

<b>1</b>	<b>CONTRACTING ENTITY</b>		
1.1	Official name:	Athens International Airport S.A.	
1.2	Postal address:	Administration Building (17)/ Procurement Department 190 19 Spata Greece	
1.3	Contact point:	Mr. S. Lountzis	Telephone: +30 210 35 36 490 E-mail: <a href="mailto:Tenders@aia.gr">Tenders@aia.gr</a>
1.4	General internet address:	<a href="http://www.aia.gr/company-and-business/business/current-tenders/">http://www.aia.gr/company-and-business/business/current-tenders/</a>	
<b>2</b>	<b>OBJECT OF THE CONTRACT</b>		
2.1	Title:	International Tender for the upgrade of outdoor lighting	
2.2	Type of contract:	Supply and installation	
2.3	Description:	<p>Athens International Airport S.A. (hereinafter called "AIA") in compliance with the Airport Development Agreement as ratified by Law 2338/1995 (Government Gazette A'202/14.09.95), as amended and ratified by virtue of Law 4594/2019 (Government Gazette A'29/19.02.19) and Law 5080/2024 (Government Gazette A' 4/ 16.01.2024), is inviting companies or groups of economic operators to tender for the Works in title at Athens International Airport "Eleftherios Venizelos".</p> <p>In line with AIA's Route 2025 objectives, the Airport Company has implemented strategic measures aimed at reducing energy consumption. The replacement of approximately 2,400 conventional street and parking sodium-type lighting fixtures, installed since the airport's opening, with new ones of contemporary LED technology, offering significant electricity consumption saving merits, is an important energy reduction initiative.</p> <p>The project foresees the modernization of the entirety of the airport outdoor lighting (except concessionaires' parking areas, i.e. Retail Park, Metropolitan Expo etc.), by replacing 2,400 lighting fixtures with new ones of LED technology and enhanced durability in the following areas:</p> <ul style="list-style-type: none"> <li>• Main Access Road: 160 units</li> <li>• Streets: 730 units</li> <li>• Parking lots: 1,510 units.</li> </ul> <p>The project has been examined on the basis of a detailed design study, specifying the photometric needs of each individual area in accordance with current European Norms. Moreover, in order to ensure the optimum performance of the new lighting fixtures in line with relevant operational and electricity consumption requirements, the submission of corresponding photometric studies for the above areas, and the installation of mockup lighting fixtures for onsite testing and certification will be requested at the tender and pre-award stages respectively.</p> <p>More details will be included in the Tender Documents which will be dispatched to the interested applicants.</p>	
2.4	Information about options:	Not Applicable	

2.5	Duration of the contract:	Estimated award: March 2025 Project completion: March 2026 Term completion (including Liability Period): March 2031  More details will be included in the Tender Documents which will be dispatched to the interested applicants.
2.6	Renewals:	Not Applicable
2.7	Estimated contract value:	€ 0.85 million
<b>3</b>	<b>LEGAL, ECONOMIC AND FINANCING INFORMATION</b>	
3.1	Deposits and guarantees:	Applicants will be asked to submit, with their proposals, a Participation Bond, to be returned in accordance with the terms and conditions of the Tender Documents. The awarded contractor will be required to submit a Performance Bond, upon signing of the contract.  Details and prerequisites are provided in the Tender Documents.
3.2	Main financing conditions and payment arrangements and/or reference to the relevant provisions governing them:	As detailed in the Tender Documents.
3.3	Legal form to be taken by the group of economic operators to whom the contract is to be awarded:	In case applicants form and participate in the Tender as a group of economic operators, they may be requested to either execute a binding consortium consolidation deed or to form a capital company, prior to contract award, with joint and several liability.  More details are included in the Tender Documents.
3.4	Other particular conditions:	None
<b>4</b>	<b>CONDITIONS FOR PARTICIPATION</b>	
4.1	Personal situation of economic operators, including requirements relating to enrolment on professional or trade registers:	As detailed in the Tender Documents.
4.2	Economic and financial ability:	Applicants will be asked to prove: <ul style="list-style-type: none"> <li>i. Tenderers' financial ability in relation to the project's anticipated contract cost (estimated at €0.85mio) based on 2023 audited financial statements, (i.e., balance sheet, income statement, cash flow statement), the notes of the financial statements and the chartered auditor's report.</li> <li>ii. Tenderers' financial standing as derived from the submitted audited financial statements (i.e., balance sheet, income statement, cashflow statement) the notes of the financial statements and the chartered auditor's report, for each of the previous three (3) fiscal years i.e., 2021, 2022, 2023; and a bank reference in the form of letter issued by the tenderer's bank</li> </ul>

		<p>describing from the bank's point of view the nature of the business relationship with the participant, for example, that the business cooperation between the bank and the participant is smooth/satisfactory etc.</p> <p>More details are included in the Tender Documents.</p> <p>AIA reserves the right to request and receive, by lawfully operating specialized service providers, correct and up-to-date information about the credit and generally financial situation of the respective tenderers, both at pre and post contractual phases, in its legitimate interest to ensure commercial loyalty, reliability and security of transactions. Tenderers are hereby informed that the processing of any personal data, is subject to the provisions of personal data protection legislation in force. Further information may be obtained under the link: <a href="https://www.aia.gr/company-and-business/business/privacy-notice-business-partners">https://www.aia.gr/company-and-business/business/privacy-notice-business-partners</a> , being an integral part of the present document.</p>
4.3	Technical capacity:	<p>The Tenderers shall provide evidence for the sale of at least 2,000 lighting fixtures (similar to the scope requirements) over the past three (3) years.</p> <p>The aforementioned experience shall be evidenced by clients' attestations confirming quantity, quality and timely delivery.</p>
4.4	Quality / Health & Safety / Environmental Certifications	<p><b>a.</b> Quality Management certificate (9001:2015).</p> <p><b>b.</b> Environmental Management System (EMS) Certification as per 14001:2015 and/or verification as per EMAS 1221/2009.</p> <p><b>c.</b> Health and Safety (H&amp;S) certificate OHSAS 18001:2007 or ISO 45001:2018 or relevant H&amp;S manual.</p>
4.5	Compliance with Scope requirements	<p>Compliance with AIA's required technical specifications as outlined in AIA's conformity sheets and in accordance with AIA's proposed replacement plan.</p>
4.6	Information for evaluating if the requirements are met:	<p>Applicants will be assessed and pre-selected on the basis of equal opportunities. Their economic and financial ability under 4.2, their technical ability under 4.3, their certifications under 4.4 and their compliance with Scope requirements under 4.5 will be assessed on a go/ no-go basis.</p> <p>More details are included in the Tender Documents.</p>
4.7	Execution of the works is reserved to a particular profession:	<p>Not Applicable</p>
4.8	Legal persons should indicate the names and professional qualifications of the staff responsible for the execution of the works:	<p>Yes</p>
<b>5</b>	<b>PROCEDURE</b>	

5.1	Type of procedure:	Open	
5.2	Award criteria:	The most economically advantageous tender in terms of the criteria stated below.	
		<b>Criteria for technical Excellence</b> (Said criteria evaluate proposals exceeding the prerequisite standards under A.4)	<b>WEIGHT</b>
		<b>B.1 Energy Efficiency</b> Products of luminous efficacy, in lumen (lm) per Watt (W), will receive points as below:  120 lm/W ≤ Luminous Efficacy < 130 lm/W    100 points 130 lm/W ≤ Luminous Efficacy < 140 lm/W    125 points Luminous Efficacy ≥ 140 lm/W                    150 points	<b>10%</b>
		<b>B.2 Durability</b> Products of luminous flux durability (in thousands of operating hours) will receive points as below:  100,000 hours ≤ Luminous Flux Durability < 110,000 hours, 100 points 110,000 hours ≤ Luminous Flux Durability < 120,000 hours, 125 points Luminous Flux Durability ≥ 120,000 hours, 150 points	<b>20%</b>
		The Financial Evaluation shall be based on the following Criteria.	
		<b>Financial Award Criteria</b>	<b>WEIGHT</b>
		The financial evaluation of the technically accepted proposals will be based on the best (i.e., lower) financial offer (present value) received, derived from the total amount of the two (2) distinct parameters (i) and (ii) below: <ul style="list-style-type: none"> <li>i. The fee for the purchase and installation of the lighting fixtures.</li> <li>ii. The annual energy costs (based on the power “Watt” of the provided lighting fixtures) for an estimated time of eight (8) years.</li> </ul>	<b>70%</b>
5.3	Information about electronic auction:	Not Applicable	
5.4	Time limit for requesting Tender Documents	Not Applicable	
5.5	Time limit for receipt of tender proposals:	<b>10/01/2025</b>	<b>13:00</b>

5.6	Language(s) in which tenders or requests to participate may be drawn up:	<p>a) All documents submitted in this Tender are to be in the English language;</p> <p>b) In case for applicants which their corporations are established or operating in Greece, copies of certificates and documents issued by judicial, administrative or competent authorities in Greece together with the Board of Directors decisions and audited financial statements may be submitted only in the Greek language;</p> <p>c) In case applicants are not established in Greece, copies of certificates and documents issued by competent, administrative or judicial authorities, in accordance with the laws of the applicants' country, shall be submitted together with an official translation in the English language.</p>																						
5.8	Minimum time frame for tenderer's offer validity:	6 months																						
<b>6 COMPLEMENTARY INFORMATION</b>																								
6.1	This is a recurrent procurement:	No																						
6.2	Additional information:	<p>All parties interested in receiving the relevant Tender Documents are invited to participate in the following process:  Applicants are requested to submit a written application by email to <a href="mailto:Tenders@aia.gr">Tenders@aia.gr</a>. The written application should bear the project title <b>International Tender for the upgrade of outdoor lighting</b> and the indication 'Application'</p> <p>In this application the following table must be provided filled-out:</p> <table border="1" data-bbox="619 1088 1474 1608"> <thead> <tr> <th colspan="2" data-bbox="619 1088 1474 1155"><b>DETAILS OF APPLICANT AND CONTACT PERSON</b></th> </tr> </thead> <tbody> <tr> <td data-bbox="619 1155 1054 1200">Tender title</td> <td data-bbox="1054 1155 1474 1200"></td> </tr> <tr> <td data-bbox="619 1200 1054 1267">Company or consortium/joint venture name</td> <td data-bbox="1054 1200 1474 1267"></td> </tr> <tr> <td data-bbox="619 1267 1054 1312">Company Address</td> <td data-bbox="1054 1267 1474 1312"></td> </tr> <tr> <td data-bbox="619 1312 1054 1357">Title (Mr/Ms)</td> <td data-bbox="1054 1312 1474 1357"></td> </tr> <tr> <td data-bbox="619 1357 1054 1402">Contact person Name</td> <td data-bbox="1054 1357 1474 1402"></td> </tr> <tr> <td data-bbox="619 1402 1054 1447">Contact person Surname</td> <td data-bbox="1054 1402 1474 1447"></td> </tr> <tr> <td data-bbox="619 1447 1054 1491">Corporate title</td> <td data-bbox="1054 1447 1474 1491"></td> </tr> <tr> <td data-bbox="619 1491 1054 1536">Phone</td> <td data-bbox="1054 1491 1474 1536"></td> </tr> <tr> <td data-bbox="619 1536 1054 1581">Mobile</td> <td data-bbox="1054 1536 1474 1581"></td> </tr> <tr> <td data-bbox="619 1581 1054 1608">Email</td> <td data-bbox="1054 1581 1474 1608"></td> </tr> </tbody> </table> <p>Following the submission of their written application, applicants will receive the access details to the Tender Documents by email in order for them to prepare and submit their Proposals within the time schedule stated under Section 5.5 of this Contract Notice.</p> <p>For requirements relating to the economic and financial capacity and/or the technical and/or the professional abilities of the applicant, the latter may where appropriate rely on the capacity of other entities in accordance with the details set in the Tender Documents.</p> <p>The contract will be subject to Greek law.</p> <p>AIA reserves the right not to proceed with the contract at any stage of the tender process and applicants shall not be entitled to any compensation.</p>	<b>DETAILS OF APPLICANT AND CONTACT PERSON</b>		Tender title		Company or consortium/joint venture name		Company Address		Title (Mr/Ms)		Contact person Name		Contact person Surname		Corporate title		Phone		Mobile		Email	
<b>DETAILS OF APPLICANT AND CONTACT PERSON</b>																								
Tender title																								
Company or consortium/joint venture name																								
Company Address																								
Title (Mr/Ms)																								
Contact person Name																								
Contact person Surname																								
Corporate title																								
Phone																								
Mobile																								
Email																								

		More details are provided in the Tender Documents
6.3	Procedures for appeal:	Applicants, have the right to file an objection on AIA's award decision. Such objection shall be submitted in writing within ten (10) days from receiving the official announcement of the tender result, addressed to the person named in section 1 above, specifying the legal and factual grounds that justify their objection. The submitted objection will be examined by AIA's Objections Committee.
6.4	Escalation of Disputes:	<p>A. Body responsible for mediation procedures:  Athens Mediation and Arbitration Organization («EODID»)  Nomiki Vivliothiki, Mavromixali street 23  106 71 Athens  Greece  Telephone: +30 210 3678910  E-mail: info@eodid.org  Internet address: <a href="http://www.eodid.org">http://www.eodid.org</a></p> <p>B. <u>Exclusive jurisdiction of Athens Courts</u></p>