

Commercial Business Model for Heavy-lift Intercontinental Aviation Services

One of the recommendations of the OAC Subcommittee on the USAP resupply issue was for OPP to consider a Business Model to augment the DoD's C-17 aircraft.

OPP has examined the commercial possibilities several times in the past. The latest effort was during the spring of 2005, in response to concerns that C-17 aircraft support could be limited in the coming season. OPP worked with the Contract Airlift Division at the Air Mobility Command to generate a Request For Information (RFI) to determine if there were any commercial operators available. The RFI had limited distribution, and the resulting response was poor with only a single vendor offering a minimally capable aircraft.

OPP, when releasing its own RFIs, has had more promising results. For example, in a 1997 RFI for the commercial operation of LC airlift services, the industry response was good, with several airlift leaders among the responders. Success was ensured through wide distribution of the RFI that targeted known industry leaders via direct contact. OPP plans to do the following:

- Continue to monitor the industry for suitable aircraft at competitive rates.
- Observe the use of commercial type aircraft like the RNZDF Boeing 757 that will be used by AntNZ (and offered to the USAP as part of the USAP/AntNZ exchange of resources).

With this knowledge and experience, OPP will be able to develop a comprehensive RFI that is widely disseminated, accurately reflects OPP's airlift mission requirements, and offers significant work to responders.