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QUESTIONS AND ANSWERS
GMU-1806-22
Flight Training Instructional Services

Responses are in **RED**.

1. At what location does this training have to take place? – there is no mention of this in the RFP
 - a. Within driving distance from Fairfax, Arlington, and Prince William campuses. Keep in mind students either reside on campus or in the NoVA region.
 - b. There are no other restrictions.
2. Are you limiting the size of the qualified “pool” of contractors mentioned in Clause I?
 - a. Preference is to have a single provider.
 - b. There is a need to accommodate students on the GI Bill which require Part 141, so we are leaving the options open to have a Part 61 and Part 141, to accommodate all customer segments.
3. Is there any commitment to a specific number of total students to be trained?
 - a. Like any University class, enrollment varies. Historically enrollment ranges from 2 to 10.
 - b. Previous experience shows that when we provide *quality service* students enroll. We believe we can grow enrollment and create a steady flow of students. It all comes down to word-of-mouth on the *quality of the service*.
4. How much notice will be given to a provider of the total number of students who are due to start during a semester so that capacity can be reserved?
 - a. Students are able to register approximately 3 months before the start of a semester.
5. If a student drops out, fails to complete within the allotted semester or fails to turn up to lessons what can the school do?
 - a. Not sure the intent of the question is understood. What issue is at the root of the question?
 - b. The basic concept is that once a student enrolls and pays registration (including Lab Fees) they are committed to complete the class and Course/Lab fees cannot be refunded.
 - c. There are some exceptions with regard to Drop dates. The flight school can invoice for a pro-rated amount
 - d. This is generally not an issue. It has only arisen when a student experienced airsickness and or experienced cognitive workload management issues in the cockpit and could not complete the course. We would like the provider to identify these situations as soon as possible (e.g. a pre-test) so we can advise the student and take appropriate actions to release them from the class at low/no cost to the service provider.
6. It is difficult to see how a contractor can bid with a commitment to 27 days of available aircraft time per month with no idea of total capacity needed plus no idea how many contractors might be awarded a part of the contract.
 - a. The problem we are trying to address is a vendor who bids a low-cost contract with a specific cost/type of aircraft and then cannot provide the aircraft (due to a host of reasons including maintenance). The student is left hanging for weeks at a time and *cannot complete the course within the academic calendar*. There are many solutions to the problem. We are open to hear your suggestions. One approach is to allow the student to fly a more expensive aircraft (at no additional cost to the student).
 - b. If there is an alternate clause for the vendor to address this issue we are open to an alternate mechanism to *protect both the student and the service provider*.

7. It is well established that completion rates of Private Pilot courses are extremely low (AOPA estimate of 20%) and, from the same study, those that do complete, need about 70 hours. There are several explanations for this poor record but one of the key ones is due to lack of focus that comes from taking too long to complete/flying infrequently. There is very clear and compelling evidence that accelerated programs take completion rates into the high 90th percentile. Your proposed program structure is going to see very high noncompletion rates, higher costs, and high levels of frustration. Many colleges currently offering residential aviation degrees don't even try to get new students through their Private Pilot license, preferring to have them take it prior to arrival.

- a. Thank you for the comment. We take this issue very seriously.
- b. Lets get the terminology clear – Private Pilot Certificate rated for "airplane, single-engine land"
- c. Please see Syllabus at https://catsr.vse.gmu.edu/SYST462/S_P%20SyllabusVer1.03_120611.pdf
Semester 1 = Stage 1 (Phases 1-5)
Semester 2 = Stage 2 (phases 6-10)

COURSE STRUCTURE

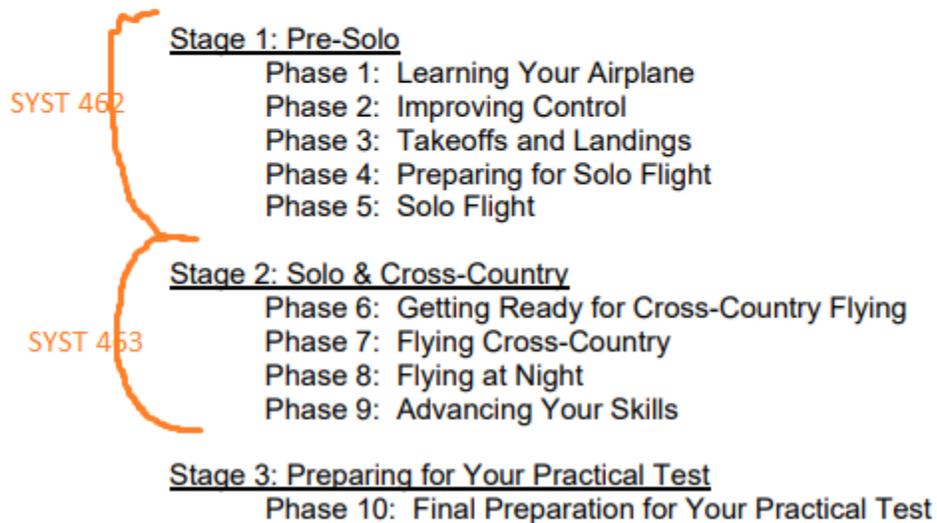
STAGES

The course is divided into three stages.

- Stage 1: Pre-Solo
- Stage 2: Solo & Cross-Country
- Stage 3: Preparing for Your Practical Test

PHASES

Each stage is divided into phases. There are a total of ten phases:



- d. The key constraint is the University offers courses in 16-week semesters. However, the program is offered, it must be organized around course enrollment registration course fees/lab fees.
- e. Over the last several years students have been able to manage to complete the Stage 1 in one semester and Stage 2 in one semester. This requires *scheduling* two flights per week and flying this tempo taking into account cancellations due to weather/equipment etc.
- f. Our understanding is that other flight schools (e.g. Liberty University, Embry-Riddle, ...) can meet the course objectives in the semester time frame.
- g. Please be advised that the classes must be completed within the 16-week University semester. This is not negotiable. It is way the University works. There is no flexibility on this.

8. If you want the students to have a high probability of completion I would not recommend your current proposal as being likely to achieve this.

- a. Thank you for your comments. The vendor are the experts. If there is a better way to do this we would like to hear about it. We take these comments very seriously and are open to your suggestions.

- b. Please be advised that the classes must be completed within the 16-week University semester. This is not negotiable. It is the way the University works. There is no flexibility on this.

- 9. I came across your bid that is out for flight instruction. I know it's for fixed-wing aircraft. Has the school also considered Rotorcraft? This is one area we specialize in, having had contracts training the New Jersey State police and with contracts training the Delaware State Police. We used to work with Delaware state university until they changed the regulations regarding 141 schools due to an outfit out west taking advantage of the program. If you'd like to talk about this, please feel free to call. Rotorcraft Aviation is a passion of mine and I have the opportunity to pass it down to younger generations as a Flight Instructor.
 - a. Please include this in your proposal. We will advertise rotor-craft and see if we get any takers.

- 10. Section X states that "Mason seeks contractors to provide instructional training for students to achieve a Private Pilot License"; however, Section X.A states: "Typically, the student...complete[s] preparation for Cross-Country during the 2nd 16-week semester". Question: Is the requirement that upon completion of both courses (SYST 462 and SYST 463), the student will fly a solo Cross-Country trip, or that the student will have successfully earned the Private Pilot License?
 - a. Not sure the intent of the question is understood.
 - b. The vendor should provide instruction according to the syllabus at https://catsr.vse.gmu.edu/SYST462/S_P%20SyllabusVer1.03_120611.pdf Semester 1 = Stage 1 (Phases 1-5), Semester 2 = Stage 2 (phases 6-10).
 - c. For the purpose of the contract, the vendor shall provide the student with the instruction and approval for the Solo and Cross-Country. The event, with the appropriate sign-off authority, is coordinated by the student and outside the scope of the contract
 - d. Glad to discuss this further and make sure we are all on the same page.