proponents headquartered in other countries in North, Central, and South America.

- 3.7.3. Proposals from Proponents based in countries of whom the National Aviation Authority has a Bilateral Safety Agreement with the FAA will be considered.
- 3.7.4. Proposals from Proponents based in countries of whom the National Aviation Authority does not have a Bilateral Safety Agreement with the FAA will be disqualified unless they can show how the proposed aircraft will be developed, manufactured, and certified in the US.
- 3.7.5. Proposals from Proponents on the US Department of Commerce Entity List will be disqualified.

3.8. Timeline

- 3.8.1. We are aware of the fact that creating a new aircraft takes a long time. It will likely take even longer to create a new kind of aircraft that may garner extra regulatory attention. However, the sooner the technology is available, the better.
- 3.8.2. Ideally, an aircraft would be available for purchase within 5 years of the signing of an agreement, though 8 years would be within commercial reason. (2-3 years design and initial production, 3-5 years certification and manufacturing setup)
- 3.8.3. All proposed timelines must be shown to be viable and the Proponent must describe how they will ensure adherence to the proposed timeline.

3.9. Adaptation of Existing Development Projects

- 3.9.1. There may be technology already in development that is similar to the UAS we are requesting.
- 3.9.2. A pivot of such a development project towards our requirements may or may not be a more efficient route than beginning a completely new UAS project.
- 3.9.3. If the adaptation of an existing project can be shown to accelerate the development and certification processes without diverging from the requirements, proposals of such adaptations will receive preference.

3.10. Adaptation of Existing Aircraft

- 3.10.1. It may be of interest for a Proponent to utilize the design of an existing certified manned aircraft and refit it to fly unmanned.
- 3.10.2. The testing and certification process might be smoother for a refit airframe. Though the long term preference is an aircraft optimized for unmanned flight by nature, this is outweighed by the commercial benefits of cost per unit, speed of production, and reliability of such an aircraft.
- 3.10.3. If the adaptation of an existing aircraft can be shown to accelerate the development and certification processes without diverging from

the requirements, proposals of such adaptations will receive preference.

4. Submission Process

4.1. All submission communications for each Proponent should be sent from one email address and one phone number.

4.2. All submission communications should be in the English language.

4.3. Mutual Non-Disclosure Agreement

4.3.1. The Proponent should contact AFO via the person listed in the beginning of this document to express interest in submitting an RFP.

4.3.2. A mutual Non-Disclosure Agreement (NDA) will be signed to protect the IP rights of the Proponent and those of AFO.

4.3.3. After these documents are signed, the Proponent may submit a Proposal in the manner described at the beginning of this document.

4.4. Format of the Proposal

4.4.1. Appendix A completed with no information missing.

4.4.2. Company Profile - Provide a thorough description of the Proponent's mission and how this proposal is compatible with the Proponent's overall business objectives.

4.4.3. Design Plans

4.4.3.1. A full description of the proposed aircraft design.

4.4.3.1.1. Include specifications for meeting all the Requirements in section 2, along with any other relevant information such as how the design might fit into the Preferences in section 3.

4.4.3.1.2. For certain requirements, simple acknowledgement is sufficient. Example: *Proponent's* aircraft will meet all FAA requirements for aircraft equipment, including appropriate lights for night flight.

4.4.3.1.3. Description of any third-party components to be included in the factory model of the aircraft and how they will address the relevant requirements and preferences.

4.4.3.2. A description of the Proponent's design process as well as a basic description of intended pathways to manufacturing, certification, maintenance, and operator training.

4.4.4. Visual Content

4.4.4.1. Model images of the projected aircraft showing dimensions, interior, and exterior design. These may include but are not limited to photographs, videos, sketches, and computer generated models.

4.4.4.2. All designs and visual content submitted as part of the Proposal will fall under the protection of the mutual NDA signed before submission.

4.4.5. Costs

4.4.5.1. Estimated cost of carrying out the proposed project, broken down into relevant categories and stages

4.4.5.2. Sources of funding for the project

4.4.5.3. Breakdown of the estimated production cost and sale cost of the end product per unit

4.4.6. Timeline

4.4.6.1. Estimated time required to complete each stage of the project.

4.4.6.1.1. Stages may include design, prototyping, manufacturing, various certifications, and any other milestones.

4.4.6.2. Estimated total time to complete the project from the signing of an agreement with AFO to the presentation of a viable product for purchase.

4.4.7. Experience

4.4.7.1. A description of the relevant experience of the Proponent and any key team members

4.4.7.2. Include any relevant staff, board members, consultants, and advisors.

4.4.7.3. Include any previous work on airframe or software design, component integration, and work with the FAA.

4.4.7.4. The purpose of this section is to show that the Proponent has enough expertise to complete the project.

4.4.8. References

4.4.8.1. Please provide three letters of recommendation from professional advocates of the Proponent.

4.4.8.2. Recommenders must not be employed by the Proponent.

4.4.8.3. Recommenders must not be family relatives of the Proponent, nor relatives of any of the Proponent's team members or employees, unless that relative can demonstrate a significant professional relationship with the Proponent.

4.4.9. Additional information

4.4.9.1. Proponents may include any additional information or documentation they deem necessary.

4.4.9.2. This information may or may not be considered in the selection process.

4.5. Clarifications

- 4.5.1. AFO may reach out to the Proponent for additional information or clarification during the submission, evaluation, and discussion periods.
- 4.5.2. Failure to respond or provide adequate information may result in disqualification.
- 4.6. **Changes to Proposal**
 - 4.6.1. The Proponent may make changes to their proposal until the end of the submission period.
 - 4.6.2. Changes should be made to the proposal document and a new complete PDF version of the proposal should be submitted via the email method described above with the word “Updated” at the end of the subject line. An explanation of the changes made should be included in the body of the re-submission email.
- 4.7. **Interviews**
 - 4.7.1. At the end of the submission period, AFO’s evaluation committee will assess each application and notify the Proponent of its decision on whether to proceed in the consideration of its proposal.
 - 4.7.2. If the decision is positive, AFO will offer one or more interviews to the Proponent.
 - 4.7.3. Interviews may be conducted in-person or online.
 - 4.7.4. One or more team members may represent the Proponent, but the main contact person for the Proponent must be present at all interviews.

5. Evaluation Criteria

- 5.1. *Requirements* - How closely does the proposal meet the requirements?
- 5.2. *Preferences* - In what ways does the proposal go above and beyond the requirements? Are there any critical tradeoffs?
- 5.3. *Experience* - What is the degree and nature of the Proponent's experience with aviation, technology, aerospace and computer engineering, agriculture, manufacturing, maintenance, and certification? What other critical knowledge does the Proponent have to offer?
- 5.4. *Timeline* - How quickly can the Proponent bring the project to fruition? What are the major milestones? What are the potential setbacks?
- 5.5. *Proof of concept* - How does the Proponent assure us that the proposal is feasible? How will this be accomplished in the proposed time frame?
- 5.6. *Funding* - How will the Proponent fund the proposed development? Where will the initial funding come from and how will funding be maintained in the future?
- 5.7. *Cost* - Do the proposed expenses for production and certification seem reasonable? Are the proposed sale costs commercially feasible?
- 5.8. *References* - Who can bear witness to the Proponent's capability to fulfill the proposal? What is the credibility of the referral?

6. Applicable Dates

Issue Request for Proposal	July 1, 2021
Responses Due	Dec 31, 2021, 5pm MST
Interviews	Individually Scheduled
Award Decision	April 1-July 1, 2022
<i>Submission Period</i>	<i>July 1-Dec 31, 2021</i>
<i>Evaluation Period</i>	<i>Jan 1, 2022-Award Decision</i>
<i>Discussion Period</i>	<i>April 1-Sept 29, 2021</i>

An Award Decision will be made no earlier than April 1 and no later than July 1 based on the volume and depth of the proposals received.

The Discussion Period will last up to 90 days immediately following the Award Decision.

AFO reserves the right to revise this schedule.

7. Award

7.1. Agreement

7.1.1. Upon selection and award, AFO and the selected Proponent shall use all commercially reasonable efforts to complete and sign an Agreement within ninety days, the terms of which shall include the following:

7.1.1.1. The Proponent shall put forth a good faith effort to design, produce, test, and certify an aircraft that aligns with the proposal submitted to AFO along the agreed-upon timeline.

7.1.1.2. AFO will provide guidance and monitor progress.

7.1.1.3. AFO will put forth a good faith effort to leverage its non-capital resources in support of the development of the Proponent's aircraft, such as contacts with associations, research groups, venture capital groups, international entities, or grant writers.

7.1.1.4. AFO will not seek rights to be the exclusive customer for this aircraft.

7.1.1.5. AFO will offer to purchase approximately one hundred units of the aircraft from the Proponent over the course of three years at an agreed-upon cost per unit upon the fulfillment of the proposal and presentation of an aircraft that meets the agreed-upon criteria and is ready for commercial use.

7.1.1.6. Each party to the Agreement will bear its respective costs, risks, and liabilities incurred because of its obligations and efforts under the Agreement. Neither AFO nor the Proponent shall have any right to reimbursement, payment, or compensation of any kind from the other party during the period prior to the requirements being met for the signing of a resulting Purchase Agreement.

7.2. Disqualifications

7.2.1. AFO reserves the right to retract the purchase offer if:

7.2.1.1. The Proponent fails to create a commercially viable aircraft.

7.2.1.2. The Proponent creates an aircraft that deviates from the criteria set forth in the Agreement.

7.2.1.3. The Proponent takes longer than the time agreed upon to provide the aircraft.

7.2.1.4. The Proponent is found to be in violation of the law or otherwise acts in contrast with AFO's core values.

7.3. Refusals

- 7.3.1. AFO will make every effort to come to an agreement with the chosen Proponent by the end of the Discussion Period. If the Proponent refuses to accept the agreement on or before the last day of that period, AFO may offer another Proponent a similar agreement. This agreement may be altered to adjust for the differences in the proposals.
- 7.3.2. Extensions of the Discussion Period must be mutually approved by AFO and the selected Proponent.

APPENDIX A PROPONENT INFORMATION

Company Details

If the Proponent is not associated with any company, please select the “Sole Proprietorship/Individual” option below and leave all other parts of this section blank.

Type of Company

If your company is not organized in the US, please select the US business structure that most closely corresponds to the foreign equivalent **and** the international option.

- | | |
|---|---|
| <input type="checkbox"/> Sole Proprietorship/Individual | <input type="checkbox"/> NGO/Non-profit |
| <input type="checkbox"/> LP/LLP | <input type="checkbox"/> Coop/JV/Consortium |
| <input type="checkbox"/> LLC | <input type="checkbox"/> Governmental |
| <input type="checkbox"/> For-profit Corporation | <input type="checkbox"/> International |

Company Name	
Physical Address	
City	
State/Province	
Postal Code	
Country	
Mailing Address	
City	
State/Province	
Postal Code	
Country	
Phone Number	
Email Address	

Contact Person Details

One person must be appointed as the main point of contact for all matters having to do with the Proposal. Correspondence with any other person will not be considered official communication with the Proponent.

Full Legal Name	
Preferred Name	
Position/Title	
City of Residence	
Phone Number	
Email Address	
Other Contact Info	

Briefly describe this person's relationship to the project.

Proposal Details

Documents and materials submitted with this proposal:

- Proposal with all required information
- Appendix B - Exceptions, Quantity: ___
- Visual Content, Formats (jpeg, mp4, etc.): _____
- Other:

By signing here, the Proponent acknowledges that it has read and understood the Request for Proposals to which this document is attached, including all appendices and schedules, and that the documents listed above represent the whole of the Proponent's proposal.

Signature: _____

Name: _____ Date: _____

