

Preliminary Market Consultation for
"Airport Operations Plan (AOP) Platform & Relevant Functionalities"
at Athens International Airport

Athens International Airport S.A. (AIA) intends to conduct tenders related to the Airport Operations Plan (AOP) functionalities. The objective is the phased implementation of the Extended AOP (E-AOP) ATM functionality, by the end of 2027, in line with EU IR 2021/116 (Common Project One - CP1), supporting landside and airside operations at airports with an increased scope and sharing of data between the airport and the Network Manager (Eurocontrol).

This market consultation comprises the following distinct lots:

- 1) Initial AOP (iAOP) Functionalities – By September 2024:** AIA intends to implement iAOP, which focuses on the short-term planning phase and the execution phase. The iAOP shares flight trajectory data and some airport resources data with the NOP via Arrival Planning Information (API) and Departure Planning Information (DPI) messages.

Specifically, AIA intends to implement the following modules, as follows:

- a) Arrival Planning Information (API) and Extended Departure Planning Information (DPI) - on top of the existing ACDM DPI generated messages - for iAOP/NOP exchange, via SWIM services
- b) Real-time Passenger Flow Forecast: This refers to a software application for real-time data analysis, modelling and simulation, for the purpose of nowcasting and forecasting of passenger flows
- c) Airport Performance Dashboard (APD): Creation of an operational dashboard, representing the "single point of truth", for improving common situational awareness of operational stakeholders for pre-tactical and tactical operations, thus contributing to better predictability and more efficient decision making.
- d) Common Reference Airport Operational Ecosystem: This refers to a mobile multi-functional platform, for real-time sharing and management of operational information, originating from various sources.
- e) Application for Prevention of Runway & Taxiway Incursions: The purpose of this functionality is to enhance aerodrome safety, in line with SESAR Solution #04 "*Enhanced traffic situational awareness and airport safety nets for the vehicle drivers*", for the purpose of preventing runway and taxiway incursions caused by ground vehicles:

- 2) Extended AOP (E-AOP) Functionalities – By May 2026:** The E-AOP increases the initial iAOP scope beyond the airside operating environment and addresses processes within the landside and terminal infrastructure that have a performance impact on flight predictability and efficiency. Delay generation and propagation will also be limited by the foreseen implementations through better capacity utilization and resources management, ensuring efficient demand and capacity balancing of air-traffic and ground operations.

In line with the above, AIA intends to implement the following modules, as follows:

- a) Airport Operations Plan management tools
- b) Airport Performance Monitoring System
- c) Airport Performance Assessment and Management Support System
- d) Airport Post-operations analysis tool

In view of the above, automated data exchange is required between various systems through SWIM protocols. Specifically for weather, it is expected that the AOP will accommodate Meteorological Information Exchange via SWIM. The scope includes the installation of sensors (i.e. cameras, LIDARs, beacons) of appropriate technology within the terminal facilities and at the airside. The AOP platform must incorporate AI functionalities.

In that respect, and prior to the launching of the said tenders, AIA wishes to communicate the main aspects of the tenders 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 "Airport Operations Plan (AOP) Platform & Relevant Functionalities" at Athens International Airport" with the indication for either Lot 1 or Lot 2 or both (as applicable) and should be addressed to Athens International Airport's Procurement Department at the email address Procurement@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	
INDICATION UNDER WHICH LOT/ MODULE THEY WILL PARTICIPATE	
Lot 1 – Initial AOP	
Module a	
Module b	
Module c	
Module d	
Module e	
Lot 2 – Extended AOP	
STATEMENT	
<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 **Lot 1** of the market consultation documents may be submitted, by the participant's contact person, at email Procurement@aia.gr until **26th March 2024**. The questions or inquiries shall explicitly state the project title and must be submitted in an editable word document (.DOC format).

Questions or inquiries pertaining to **Lot 2** of the market consultation documents may be submitted, by the participant's contact person, at email Procurement@aia.gr until **9th April 2024**. The questions or inquiries shall explicitly state the project title and must be submitted in an editable word document (.DOC format).

Requirement for Lot 1 (iAOP)

Participants shall complete and submit the following table indicating with a Yes or No (as applicable) for which module(s) they are participating:

Module	Module a.	Module b.	Module c.	Module d.	Module e.
Module name	Arrival Planning Information (API) and Extended Departure Planning Information (DPI)	Real-time Passenger Flow Forecast	Airport Performance Dashboard (APD)	Common Reference Airport Operational Ecosystem	Prevention of Runway & Taxiway Incursions
Yes/ No					

Participants shall provide their input for this market consultation by submitting below listed deliverables for each module that they participate, as well as any other information deemed necessary, until **8th April 2024** at email: Procurement@aia.gr.

- Comments and remarks on the provided RFI Scope. Technical Description maybe enriched according to the providers' expertise.
- Description of the proposed solution including:
 - Platform functionalities
 - Platform architecture
 - Platform components
 - Licensing scheme if applicable
 - Implementation options/(dedicated components/integration to existing centralized infrastructure)
 - Solution support (e.g. SLAs, upgrades)
 - Features that are available and not included in AIA's functional requirements
 - High Level Architectural Diagram of their solution
- Indication for an overall Project Schedule that would be expected, including the Deliverables Schedule.
- A high level cost estimation of the solution, including (as applicable):
 - Solution components (H/W and S/W)
 - Implementation services
 - Maintenance & support services (5 year).
- Training options for platform operators/administrators/engineers
- References from similar projects. Such reference should include the date of undertaking and a brief description of the scope.

(Note: should a participant participate in more than one module, their submission must be clearly depicted for each module separately)

Requirement for Lot 2 (E-AOP)

Participants shall provide their input for this market consultation by submitting below listed deliverables, as well as any other information deemed necessary, until **22nd April 2024** at email: Procurement@aia.gr.

- Comments and remarks on the provided RFI Scope. Technical Description maybe enriched according to the providers' expertise.
- Description of the proposed solution including:
 - Platform functionalities
 - Platform architecture
 - Platform components
 - Licensing scheme if applicable
 - Implementation options/(dedicated components/integration to existing centralized infrastructure)
 - Solution support (e.g. SLAs, upgrades)
 - Features that are available and not included in AIA's functional requirements
 - High Level Architectural Diagram of their solution
- Indication for an overall Project Schedule that would be expected, including the Deliverables Schedule.
- A high level cost estimation of the solution, including:
 - Solution components (H/W and S/W)
 - Implementation services
 - Maintenance & support services (5 year).
- Training options for platform operators/administrators/engineers
- References from similar projects. Such reference should include the date of undertaking and a brief description of the scope.

It should be noted that the elaboration of the participants' comments, remarks and opinions in the final scope in either Lot 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.