

Preliminary Market Consultation / RFI for the Operational Concept and Business Model of
an Aircraft Rescue & Firefighting (ARFF) Training Facility

Athens International Airport S.A.(AIA) intends to conduct tenders, related to:

- a. the development and construction of the infrastructure for an Aircraft Rescue & Fire Fighting (ARFF) Training Facility, which will be allocated at AIA's premises, in an area of approximately 30000m².
- b. the selection of a competent Business Partner for the Operational and Business Development of an Aircraft Rescue & Firefighting (ARFF) Training Facility

The objective of this new, state of the art training facility is to offer high-level ARFF & Ancillary Training services, with modern infrastructure, addressing the following needs:

1. ARFF training of AIA's Rescue & Fire Fighting Unit in compliance with ICAO Annex 14 and EASA EU No139/2014 regulatory framework.
2. ARFF training to external clients (Rescue & Fire Fighting units of other airports).
3. Practical Fire Extinguisher Training, addressing AIA's personnel, the airport community (personnel of airlines, ground handlers, state entities etc.) and other external non-aviation related clients.

Note: Optional provisions are made for Disabled Aircraft Recovery (DAR) Training, on top of the core ARFF Training.

Within the context of this preliminary Market consultation, AIA's intention is to assess the feasibility of providing a full portfolio of training services for aircraft rescue & firefighting and disabled aircraft recovery, combined with general purpose fire extinguisher training, and address Service Providers of ARFF Training to express their interest in the development of the operational concept and the business model of the abovementioned ARFF training facility in Athens.

In that respect, and prior to the launching of the tender for the selection of a competent Business Partner for the Operational and Business Development of an Aircraft Rescue & Firefighting (ARFF) Training Facility 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 as to receive their comments, remarks, opinions regarding the feasibility of the project.

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 Operational Concept and Business Model of an Aircraft Rescue & Firefighting (ARFF) Training Facility" and should be addressed to Athens International Airport's Procurement Department at the email address Pichask@aia.gr and copying DimitriouG@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 provided are commercial, 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	

Questions or inquiries pertaining to the market consultation documents may be submitted, by the participant's contact person, at email Pichask@aia.gr (copying DimitriouG@aia.gr) until **October 24th, 2024**. The questions or inquiries shall explicitly state the project title and must be submitted in an editable word document (.DOC format).

Participants shall submit to AIA the below listed deliverables as well as any other information deemed necessary until **November 4th, 2024** at email: Pichask@aia.gr and copying DimitriouG@aia.gr.

AIA expects from the participants to provide their input for this market consultation by submitting the below deliverables:

- Comments and remarks on the scope. Scope maybe enriched according to the providers' expertise.
- Proposal that assesses the suitability of the planned ARFF infrastructure, or propose alternative options, according to their expertise, for ensuring a viable business model for provision of ARFF and ancillary training services.
- Comments on the Training modules Assumptions xls. file.

- A rough estimation regarding operating costs and revenues as per Training modules Assumptions xls. file.
- Proposed methodology for the development of an operational concept and business model of the abovementioned ARFF training facility in Athens.

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.