

| | | |
|----------|-------------------------------|--|
| 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: | Mr. S. Lountzis Telephone: +30 210 35 36 490 E-mail: Tenders@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: | Replacement of the NG fired burners/boilers and electrically driven chillers of AIA's buildings with high temperature Heat Pumps Assemblies. |
| 2.2 | Type of contract: | Design and Construction |
| 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 consortia/ joint ventures to tender for the Works in title at Athens International Airport "Eleftherios Venizelos".</p> <p>Following Route 2025 corporate directive, AIA aims to significantly reduces natural gas consumption to its installations through the introduction of High Temperature Heat Pump technology. The new technology provides a holistic solution covering both thermal and cooling demand of AIA's buildings and providing significant energy gains through heat recovery and simultaneous heating/cooling procedures. Concurrently, the substitution of the aging infrastructure with new technologically advanced equipment with higher Coefficient of Performance (CoP) will upgrade the overall efficiency of the facilities, further contributing to energy and cost savings.</p> <p>The Contractor shall be responsible for the submission of a turn-key technical solution for the detail design, procurement, installation, testing and commissioning of the required infrastructure in the following AIA's buildings:</p> <ul style="list-style-type: none"> • Building 001: Main Terminal • Building 001: South Wing Expansion Section • Building 002: Satellite Terminal • Building 011: Technical Services • Building 012: Mobile Equipment Workshop • Building 017: Administration • Building 018: Ramp Service Station 1 • Building 019: Ramp Service Station 2 • Building 027: Customs • Building 033: Fire/Rescue Main Station • Building 034: Fire/Rescue Sub Station <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: November 2024 Project completion: End of February 2026 Term completion (including Liability Period): End of February 2028 (Minimum 24 months DLP). 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: | € 8.0 million |
| 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 | Economic and financial ability: | Applicants will be asked to prove: <ul style="list-style-type: none"> a. Tenderers' financial ability in relation to the project's anticipated cost (estimated at €8.0mio) as proven by the last fiscal year's (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; and bank reference in the form of letter issued by the tenderer's bank. 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. More details are included in the Tender Documents. |

| | | |
|-----|--|---|
| | | <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: https://www.aia.gr/company-and-business/business/privacy-notice-business-partners , being an integral part of the present document.</p> |
| 4.3 | Technical capacity: | <p>Five (5) similar projects, in terms of equipment type (i.e., air cooled and water-cooled characteristics), in the past ten (10) years with a cumulatively installed cooling power of 3MW while one (1) project shall be of minimum installed cooling power 1MW, evidenced by a client’s attestation, on the associated cost and the timely and successful completion.</p> |
| 4.4 | <p>Performance in previous AIA’s International Construction Projects awarded over the last 3 years.</p> <p><i>(Applicable only for tenderers previously awarded AIA’s international construction projects as contractors).</i></p> | <p>The tenderer, irrespective of its form of participation or any entity on which it relies, will be excluded from participating in the procurement procedure and the tender in any of the following situations:</p> <ul style="list-style-type: none"> • in case, it has been found in default or in breach of prior obligations or terms of past signed agreements with AIA, which resulted in early termination of the agreement(s) or led to any damages to AIA or third parties, or the forfeiture of any letter of guarantee, or the enforcement of penal clauses or any other similar sanctions. • in case of time delay in a previous project, due to Tenderer’s fault, evidenced by 1) the Taking Over Certificate proving the non-attainment of the contractual completion date or the extended completion date (validly granted in case of project scope variations), and/or 2) AIA’s continuous notifications escalated even to the issuance of a “Special Notice” as foreseen under the “Termination of the Agreement” Clause in the terms and conditions of the contract. • if the entity or any individual within the entity is in breach of grave professional misconduct in the past, either by omission, misrepresentation, or violation of business practices in good faith, or any violation which constitutes professional misconduct contrary to provisions, among others, of labour, social and environmental, law. |
| 4.5 | Quality / Health & Safety / Environmental Certifications | <ol style="list-style-type: none"> a. Quality Management certificate (9001:2015). b. Environmental Management System (EMS) Certification as per 14001:2015 and/or verification as per EMAS 1221/2009. c. Health and Safety (H&S) certificate OHSAS 18001:2007 or ISO 45001:2018 or relevant H&S manual. |

| | | | | | | | | | | | | |
|--|--|--|---------------------------------------|--|--|------------|--|------------|--|------------|---|--|
| 4.6 | Compliance with Scope Requirements | <ul style="list-style-type: none"> Tenderer's statement ensuring compliance with AIA's required certifications as described in Annex A, Section 2. Tenderer's/Manufacturer's statement ensuring ten (10) years spare parts availability. | | | | | | | | | | |
| 4.7 | Information for evaluating if the requirements are met: | <p>Applicants will be assessed and pre-selected on the basis of equal opportunities. Their technical capacity under 4.3, performance in previous AIA's international construction projects under 4.4, and compliance with scope requirements will be assessed on a go/ no-go basis.</p> <p>More details are included in the Tender Documents</p> | | | | | | | | | | |
| 4.8 | Execution of the works is reserved to a particular profession: | Not Applicable | | | | | | | | | | |
| 4.9 | Legal persons should indicate the names and professional qualifications of the staff responsible for the execution of the works: | Yes | | | | | | | | | | |
| 5 | PROCEDURE | | | | | | | | | | | |
| 5.1 | Type of procedure: | Open | | | | | | | | | | |
| 5.2 | Technical Evaluation criteria: | <table border="1"> <tr> <td colspan="2">Technical Award Criteria (40%)</td> </tr> <tr> <td> <p>Project methodology and time schedule Respective Method Statement briefly depicting all project stages. Comprehensive time-schedule, proving consistency with AIA's requirements on project's duration & milestones.</p> </td> <td>10%</td> </tr> <tr> <td> <p>Project team Concise project team structure, representing all involved disciplines and indicating CV's of the engaged in-house and outsourced personnel binding list of the assigned key subcontractors and suppliers.</p> </td> <td>10%</td> </tr> <tr> <td> <p>Equipment performance Total Coefficient of Performance (CoP) of all new Heat Pumps assemblies, at AIA's operational requirements and ambient conditions, based on the highest total CoP.</p> </td> <td>20%</td> </tr> <tr> <td colspan="2">Reaching the 60% threshold, is prerequisite for qualifying to the financial evaluation.</td> </tr> </table> | Technical Award Criteria (40%) | | <p>Project methodology and time schedule Respective Method Statement briefly depicting all project stages. Comprehensive time-schedule, proving consistency with AIA's requirements on project's duration & milestones.</p> | 10% | <p>Project team Concise project team structure, representing all involved disciplines and indicating CV's of the engaged in-house and outsourced personnel binding list of the assigned key subcontractors and suppliers.</p> | 10% | <p>Equipment performance Total Coefficient of Performance (CoP) of all new Heat Pumps assemblies, at AIA's operational requirements and ambient conditions, based on the highest total CoP.</p> | 20% | Reaching the 60% threshold, is prerequisite for qualifying to the financial evaluation. | |
| Technical Award Criteria (40%) | | | | | | | | | | | | |
| <p>Project methodology and time schedule Respective Method Statement briefly depicting all project stages. Comprehensive time-schedule, proving consistency with AIA's requirements on project's duration & milestones.</p> | 10% | | | | | | | | | | | |
| <p>Project team Concise project team structure, representing all involved disciplines and indicating CV's of the engaged in-house and outsourced personnel binding list of the assigned key subcontractors and suppliers.</p> | 10% | | | | | | | | | | | |
| <p>Equipment performance Total Coefficient of Performance (CoP) of all new Heat Pumps assemblies, at AIA's operational requirements and ambient conditions, based on the highest total CoP.</p> | 20% | | | | | | | | | | | |
| Reaching the 60% threshold, is prerequisite for qualifying to the financial evaluation. | | | | | | | | | | | | |
| 5.3 | Financial Evaluation criteria: | Financial Award Criteria (60%) | | | | | | | | | | |
| | | Cost of the Project | | | | | | | | | | |
| 5.4 | Information about electronic auction: | Not Applicable | | | | | | | | | | |

| 5.5 | Time limit for requesting Tender Documents | Not Applicable | | | | | | | | | | | | | | | | | | | | | | | |
|--|--|---|--------------|---|--|--------------|--|--|--|-----------------|--|---------------|--|---------------------|--|------------------------|--|-----------------|--|-------|--|--------|--|-------|--|
| 5.6 | Time limit for receipt of tender proposals: | 4/10/2024 | 13:00 | | | | | | | | | | | | | | | | | | | | | | |
| 5.7 | 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 | | | | | | | | | | | | | | | | | | | | | | | |
| 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 Tenders@aia.gr. The written application should bear the title 'Replacement of the NG fired burners/boilers and electrically driven chillers of AIA's buildings with high temperature Heat Pumps Assemblies' and the indication 'Application'</p> <p>In this application the following table must be provided filled-out:</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th colspan="2" style="background-color: #cccccc; text-align: center;">DETAILS OF APPLICANT AND CONTACT PERSON</th> </tr> </thead> <tbody> <tr> <td style="width: 60%;">Tender 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> </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 5.6 of this Contract Notice.</p> <p>The contract will be subject to Greek law.</p> | | DETAILS OF APPLICANT AND CONTACT PERSON | | Tender title | | Company or consortium/joint venture name | | Company Address | | Title (Mr/Ms) | | Contact person Name | | Contact person Surname | | Corporate title | | Phone | | Mobile | | Email | |
| DETAILS OF APPLICANT AND CONTACT PERSON | | | | | | | | | | | | | | | | | | | | | | | | | |
| Tender title | | | | | | | | | | | | | | | | | | | | | | | | | |
| Company or consortium/joint venture name | | | | | | | | | | | | | | | | | | | | | | | | | |
| Company Address | | | | | | | | | | | | | | | | | | | | | | | | | |
| Title (Mr/Ms) | | | | | | | | | | | | | | | | | | | | | | | | | |
| Contact person Name | | | | | | | | | | | | | | | | | | | | | | | | | |
| Contact person Surname | | | | | | | | | | | | | | | | | | | | | | | | | |
| Corporate title | | | | | | | | | | | | | | | | | | | | | | | | | |
| Phone | | | | | | | | | | | | | | | | | | | | | | | | | |
| Mobile | | | | | | | | | | | | | | | | | | | | | | | | | |
| Email | | | | | | | | | | | | | | | | | | | | | | | | | |

| | | |
|-----|-------------------------|--|
| | | <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> <p>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.</p> |
| 6.3 | Procedures for appeal: | As depicted in AIA's Procurement Policy. |
| 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: http://www.eodid.org</p> <p>B. <u>Exclusive jurisdiction of Athens Courts</u></p> |