

QAVVIK AIR

Attn: Paula Octuck, Director of Contracts

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RE: RFP for AIR AMBULANCE SERVICE – Maniilaq Service Area Qavvik Air | Vendor Written Questions

Question 1:

Section: Evaluation and Negotiation | 1.2.3 Mandatory Proof of Air Operator License (page 8)

The RFP states: *MA requires Proposers to provide proof of certification as a MEDEVAC Service, Critical Air Ambulance Service with the State of Alaska and operating in compliance with applicable FAA regulations.*

Qavvik Air was born out of the desire to provide safe and reliable air transportation to the region. A 100% owned NANA subsidiary, Qavvik Air has two aircraft, including a fully outfitted 2023 PC-12. We are expanding our fleet to include *an additional* 2023 Pilatus PC-12, which will be delivered before the contract award date. As an Alaska Native-owned and operated company, we understand the region's unique needs, and we're investing in the fleet, team, and infrastructure necessary to service those needs.

We currently hold an FAA-issued Air Operator Certificate. With the acquisition of the 2023 Pilatus PC-12 with critical care medical interior, all required manuals and required personnel for an FAA Air Carrier certificate have been submitted to the FAA as of November 2023 and are being processed for FAA approval. We expect the FAA Air Carrier certificate with Air Ambulance Operations Specifications and the State of Alaska medical license to be awarded by MA's anticipated April 30 execution of agreement. Can we proceed with a proposal submission as we await final FAA approval?

Acceptable to proceed with proposal submission while awaiting final FAA approval.

Question 2:

Section: Appendix A – Form of Agreement | Compensation (page 16)

The RFP states: *MANIILAQ agrees to compensate CONTRACTOR at the rates set forth in the Pricing Form of Contractor's proposal for performance of contract Services (attached hereto). The total aggregate amount of compensation for the performance of Services and any reimbursement for approved expenses shall not exceed _____. Monthly, CONTRACTOR shall submit a detailed invoice to MANIILAQ for work performed the prior month, all charges must have documentation back up attached.*

Is this question intended to understand the cost associated with having the aircraft available to MA at all times? Or is this to address the billed rates for any medically necessary flights MA would be responsible for?

To only address the billed rates for medically necessary flights that MA would be responsible for.

Question 3:

Section: Appendix D – Pricing Form (page 43)

The RFP asks to list the charges, if any, to MA for, *"Transport deemed not medically necessary by third party payer or requested by Maniilaq for other reasons."*

Can you provide more information on how a transport is deemed not medically necessary? Based on past experience, how frequent are these? Can you provide an example of this type of transport?

These may be requested transports to a lower level of care facility usually secondary to mobility issues that prevent a commercial flight. The two scenarios where we see this currently is a transportation from Maniilaq Health Center after hospital discharge to home residence in a village and requested backhauls from ANMC after discharge to Maniilaq Health Center or home residence (Kotzebue or village). It usually relates to end of life, comfort care patients, or bed bound patients. Third party insurances usually will not cover these flights.