

1	CONTRACTING ENTITY	
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:	Telephone: +30 210 35 36 490 E-mail: Procurement@aia.gr
1.4	General internet address:	http://www.aia.gr/company-and-business/business/current-tenders/

2	OBJECT OF THE CONTRACT	
2.1	Title:	AERONAUTICAL BILLING SYSTEM (ABS)/E-ADF REPLACEMENT
2.2	Type of contract:	Project
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' 29/19.2.2019) and 5080/2024, Government Gazette A' 4/ 16.1.2024 (thereafter "ADA") is inviting companies or group of economic operators to tender for the Project in title at Athens International Airport "Eleftherios Venizelos".</p> <p>AIA intends to renew the Aeronautical Billing System (ABS)/electronic Airport Development Fund (e-ADF) to automate aircraft charging processes, eliminating manual intervention and enhancing operational efficiency and transparency. Specifically, the project will provide, implement, configure, support and maintain a Software as a Service (SaaS) solution, either from a public or a private (on premise) cloud. The proposed solution that shall be offered by the contractor must operate seamlessly and without performance issues, being integrated with AIA's IT environment, with compliance to AIA's Information Security and Architecture requirements as well as to IT&T ISO 20000 processes and procedures.</p> <p>More details are included in the Tender Documents.</p>
2.4	Lots:	This contract is not divided into lots.
2.5	Information about options:	Not Applicable
2.6	Duration of the contract:	Implementation plus five (5) years maintenance
2.7	Renewals:	Not Applicable
2.8	Estimated contract value:	Not Available

3	LEGAL, ECONOMIC AND FINANCING INFORMATION	
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

4	CONDITIONS FOR PARTICIPATION	
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	Financial ability:	<p>A. Tenderers' financial ability in relation to the projects' anticipated maximum annual outflow (estimated at €0.5Mil for 2025) as proven by the last fiscal year's (2023) audited Financial Statements, (i.e., Balance Sheet, Income Statement, Cashflow Statement), the notes of the financial statements and the chartered auditor's report.</p> <p>B. 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.</p> <p><u>Note:</u> 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: https://www.aia.gr/company-and-business/business/privacy-notice-business-partners, being an integral part of the Tender Documents.</p> <p>More details are included in the Tender Documents.</p>
4.3	Technical Ability:	Proof of experience, in a form of a client attestation (indicating the year, the size of the project, the contract value etc.), of at least one (1) completed project, currently in operation, for a minimum of one (1) year, referring to the deployment of a Software as a Service (SaaS) solution either on a public or a private (on premise) cloud for an Aeronautical Billing System (ABS), for an Airport operator, with more than 12m passengers operated by at least 20 airlines, during the last seven (7) years. The Aeronautical Billing System (ABS) solution offered in the Technical Proposal must be the one for which

		a relevant attestation has been provided.
4.4	GDPR Compliance:	A solemn declaration by the Tenderers' legal representative that they are fully aware and comply with GDPR regulation (EU 679/2016). More details are included in the Tender Documents.
4.5	Information for evaluating if the requirements are met:	Applicants will be assessed and pre-selected on the basis of equal opportunities. Their professional credentials and reliability, as well as their financial standing under 4.2, their technical ability under 4.3 and the GDPR compliance under 4.4, will be assessed on a go/ no-go basis. More details are included in the Tender Documents
4.6	Execution of the service is reserved to a particular profession:	No
4.7	Legal persons should indicate the names and professional qualifications of the staff responsible for the execution of the service:	Yes

5	PROCEDURE		
5.2	Award criteria:	The most economically advantageous tender proposal in terms of the criteria stated below.	
		Technical Award Criteria	
		B1. Alignment with AIA’s Functional Requirements Rating of proposal regarding fitting/conformance with AIA's functional requirements, including interfaces with other systems.	15%
		B2. Alignment with AIA’s Technical & Security Requirements Rating of proposal regarding fitting/conformance with AIA's Technical & Security requirements.	15%
		B3. Methodology - Project Team Structure and Experience Provision of an implementation methodology covering all aspects of the required execution of the project (including the Project Time & migration Plan). Project team structure and experience in projects of similar scope and criticality. The involved personnel qualifications, related experience proven by the submitted CVs, taking into consideration the project specifics. Project plan should be aligned and addressed with a project rollout date (being operational) indicated in the Scope.	10%
		Financial Award Criteria	
		Present Value (PV) and Reverse Proportion Formula derived from the supply and implementation and five (5) years support and maintenance.	60%
5.3	Proof of Concept:	N/A	
5.4	Information about electronic auction:	An electronic auction will not be used.	
5.5	Time limit for requesting Tender Documents:	N/A	
5.6	Time limit for receipt of tender Proposals:	28/07/2025	15:00
5.7	Language(s) in which tenders or requests to participate may be drawn up:	a) All documents submitted in this tender are to be in the English language; b) In case of Tenderers 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>c) In case of Tenderers that are not established in Greece, copies of certificates and documents issued by competent, administrative or judicial authorities, in accordance with the laws of the Tenderer's country, shall be submitted together with an official translation in the English language.</p> <p>d) In case some of the certificates and documents that are required under any clause of the Tender Documents are not issued by competent, judicial or administrative authorities in the country of origin of the Tenderers, then the Tenderers shall submit a solemn declaration by their legal representative, with an official translation in the English language attached.</p>
5.8	Minimum time frame during which the tenderer must maintain the tender:	Six (6) months

6	COMPLEMENTARY INFORMATION																							
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 Procurement@aia.gr. The written application should bear the project title and the indication 'Application'. In this application the following table must be provided filled-out:</p> <table><tr><th colspan="2">DETAILS OF APPLICANT AND CONTACT PERSON</th></tr><tr><td>Project Title</td><td></td></tr><tr><td>Company or consortium/ joint venture name</td><td></td></tr><tr><td>Company Address</td><td></td></tr><tr><td>Title (Mr/Ms)</td><td></td></tr><tr><td>Contact person Name</td><td></td></tr><tr><td>Contact person Surname</td><td></td></tr><tr><td>Corporate title</td><td></td></tr><tr><td>Phone</td><td></td></tr><tr><td>Mobile</td><td></td></tr><tr><td>Email</td><td></td></tr></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 5.6 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> <p>More details are provided in the Tender Documents.</p>	DETAILS OF APPLICANT AND CONTACT PERSON		Project Title		Company or consortium/ joint venture name		Company Address		Title (Mr/Ms)		Contact person Name		Contact person Surname		Corporate title		Phone		Mobile		Email	
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6.3	Procedures for appeal:	<p>Applicants have the right to file an objection on AIA's award decision. Such objection shall be submitted in writing within ten (10) calendar 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</p>																						

		Objections Committee.
6.4	Body responsible for mediation procedures:	Athens Mediation and Arbitration Organization («EODID») Nomiki Vivliothiki, Mavromixali street 23 Telephone: +30 210 3678910