

<b>1</b>	<b>CONTRACTING ENTITY</b>	
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 37 159 E-mail: <a href="mailto:Procurement@aia.gr">Procurement@aia.gr</a>
1.4	General internet address:	<a href="http://www.aia.gr/company-and-business/business/current-tenders/">http://www.aia.gr/company-and-business/business/current-tenders/</a>

<b>2</b>	<b>OBJECT OF THE CONTRACT</b>	
2.1	Title:	<b>INTERNAL AND EXTERNAL FIREWALLS REPLACEMENT</b>
2.2	Type of contract:	Services
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) is inviting companies or consortia/ joint ventures to tender for the Services in title at Athens International Airport "Eleftherios Venizelos".</p> <p>AIA requires to engage a Contractor, able to provide the INTERNAL AND EXTERNAL FIREWALLS REPLACEMENT as follows:</p> <ul style="list-style-type: none"> <li>Athens International Airport intends the Internal, External and peripheral Firewalling Infrastructure that controls the network communication between multiple physical and logical, Internal or External AIA and customer's networks so as to provide upgraded services in the field of Next Generation Threat Prevention, to enhance the security in EndPoints by offering (anti-ramsoftware, password re-use prevention, anti-phishing, sandboxing) and to cover future needs in the network, mobile and Cloud security and give the opportunity of future expandability.</li> </ul> <p>More details are included in the Tender Documents.</p>
2.4	Lots:	N/A
2.5	Information about options:	N/A
2.6	Duration of the contract:	Five (5) years
2.7	Renewals:	Two (2) years at AIA's sole discretion
2.8	Estimated contract value:	Not Available

<b>3</b>	<b>LEGAL, ECONOMIC AND FINANCING INFORMATION</b>	
3.1	Deposits and guarantees:	<p>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.</p> <p>The awarded Contractor will be requested to submit a Performance Bond, upon signing of the contract.</p> <p>Details and prerequisites are provided in the Tender Documents.</p>
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:	<p>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 with joint and several liability, prior to the contract award.</p> <p>More details are included in the Tender Documents.</p>

3.4	Other particular conditions:	None
-----	------------------------------	------

<b>4</b>	<b>CONDITIONS FOR PARTICIPATION</b>	
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:	<p>a. Tenderers' financial ability in relation to the Services' anticipated maximum annual outflow (estimated at €360K for 2024) 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>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: <a href="https://www.aia.gr/company-and-business/business/privacy-notice-business-partners">https://www.aia.gr/company-and-business/business/privacy-notice-business-partners</a>, being an integral part of the Tender Documents.</p> <p>More details are included in the Tender Documents.</p>
4.3	Proven Experience:	the Tenderers are required to provide Proof of experience, in the form of a client attestation (indicating the year), that the participant has completed at least one (1) project, which is currently in operation, of similar scope (referring to the Firewall deployments internal, external zones and remote sites), during the last four (4) years in the EU.
4.4	Information for evaluating if the requirements are met:	<p>Applicants will be assessed and pre-selected on the basis of equal opportunities.</p> <p>Their professional credentials and reliability under 4.1, as well as the economic and financial ability under 4.2 and their experience under 4.3 will be assessed on a go/ no-go basis.</p> <p>More details are included in the Tender Documents.</p>
4.5	Execution of the service is reserved to a particular profession:	No

4.6	Legal persons should indicate the names and professional qualifications of the staff responsible for the execution of the service:	Yes
-----	--	-----

<b>5</b>	<b>PROCEDURE</b>									
5.1	Type of procedure:	Open								
2	Award criteria:	<p>The most economically advantageous proposal in terms of the criteria stated below.</p> <p style="text-align: center;"><b>Technical Award Criteria</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%; padding: 5px;"> <b>B1. Degree of alignment with AIA's Technical, Functional and Security Requirements</b>   Rating of proposal regarding the degree of fitting/conformance with AIA's technical, and security requirements. (i.e., taking into consideration, architecture, infrastructure, future proof solution design, security requirements, scalability of solution) </td> <td style="width: 20%; text-align: center; vertical-align: middle;"><b>15%</b></td> </tr> <tr> <td style="padding: 5px;"> <b>B2. Methodology / Project Time Plan / Project Team</b>   Provision of an implementation methodology covering all aspects of the required execution of the project ensuring continuity of our services with minimum impact on operations. Proof of experience of the project team in undertaking similar projects by provision of CV's of the personnel who will undertake the project. Provision of a Project Time Plan specifying, the delivery time for the required equipment, indicating night shifts where necessary, indicating the completion within 11 months following the award. </td> <td style="text-align: center; vertical-align: middle;"><b>5%</b></td> </tr> <tr> <td style="padding: 5px;"> <b>B.3 Maintenance and technical support</b>   Extent of warranty and support services, adherence with IT&amp;T Service Level Agreement (SLA), fault management and restoration procedures, compliance with specifications, provision of equipment spare parts and management software, in compliance with AIA's requirements. </td> <td style="text-align: center; vertical-align: middle;"><b>10%</b></td> </tr> </table> <p style="text-align: center;"><b>Financial Award Criteria</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%; padding: 5px;"> Financial evaluation of the technically accepted proposals will be based on the Present Value (PV) figure and the Reverse Proportion Formula derived from the supply and implementation and five (5) years support and maintenance. </td> <td style="width: 20%; text-align: center; vertical-align: middle;"><b>70%</b></td> </tr> </table>	<b>B1. Degree of alignment with AIA's Technical, Functional and Security Requirements</b>  Rating of proposal regarding the degree of fitting/conformance with AIA's technical, and security requirements. (i.e., taking into consideration, architecture, infrastructure, future proof solution design, security requirements, scalability of solution)	<b>15%</b>	<b>B2. Methodology / Project Time Plan / Project Team</b>  Provision of an implementation methodology covering all aspects of the required execution of the project ensuring continuity of our services with minimum impact on operations. Proof of experience of the project team in undertaking similar projects by provision of CV's of the personnel who will undertake the project. Provision of a Project Time Plan specifying, the delivery time for the required equipment, indicating night shifts where necessary, indicating the completion within 11 months following the award.	<b>5%</b>	<b>B.3 Maintenance and technical support</b>  Extent of warranty and support services, adherence with IT&T Service Level Agreement (SLA), fault management and restoration procedures, compliance with specifications, provision of equipment spare parts and management software, in compliance with AIA's requirements.	<b>10%</b>	Financial evaluation of the technically accepted proposals will be based on the Present Value (PV) figure and the Reverse Proportion Formula derived from the supply and implementation and five (5) years support and maintenance.	<b>70%</b>
<b>B1. Degree of alignment with AIA's Technical, Functional and Security Requirements</b>  Rating of proposal regarding the degree of fitting/conformance with AIA's technical, and security requirements. (i.e., taking into consideration, architecture, infrastructure, future proof solution design, security requirements, scalability of solution)	<b>15%</b>									
<b>B2. Methodology / Project Time Plan / Project Team</b>  Provision of an implementation methodology covering all aspects of the required execution of the project ensuring continuity of our services with minimum impact on operations. Proof of experience of the project team in undertaking similar projects by provision of CV's of the personnel who will undertake the project. Provision of a Project Time Plan specifying, the delivery time for the required equipment, indicating night shifts where necessary, indicating the completion within 11 months following the award.	<b>5%</b>									
<b>B.3 Maintenance and technical support</b>  Extent of warranty and support services, adherence with IT&T Service Level Agreement (SLA), fault management and restoration procedures, compliance with specifications, provision of equipment spare parts and management software, in compliance with AIA's requirements.	<b>10%</b>									
Financial evaluation of the technically accepted proposals will be based on the Present Value (PV) figure and the Reverse Proportion Formula derived from the supply and implementation and five (5) years support and maintenance.	<b>70%</b>									
5.3	Proof of Concept:	N/A								
5.4	Information about electronic auction:	N/A								
5.5	Time limit for requesting Tender Documents:	N/A								
5.6	Time limit for receipt of tender Proposals:	23 September 2024      13:00 local Greek time								
5.7	Language(s) in which Proposals or requests to	a. All documents submitted in this tender are to be in the English language. b. In case of Applicants which their corporations are established or operating in Greece, copies of certificates and documents issued by								

	participate may be drawn up:	<p>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 of Applicants 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 Applicant'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 Applicants, then the Applicants 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 Applicant must maintain the tender:	6 months

<b>6</b>	<b>COMPLEMENTARY INFORMATION</b>																							
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 <a href="mailto:Procurement@aia.gr">Procurement@aia.gr</a>. The written application should bear the project title and the indication 'Application'.</p> <p>In this application the following table must be provided filled-out:</p> <table border="1" data-bbox="639 1218 1501 1758"> <thead> <tr> <th colspan="2">DETAILS OF APPLICANT AND CONTACT PERSON</th> </tr> </thead> <tbody> <tr> <td>Title</td> <td>INTERNAL AND EXTERNAL FIREWALLS REPLACEMENT</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>For requirements relating to the economic and financial capacity and/or the technical and/or the professional abilities of the applicant, the latter may</p>	DETAILS OF APPLICANT AND CONTACT PERSON		Title	INTERNAL AND EXTERNAL FIREWALLS REPLACEMENT	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																								
Title	INTERNAL AND EXTERNAL FIREWALLS REPLACEMENT																							
Company or consortium/ joint venture name																								
Company Address																								
Title (Mr/Ms)																								
Contact person Name																								
Contact person Surname																								
Corporate title																								
Phone																								
Mobile																								
Email																								

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