

Preliminary Market Consultation for
“Advanced Visual Docking Guidance System (A-VDGS)”
at Athens International Airport’s Aircraft Stands

Athens International Airport S.A. (AIA) intends to conduct a tender related concluding a framework agreement for the provision of an Advanced Visual Docking Guidance System (A-VDGS) at AIA’s Aircraft Stands.

In that respect, and prior to the launching of the said tender, AIA wishes to communicate the main aspects of the tender to potential market participants having experience in similar projects, for a preliminary market consultation so to receive their comments, remarks, opinions.

Participants wishing to be involved in the consultation process shall express their interest by submitting a written application by email to AIA. The written application should carry the indication "Preliminary Market Consultation for “Advanced Visual Docking Guidance System (A-VDGS)” at Athens International Airport’s Aircraft Stands” and should be addressed to Athens International Airport’s Procurement Department at the email address procurement@aia.gr.

In this application the following table shall be completed including also a confidentiality statement by the applicant’s contact person:

DETAILS OF APPLICANT AND CONTACT PERSON	
Company name	
Company Address	
Title (Mr/Ms)	
Contact person’s Name	
Contact person’s Surname	
Corporate title	
Phone	
Mobile	
Email	
STATEMENT	
<i>By making this application we acknowledge and accept that the documents that will be provided are commercial and confidential in nature and that AIA retains the right to seek damages for their unauthorised disclosure.</i>	
Contact person’s Signature	
Company’s official stamp	

Following the submission of their written application, applicants will receive details, by email, of how they can obtain the documents from AIA on which they will provide their comments. These documents will be made available in electronic format and applicants are expected to respond accordingly.

Questions or inquiries pertaining to the market consultation documents may be submitted, by the participant's contact person, at email procurement@aia.gr until **11th June 2024**. The questions or inquiries shall explicitly state the project title and must be submitted in an editable word document (.DOC format).

Participants shall provide their input for this market consultation by submitting below listed deliverables, as well as any other information deemed necessary, until **20th June 2024** at email procurement@aia.gr:

- Technical details and specifications of the proposed A-VDGS units and software for the specific stands.
- Comments and remarks on the provided RFI Scope. The Technical Description may be enriched according to the providers' expertise.
- Description of the proposed solution including:
 - o Functionalities
 - o Architecture
 - o Components
 - o Licensing scheme
 - o Solution support
- High level implementation plan
- A high-level cost estimation of the solution, including:
 - o Solution components (H/W and S/W) (CapEx)
 - o Implementation services (CapEx)
 - o Maintenance & support services (5-year OpEx).
- Training

It should be noted that the elaboration of the participants' comments, remarks and opinions in the final scope lies under AIA's sole discretion.

All documents provided by AIA in connection with this market consultation process, including data, information, specifications and the like, and other materials which may be provided by AIA to the participants and which are not in the public domain at that time, must be retained, in confidence, by the participant and not be disclosed to any third party except with the express prior written authorization of AIA, or unless required to do so by law, or by a competent legal authority having appropriate jurisdiction. The participant by making an application acknowledges and accepts that the documents provided are commercial, confidential in nature and that AIA retains the right to seek damages for their unauthorised disclosure.

Following the submission of comments, remarks and opinions, participants might be asked by AIA to make a presentation to AIA, at a time and date to be arranged by AIA.