

AIRCRAFT ASSET MANAGEMENT

AUSTRALIAN GOVERNMENT CONTRACTS

Increased airline competitiveness has resulted in airlines seeking optimum utilisation and value for money from the operation of their aircraft assets. Further, the corporate world is increasingly turning towards “on-demand” air transport arrangements to ensure effective business response to clients and also to maximise employee productivity.

Being commercially independent from all aircraft manufacturers, sales distributors and financing organisations, **Ambidji** is able to offer aircraft owners, operators and investors a fully-integrated financing, technical and operational service relating to the planning, purchase, leasing, management and disposal of aircraft assets.

Australian Customs Service

Ambidji developed tender documents for procurement by Customs of an Air Charter Service for the transport of illegal foreign fishers detained in northern Australian waters. Within this, a statement of requirement and price schedules for the air charter service were developed.



Assistance was given to customs in the tender process, evaluation of tenders and negotiation of contract, which entailed:

- ❖ Development of all tender documentation, (included statement of requirement, schedule of services, aircraft performance requirements, price schedules, draft services agreement);
- ❖ Responding to clarification queries raised by tenderers;
- ❖ Assessment of tenders, including all aircraft options, financial analysis of options;
- ❖ Site inspection and assessment of tenderer’s proposals for aircraft, terminal facilities (passenger handling) and contract management;
- ❖ Preparation of source evaluation report and submission of recommendations to Customs financial delegate; and
- ❖ Negotiation of contract on behalf of Customs.

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Guest of Government Programme - VIP Flights

The Australian Government engaged **Ambidji** to project manage the selection of a suitable Air Transport Services Broker. This broker was to be utilised for the Guest of Government programme, which was VIP flights for government guests and dignitaries.

- ❖ The process involved the following:
- ❖ Review of Expression of Interest advertisement;
- ❖ Preparation of information paper;
- ❖ Shortlist EOI respondents;
- ❖ Prepare tender documentation;
- ❖ Evaluate tender responses; and
- ❖ Recommendation of preferred tenderer.