

Preliminary Market Consultation for the E-Mobility

Electric Vehicles - VANS & SUVs

Athens International Airport S.A. (AIA) intends to conduct a tender related to the substitution of all internal combustion cars and vans.

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 vehicles provisioning, for a preliminary market consultation so to receive their comments, remarks and 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 "Application regarding Preliminary Market Consultation for E-Mobility Vehicles // VANS & SUVs" and should be addressed to Athens International Airport's Procurement Department at the email address Tenders@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 Request for Information (RFI) documents may be submitted, by the participant's contact person, at email Tenders@aia.gr until **May 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 **May 31st 2024** at email: Tenders@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 Technical Specifications provided regarding the following Lots:
 - Lot 1: VANs (29nos)
 - Lot 2: SUVs (13nos)
- Comments and remarks on the Contract provided.
- The submission of the below requirements per type of vehicle:
 1. A rough cost of the proposed new vehicles.
 2. The Total Cost of Ownership (TCO) per year (i.e., Purchasing, Maintenance, Support, Spare Parts, Upgrades, Training and all Regulatory and Certifications periodically required within the equipment's lifespan), of the proposed new vehicles.
 3. The Yearly Preventive Cost of the proposed new vehicles.
 4. The Warranty Duration and the availability of Warranty Extension (inc. cost) for the proposed new vehicles.
 5. The Warranty Duration vehicle's main battery, as well as the percentage efficiency, at the end of warranty.
 6. The availability of local (in Greece) or based in EU technical support for the proposed new vehicles.
 7. The experience of Manufacturer and Vehicle Reseller, in Greek and EU Market (sales).
 8. The possibility of Level 1,2 or 3 of maintenance training to AIA's staff.
 9. The Estimated Time of Arrival of technical support upon AIA's urgent request.
 10. The availability of Telematics / Remote diagnostics and fault solving for the proposed new vehicles.
 11. The Estimated Lifespan of the proposed new vehicles (years and km).
 12. The years of availability of the spare parts for the proposed new vehicles.
 13. The delivery time (from the day of award) of the proposed new requested vehicles.
 14. Authorized installer of after market electronic equipment.

It should be noted that the elaboration of the participants' comments, remarks and opinions in the Operational and Technical Specifications 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.