

Mr Mohamed Elkady
Arab Civil Aviation Commission
48 Al Akhsas Road – Zuair Street 6 Km.
P.B : 5025
Rabat 10105
Kingdom of Morocco

Our ref: P1189C001

2 July, 2009

Dear Mr Elkady

Re Update to ACAC CNS-ATM study

It is our pleasure to provide you with our proposal to update the ACAC CNS-ATM study, as requested in our recent conversations. This letter forms the commercial offer.

Enclosed with this letter is a technical proposal for the study, including our proposed approach, the areas to be covered, and the team members. We believe the approach and team we have put together will meet all your needs for this task, utilising our extensive experience in strategic planning and regional cooperation for CNS-ATM and service provision.

The approach foresees two main options: one with Helios travelling to ACAC member states to collect data, the other with ACAC coordinating the data collection themselves. We are of course open to discussion as to the level of data collection.

Based on our detailed review of the original study, and proposed approach for its update, we estimate that the work will require approximately 67 person-days effort from Helios staff. Based on this estimate of effort, the labour component of our price will be £46870 (forty six thousand eight hundred and seventy pounds). We envisage travel from our headquarters in Farnborough to attend the meetings in Rabat as defined in the technical proposal. Our estimate for the associated travel and subsistence expenses is £2500. The optional stakeholder consultations are offered at a fixed price of £7860, including labour, travel and subsistence expenses.

Therefore our fixed price quotation for the work (including all tasks) is **£57320 (fifty seven thousand three hundred and twenty pounds)**. This price is inclusive of all labour, travel and subsistence expenses but is exclusive of VAT.

Should ACAC decide not to take up the option of stakeholder consultations, the total fixed price quotation is £49370 (inclusive of labour, travel and subsistence, but excluding VAT and any stakeholder meetings).

We would propose the following payment schedule.

Milestone	Description	Proportion	Date	Amount
1	Contract award	30%	August 2009	£14811
2	Acceptance of final report	70%	December 2009	£34559
Total		100%		£49370
OPTION	Stakeholder consultations	n/a	December 2009	£7860

This proposal is valid for sixty days from 02 July 2009 and is subject to the agreement of mutually acceptable contractual terms and conditions.

I hope that this proposal meets your requirements but, of course, if there are any points that you would like to refine or discuss please do not hesitate to contact me at your earliest convenience.

Yours sincerely



Ben Stanley

Principal, Helios

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