**BELAIR Unsuccessful Offeror Letter**

Subject: Unsuccessful Notification – United States Department of the Navy Request for Proposal for Progressive Structural Inspection (PSI) Processes and Depot Level Repair Processes for HC-130H and HC-130J Aircraft

Dear Mr. Christopher Pilaught,

The United States Department of the Navy (Navy) appreciates the opportunity to review the BelAir Company proposal submitted in response to the Navy Request for Proposal for Progressive Structural Inspection (PSI) processes and depot level repair processes for HC-130H and HC-130J aircraft.

The solicitation was issued via the Federal Business Opportunities website and three (3) proposals were received by the solicitation closing date. Award was made to Open Skies Corporation at a total price of $182,672,705.04 on June 7, 2013.

The evaluation results of the BelAir proposal are as follows:

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| **Factors** | **BelAir Corporation** |
| Technical Capability | Superior |
| Past Performance | Satisfactory |
| Management Approach | Superior |
| Price | $196,580,240.00 |

The RFP stated **“that the Government will make an award to the responsible offeror whose proposal represents the best value to the Government, price and other factors considered.”** The proposal submitted by BelAir was evaluated in accordance with the solicitation guidelines and was not selected for award.

We appreciate the effort BelAir has devoted to this solicitation, and encourage BelAir to continue its efforts to do business with the Navy. If you would like additional information concerning this award, please contact Mr. George Carpouzi at [George.Carpouzi@navy.mil](mailto:George.Carpouzi@navy.mil)

Regards,

George Carpouzi

Contracting Officer