

BOARD APPROVED

APRIL 12, 2019

JANICE INDRUTZ
CORPORATE SECRETARY

Approval of Contract in Excess of \$2,000,000

Vendor: Piper Aircraft, Inc.

Item: Thirteen (13) Single-Engine Piper Archer Aircrafts

Amount: \$4,696,250 (\$361,250 per airplane)

Campus: The School of Aviation and Transportation Technology - West Lafayette

Source of Funds: SFI - Aircraft Replacement Reserve

Remarks:

We are seeking approval from the Board of Trustees to refresh the School of Aviation and Transportation Technology's ("SATT") aviation trainer fleet. SATT is requesting to purchase thirteen (13) single-engine Piper Archer aircrafts. SATT's current fleet is aging and will require significant investment to maintain compliance with FAA regulations. Additionally, SATT's aviation program is a leader in higher education. SATT requires a new and technologically advanced fleet to continue to provide our students a world-class education in this field.

Procurement Services issued a Request for Proposal to refresh SATT's trainer aviation fleet. Procurement Services received three (3) qualified responses. Procurement Services and a team of evaluators performed a comprehensive review of the proposals. Following this review, Piper was the recommended option.

Piper has a well-established reputation in the industry; they have over 50,000 Piper Archers in service worldwide. Faculty, staff and the SATT department head are comfortable with Piper products, and they believe that Piper provides an airplane with a strong safety record, robust training platform, and high level of reliability, thereby providing the best overall value to our students. In addition to the most competitive rates proposed, Piper agreed to provide Purdue value-added offerings totaling \$348,009. These offerings include internships, multi-media and print-media packages, scholarships, trade show packages, and annual sponsorships.

SATT reserves will be used to fund the purchase. SATT will sell their current fleet of sixteen (16) Cirrus airplanes to help offset the cost of this purchase.