

## **Preliminary Market Consultation for ArcGIS Geospatial platform**

Athens International Airport S.A. (AIA) intends to conduct a tender related to the configuration and implementation of the Airport's ArcGIS Geospatial Platform project (hereafter the "Project"). The Project refers to establishment of a robust and centralized Geographic Information System (GIS) platform under a SaaS model that will enhance the efficiency, accuracy, and effectiveness of Athens International Airport's (AIA) asset management.

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 ArcGIS Geospatial platform" and should be addressed to Athens International Airport's Procurement Department at the email address [procurement@aia.gr](mailto:procurement@aia.gr).

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

<b>DETAILS OF APPLICANT AND CONTACT PERSON</b>	
Company name	
Company Address	
Title (Mr/Ms)	
Contact person's Name	
Contact person's Surname	
Corporate title	
Phone	
Mobile	
Email	
<b>STATEMENT</b>	
<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](mailto:procurement@aia.gr) until **4<sup>th</sup> July 2025**. 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 **25<sup>th</sup> July 2025** at email [procurement@aia.gr](mailto:procurement@aia.gr):

1. Company overview, highlighting structure, headquarters location, areas of expertise and years of operation,
2. Relevant experience, highlighting related projects, especially in aviation or infrastructure sectors, within European regulatory and operational contexts.
3. Capabilities and service offering, with emphasis on system integration with AIA's systems and platforms included but not limited to IBM Maximo, Autodesk Construction Cloud (ACC), and BIM environments.
4. Proposed solution description, including project implementation and delivery approach, methodology, and phasing strategy. In this concept, participants should:
  - Investigate and propose connectivity capabilities and potential benefits with AIA's corporate systems to ensure interoperability, data exchange, and business value across departments. This includes advising on connectivity between the GIS system and AIA's Document Management System (DMS), and confirming technical support for direct integration, including requirements for secure connection such as site-to-site VPN IPsec tunnel
  - Define clear project phases and milestones, outlining the step-by-step approach from initiation through deployment, training, and operational handover. Structure overall scope in distinguished work packages, separating services per stakeholder.
  - Advise on the definition of both the level of detail (granularity) and the type of spatial model (2D or 3D) tailored to different user groups within AIA. Examples of user-specific views and data interaction should be provided, particularly where workflows differ by function or responsibility.
  - Propose and justify the most appropriate geodetic framework for the GIS implementation.
  - Include required international quality standards and any adherence to sustainability and ESG (Environmental, Social, and Governance) practices.
  - Highlight any aspects of technological innovation, added-value services, and industry best practices that could enhance the ArcGIS implementation and long-term use at AIA.
  - Evaluate and propose the most appropriate deployment model for the ArcGIS solution, recommending whether the implementation should be Cloud-based (e.g., ArcGIS Online), On premise (e.g., ArcGIS Enterprise), or a hybrid of both. This recommendation must be substantiated with a clear analysis of the advantages and disadvantages of each option, with particular emphasis on:
    - Functional capabilities.
    - Integration flexibility with existing TES systems.
    - Data governance and security requirements.
    - Scalability and future-proofing.
    - Cost implications (licensing, infrastructure, maintenance.)

Furthermore, the participant must justify the selected platform (ArcGIS Online, ArcGIS Enterprise, or hybrid), directly aligning their recommendation with the

functional requirements outlined in Sections 5 & 6 of this RFI. A comparative summary table or matrix highlighting the pros and cons of each deployment model in the context of AIA's needs is highly encouraged.

5. Proposed roles and responsibilities matrix for the ongoing maintenance and governance of the ArcGIS environment, in line with AIA's long-term operational vision. This should distinguish between internal AIA responsibilities (e.g., data upkeep, field updates) and those retained or supported by the Contractor (e.g., updates, support, geodatabase optimization).
6. High-level implementation timeline and an indicative budget estimate, covering: system setup, licensing, training, support and maintenance, and any proposed integration work as well as, budget breakdown per strategic Owner's functionalities, as described in the appendices of this RFI.
7. Guidelines and proposed strategy for ongoing support and periodic data updates.
8. Proposed deliverables by Project Phase/ Service.
9. Other critical information that should be including the project scope according to their expertise.
10. Finally, participants are welcome to share feedback on this RFI, including suggestions to improve clarity, redefine scope, or incorporate additional best practices prior to the formal tendering process.

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.