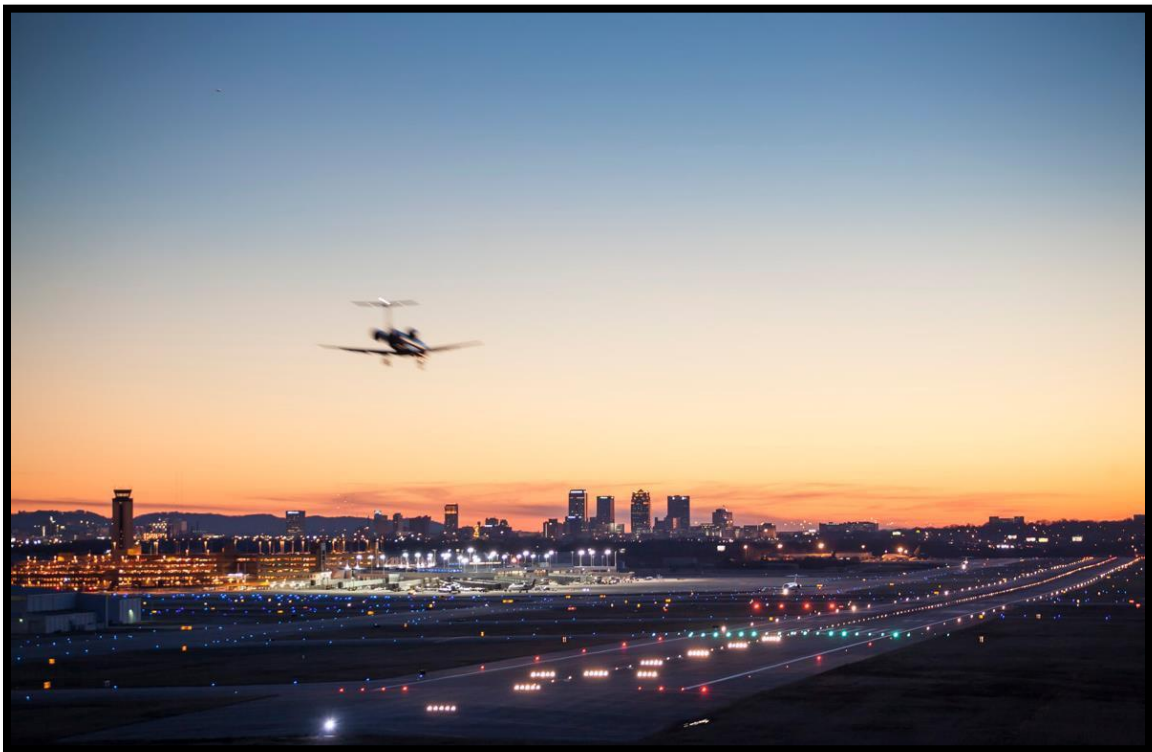


# Request for Quote Wildlife Bird Deterrent System



**Birmingham Airport Authority**  
May 17, 2023

## I. The Opportunity

### Purpose

The Birmingham Airport Authority (the “Authority”) is requesting quotes to purchase and install a new liquid propane gas (LP) wildlife deterrent cannon system to satisfactorily harass and/or deter birds and other wildlife from entering the runway environment, at Birmingham-Shuttlesworth International Airport. The Contractor shall provide all personnel, equipment, supplies, facilities, transportation, tools, materials, supervision, and other items and non-personal services necessary to perform installation of the LP wildlife deterrent cannon system as defined herein.

The purpose of this document (the “Request for Quotes” or “RFQ”) is to provide interested vendors with an overview of the opportunity, as well as instructions on how to respond. A prospective (“Proponent”) shall submit its quote (“Quote” or Quote Package”) in conformity with the procedures and requirements set in this Request for Quotes.

## II. Procedures and Requirements

### Pre-Submittal Inquiries

Inquiries relative to this RFQ are only to be submitted in writing via e-mail to [eseoane@flybhm.com](mailto:eseoane@flybhm.com), no later than the date for “Written Inquiries Accepted Through” set forth in Exhibit 1 Request for quote schedule of the RFQ, which date is ten (10) business days prior to the close of this RFQ (the “**Quote Due Date**”). Failure to follow this procedure may result in the Proponent being disqualified from participating in this RFQ process.

The Authority representative(s) will attempt to answer all written questions received in advance of the Written Inquiries Accepted Through date.

The Authority will provide a summary of all questions and answers communicated in writing and any changes to the requirements of the Request for Quotes in an addendum to the RFQ. Any such addendum will be incorporated as part of the RFQ and will be posted online on the Airport website located at [www.flybirmingham.com](http://www.flybirmingham.com).

## **RFQ Specifications**

To assure effective wildlife deterrence encompassing the airfield Birmingham-Shuttlesworth International Airport, the following specifications must be included in your proposed Bird Deterrent System:

### **Master Workstation**

- The system must have one master computer that controls all the various cannons and systems.
- The system must be programmable allowing operation by transmitters over authorized radio frequencies according to the BAA. The system must be able to meet all technical capabilities by utilizing the approved/authorized BAA frequencies. Controlled by one (1) interface control station as well as at least two (2) mobile transmitter handheld type units that are self-contained separate from any BAA network.
- Operation of the cannons must allow for variable burst pattern control (example but not limited to single cannon burst, multiple cannons [sector] bursts or all cannons burst), such that cannons can be activated individually, by sector, or sequentially. Additionally, must include dormancy period settings preventing accidental actuation of cannons outside of hours of regular use.

### **Software**

- Must contain Windows based software to enable proper functionality of the Bird Deterrent System. Features should include but are not limited to the following: Customized airfield diagram to depict locations of remote bird deterrent units, fuel estimates indicating remaining fuel in the cannons, as well as auto-control. Software should be able to be upgraded as needed as well.
- The system must have all the required current software/technical updates necessary for operations at time of installation.

### **Handheld Transmitter**

- Must include at a minimum two (2) handheld transmitters. The handheld transmitter must allow the system to be activated from anywhere on the airfield and be capable of controlling individual units or groups of units without restriction.
- Reception of the handheld transmitters must be at a minimum, able to transmit the full length of the runway and overrun distance at BHM runways.
- Each of the two (2) transmitters must be capable of controlling one (1) specific and all cannons within line of sight of the transmitter.

### **Base Antenna**

- Must include antenna to allow transmission of signals from the master workstation to the remote bird deterrent units.

### **Remote Bird Deterrent Unit**

- All of the proposed remote bird deterrent units must require no outside power source, be portable, weatherproof, and secure from tampering. Each unit shall be completely self-contained. All associated

components should be mounted on the same unit.

- Remote Bird Deterrent Units must individually be able to provide status on LP gas level to include low or empty to the respective fixed interface control station.
- Remote Bird Deterrent Units must individually be able to indicate battery status to include a low or inoperative battery.
- Individual cannons shall project multiple distress calls that cover a 360-degree radius around the cannon.

#### **Remote Bird Deterrent Unit with Distress Cry Generator**

- The system must also include Remote Bird Deterrent Units with Distress Cry Generators. Must include all the features of the Remote Bird Deterrent Units but also include the distress cry generators. Must be able to be played selectively or randomly.

#### **Maintenance/Support Assurance**

- Contractor must assert that the system parts and components related to the system being installed have readily available original equipment manufacturer (OEM) replacement parts (either by OEM or authorized reseller) for possible required maintenance for the deterrent system's continued upkeep.

#### **Specific Tasks**

- The Contractor shall provide all services required for full installation of the LP gas wildlife deterrent cannon system. Contractor employees shall remain clear of all runways and taxiways unless specifically cleared by runway control personnel.

#### **Cannon Placement**

- The Contractor shall work with BAA Operations to ensure optimal placement for each cannon in order to maximize deterrent effect, provide maximum coverage area, eliminate potential gaps in blast coverage, and maintain safety of flight operations. The Contractor shall provide the initial supply of LP gas canisters for each cannon placement and shall provide the necessary LP gas to test the entire wildlife deterrent cannon system for full operational capability. At the conclusion of fully successful functional testing/introductory operator training on the entire system, the Contractor shall ensure all LP gas cylinders are filled to capacity.

#### **Functional Testing**

- At the conclusion of installation, the Contractor shall conduct functional testing of the entire LP gas wildlife deterrent cannon system to demonstrate to the BAA full operational and performance capability meeting or exceeding the contracted requirements prior to release for normal operations by the BAA.

#### **Uninterrupted Airfield Operations**

- The contractor shall install the system with minimal disruption to the normal operations of the airfield. All Contractor operations shall be coordinated with the BAA.

#### **Clean up and Refuse Removal**

- The Contractor shall establish and maintain a robust method of policing all its work areas of trash and other debris to reduce the potential for FOD. The Contractor shall ensure work sites are kept in such a manner as to not pose a safety risk, impede traffic, or unduly hinder BAA operations while work is being performed. All Contractor-generated refuse and waste shall be removed daily by the Contractor to a disposal site located outside the physical boundaries of the BAA installation.

**Each quote submitted should include the following:**

- All pricing should be held for at least three (3) months.
- Warranty
- Payment terms
- If freight is not included in the price, add the freight as a separate line in the quote.
- Estimated delivery time.
- Price Schedule (listed below)

ITEM	DESCRIPTION OF MATERIAL OR SERVICES TO BE PURCHASED	QUANTITY/ UNIT	UNIT PRICE	TOTAL
001	Master Workstation	1		\$
002	Remote Bird Deterrent Cannon System Software	1		\$
003	Handheld Transmitter	2		\$
004	Base Antenna	1		\$
005	Remote Bird Deterrent Unit	10		\$
006	Remote Bird Deterrent Unit w/Distress Cry Generator	6		\$
007	Delivery and Installation	1Lot		\$
008	Training	1		\$
009	Annual Maintenance Cost	1		\$
			EXTENDED TOTAL:	\$
			DELIVERY TIME:	

**Submittal Requirements**

Each Proponent shall submit Quotation Package via email to [eseoane@flybhm.com](mailto:eseoane@flybhm.com).

**Selection Process/Criteria**

Each Quote will be evaluated based on the following criteria:

1. Pricing
2. Warranty
3. Payment terms
4. Estimated Delivery

## General Terms and Conditions

1. The Authority reserves the right to:

- a. Add, delete and/or negotiate with a Proponent, an agreement containing different and/or additional items or terms without reference to other Proponents or Quotes.
- b. Disqualify a Proponent in the event that, in the sole discretion of the Authority, its Quote does not contain sufficient information to permit a thorough analysis.
- c. Verify the validity of the information supplied by a Proponent and reject any Quote where the contents appear to be incorrect or inaccurate in the Authority's sole determination.
- d. Accept Quotes in whole or in part.
- e. In its sole discretion, cancel this RFQ without award or compensation to any Proponent, its officers, directors, employees or agents.
- f. Reject any and all Quotes.
- g. Accept the Quote(s) which, the Authority, in its sole discretion, deems the most advantageous to the Authority; and
- h. Request any other information it requires to evaluate the submissions, and, in the event of a Proponent's failure to provide such information, reject such Proponent's Quote.

2. All financial information must be presented in U.S. dollars.

3. The cost of preparing the Quote or providing additional information is the sole responsibility of the Proponent. The Authority will not be responsible for or pay or reimburse any fees or expenses to any Proponents or their agents.

4. The Proponent assumes all responsibility for complying with all applicable laws and regulations. Further, the Proponent is responsible for obtaining all permits required by law or local authorities to allow it to provide the EUVs to the Authority.

5. All Quotes become the property of the Authority and will not be returned to Proponents unless a written request to withdraw, signed by an authorized signatory of the Proponent, is received prior to the Quote Due Date.

## Request for Quotes Schedule

The schedule for the preparation and evaluation of Quotes is provided in the following Exhibit I:

### Exhibit I. Request for Quotes Schedule

Request for Quotes Documents Available	May 17, 2023
Written Inquiries Accepted Through	May 26, 2023
Quote Due Date	<b>June 2, 2023</b>
Target Award Date	June 2023

Quotes are due no later than **2:00 p.m. Central Time on June 2, 2023**, by which time all Quotes shall be recorded. Quotes will not be accepted after this date and time for any reason.

Quotes submitted by facsimile will not be accepted.

Quotes are to be sent via email to Ed A Seoane, VP of Purchasing.

Email address: [eseoane@flybhm.com](mailto:eseoane@flybhm.com).

The Authority reserves the right to extend the Quote Due Date and the RFQ Schedule. All changes or clarifications to the schedule will be distributed to all registered Proponents in the form of addenda.

## III. REQUIRED QUOTE DOCUMENTS

Each Quote must include the following information to be considered technically compliant. To facilitate the evaluation process, Proponents must present information in the following order:

### A. Executive Summary

The Proponent shall submit a summary to include a brief statement of the company and its ability to supply the items listed. Detail of items quoted. Full description, package size and pricing. Note is the item is hazardous and able to provide Material Safety Data Sheets with supply.

## **B. Exceptions to the Quote**

In the event any proposed Law or Proponent's performance under this this RFQ does not meet the requirements of this RFQ, Proponent may include a list of such exceptions to the requirements of the Request for Quotes in its Quote. All such exceptions shall be clearly stated on a separate page labeled "RFQ Exceptions." In the event Proponent objects to any requirement of this RFQ, Proponent is required to identify the RFQ provision to which it objects, identify the nature of the objection, and provide an explanation of the objection as well as any proposed substitutions or alternatives that Proponent requests that the Authority consider.

## **C. Alternate or Additional Items**

An alternate substitute may be acceptable if is of equal value.

## **D. Cost**

The Quote must include the line-item total cost for each alternate or additional items proposed pursuant to paragraph D of this Section III. Price must be valid minimum of three (3) months from the Quote Due Date of this RFQ. Additionally, the price quoted shall be valid at the time of order and honored at the time of delivery, regardless of the length of time to deliver.

**END OF REQUEST FOR QUOTES**