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TECHNICAL COOPERATION

CELEBRATING 70 YEARS OF
THE CHICAGO CONVENTION

70



COOPERATION THROUGH PROCUREMENT

Mr. Patrick F. Molinari

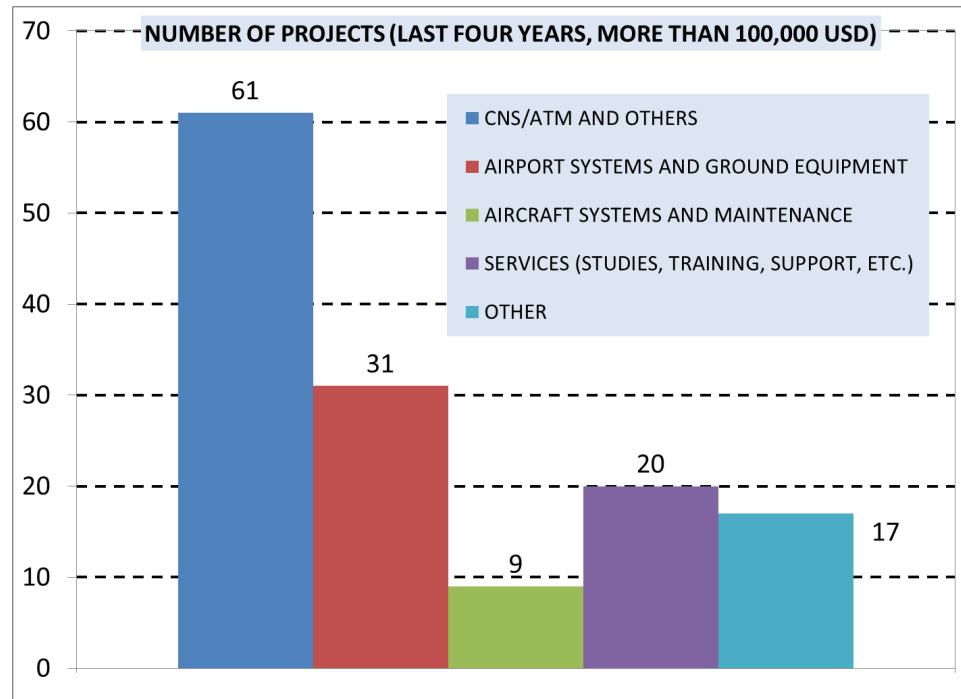
Chief, Procurement

Technical Cooperation Bureau





1. Type of Needs?





2. State Requirements

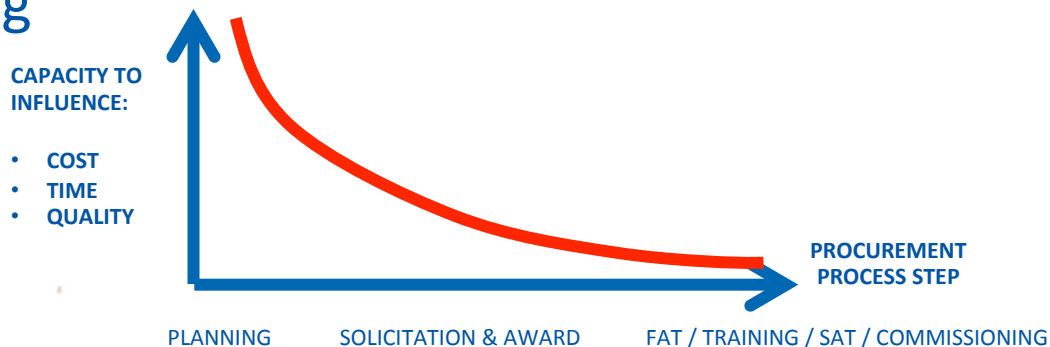
- Compliance to ICAO SARPS
- No adverse impact on Safety / Security
- Best value for money
- Timely delivery
- Compliant Goods/Services





3. The key to bilateral cooperation

- Strategic Planning





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3. The key to bilateral cooperation

- Strategic Planning
- Technical Specifications
- Joint Evaluations
- Contract Draft and Negotiations
- Acceptance @ Factory (FAT)
- Acceptance @ Site (SAT)
- Warranty support





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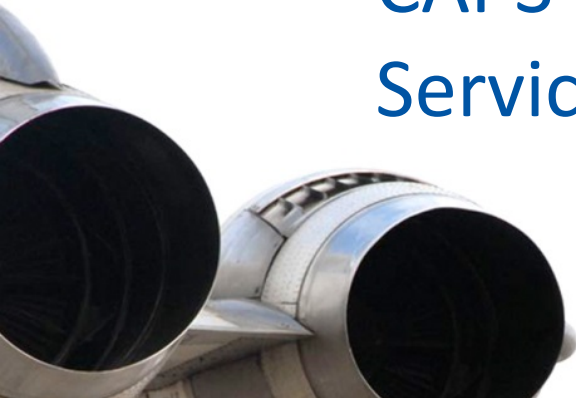
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4. Framework agreement

- MSA (Management Service Agreement)
- CAPS (Civil Aviation Purchasing Service)

NO COST TO STATE



5. Examples

ILS in Mactan-Cebu Airport, Philippines



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5. Examples

Portable air traffic control tower for Argentinean Air Force





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Portable air traffic control tower for Argentinean Air Force





5. Examples

VHF radios for DINACIA, Uruguay





5. Examples

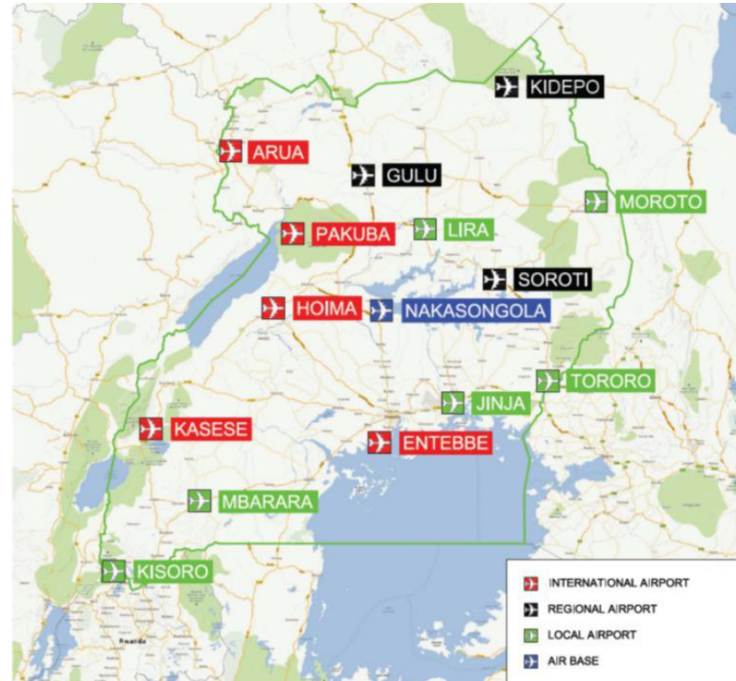
VHF radios for DINACIA, Uruguay





5. Examples

Civil Aviation Master Plan for Uganda CAA





5. Examples

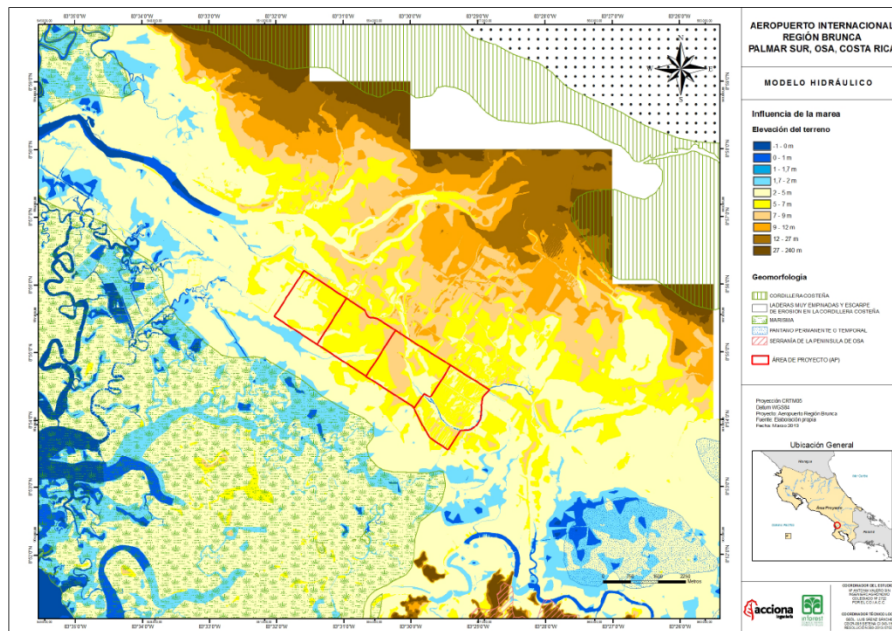
Civil Aviation Master Plan for Uganda CAA

Figure 0.3. Proposed Layout of the airport



5. Examples

Environmental study for DGAC Costa Rica



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Environmental study for DGAC Costa Rica

