



ICAO BANGKOK | UNITING AVIATION

4- Instructions To Tenderers (ITT)

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January 2016





Outline

- Content of ITT
- Procurement schedule
- Evaluation



CONTENT OF ITT



Overview of the tender package

- **Terms and conditions**
 - Terms and Conditions will generally be used during the contracting and execution stages. In this case the Individual Service contract will be signed between the Supplier and the CRV User.
 - ICAO Terms and Conditions will only be used in the exceptional case where ICAO would procure the services on behalf of a CRV User. In this case the Individual Service contract will be signed between the Supplier and ICAO.
- **Terms of Reference**
 - Background and objectives of the project
 - Specifies the services to be delivered
 - 6 annexes
 - Determines responsibilities
- **Instructions To Tenderers**
 - Gives necessary instructions to the tenderers for the sealed tender process
 - 6 annexes
- **Individual Service Contract**
 - An annex to Instructions to tenderers, which will become an important piece after the contract is awarded



ITT

- “The International Civil Aviation Organization (ICAO), a specialized Agency of the United Nations with Headquarters located at 999 Robert-Bourassa Boulevard, Montreal, Quebec, Canada, H3C 5H7, intends to select, on behalf of the future CRV Users, the best and final offer for **delivering, on a turnkey basis, safe, secure and reliable transportation network services of the Common Regional Virtual Private Network (CRV) of Asia/Pacific Region envisaged in the ICAO CNS/ATM concept.**”



Content of ITT

1. Introduction
2. Basis of tender
3. Pricing and Payment
4. Closing dates
5. Validity of tender
6. Site visit
7. Language
8. Insurance and freight costs
9. General information
10. Exemptions (Taxes and Duty)
11. Disclaimer
12. Order of precedence
13. Company information
14. Supplier eligibility declaration

Annexes:

1. Supplier eligibility declaration
2. Price schedule
3. Study case
4. Safety schedule
5. Data Flow And Restriction Matrix Schedule
6. Individual Service Contract



Price Schedule

- Tenderers may propose in their commercial offer incentives on pricing for encouraging an increased uptake of services and an increased number of Participants (CRV Users)
- Detailed prices for all sites, and indicate separately taxes and import duties on all goods and/or services imported
- Local taxes shall be applied through the individual service contract

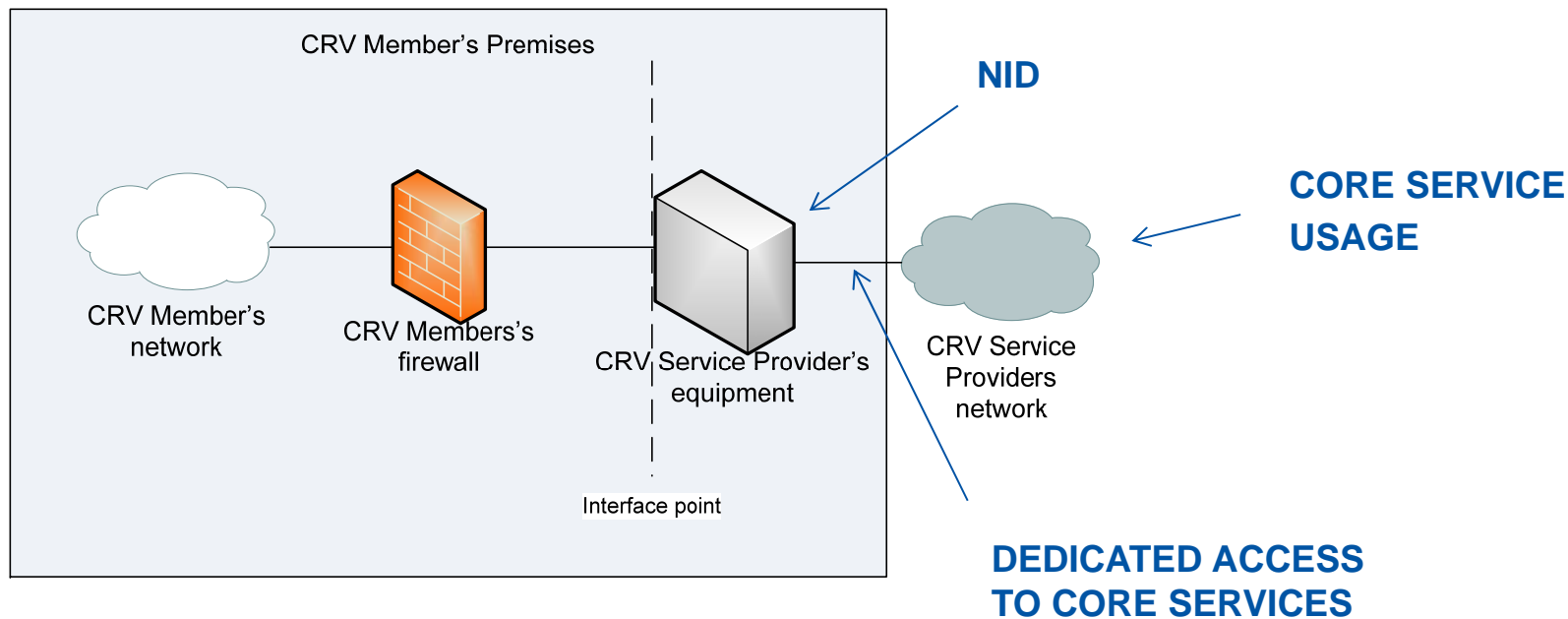


Price Schedule

- Allows the bidders to document their price for:
 - Network services (access/core/router)
 - Different bandwidths for access, different SLA for core services
 - Additional routers/interfaces
 - Training
 - Optional services
 - Authentication service based on a PKI
 - Customer Service Desk proficiency in aviation applications
 - Dedicated NOC (Network Operations Center)
- Is the basis for all prices in individual service contracts: prices cannot be renegotiated locally



Price schedule: components





TRAINING

- On-site initial training package:
 - 2 options: hosted by Contractor/Not hosted by Contractor
- On-line tutored initial training package: tutored session from a remote place, access through Internet
- On-site refresh training package:
 - 2 options: hosted by Contractor/Not hosted by Contractor
- On-line tutored refresh training package



ADDITIONAL SERVICES

- Additional gateway managed by the provider to extend a number of physical interfaces and accommodate CRV users' needs
 - Monthly price in USD of an additional managed gateway installed in the corresponding site.
 - Monthly price of additional
 - E1 interface
 - E&M interface
 - FXS interface
 - FXO interface
 - Ethernet Interface
 - Note that the gateway may consist of one or more physical routers based on the SLA. The price given includes all physical devices



OPTIONAL SERVICES

- Authentication service based on a PKI
 - authentication service based on a cooperative public key infrastructure (PKI) including IPSec for IPv4 and IPv6 and digital certificates management for public IP links between ANSPs.
- Customer Service Desk proficiency in aviation applications
 - staff proficient in aviation applications, knowledge of business recovery processes and knowledge of safety implications of disruption to the CRV
- Dedicated NOC (Network Operations Center)



Case study

- purpose = financial comparison of proposals.
- 2 cases
 - Case 1. All States and interregional connections, and identified options: it is built to be representative enough and use many combinations of Prices from the Price Schedule, including most optional services. It has to be filled in by the Tenderers with the prices extracted from the Price Schedule. 300 points are allocated to this scenario.
 - Case 2. States/Administrations with poorer terrestrial connectivity. In accordance with the cost-benefit analysis. 100 points are allocated to this scenario.
- Based on the 2 subtotals, a total cost is then calculated that will be used in the evaluation process to compare the financial proposals (total of 400 points).



Safety schedule

- When the preliminary safety study was performed, options were envisioned regarding the capability for the tenderer to provide a design likely to satisfy on its own the safety objectives of the operational hazards. This capability, based on the fault prevention, accommodation and tolerance properties of their proposed design, shall be assessed by the tenderers and substantiated to CRV Users in the tenderers' proposal.
- As a result of this assessment, each CRV User will know how far satisfaction assurance of safety objectives can be supported by the tenderers design or if the tenderers design is to be purposely augmented with CRV-independent mitigation means at CRV User level.



Data Flow & Restriction Matrix schedule

- countries where restrictions apply (such as embargo), and could affect their operations:
 - their own procurement of hardware, software, firmware,
 - their installation,
 - their acceptance,
 - their use or
 - more generally, any activity including the delivery of network services.
- Example: embargo



Detailed technical response

- Responses are expected to follow a mandatory structure



CRV Individual Service Contract

- Addressed through agenda item 5



Insurance and freight costs

- procurement conducted on a turnkey basis
=> contractor shall be responsible for all shipping and insurance costs as well as any on-site storage costs



Validity period

- Total of 10 years - unusual
- any contract based on the tender can be signed during this period by new participants on the same conditions
- As a counterpart for the selected provider: exclusivity and appropriate price adjustment mechanisms
 - agreed bid selling prices fixed for 5 years, and after these 5 years, adjusted whether up or down in May of each calendar year on reference indexes (US labor)
 - increase in service prices as a result of adjustments capped (1% from the previous to the next Price Adjustment Period)



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PROCUREMENT SCHEDULE



Schedule

Task Name	Start (mm/dd/yy)	Finish (mm/dd/yy)
1 Publication of the request for Sealed Tender		
2 Submission of questions by the Tenderers	Publication date	11/19/15
3 ICAO last response to questions		11/26/15
4 Site surveys (for those needed by Tenderers)	Publication date	11/12/15
5 Latest Submission of site survey questions by tenderers		11/19/15
6 ICAO last response to site survey questions		11/26/15
7 Deadline for the submission of proposals		12/1/15
8 Evaluation: clarifications provided by the Tenderers	12/1/15	3/3/16
9 Invitation to Face-to-Face presentations		4/14/16
10 Face-to-Face presentations	5/9/16	5/10/16

Deadline for the submission of proposals was changed to 21 Dec. 15 and then to 07 Jan. 2016



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EVALUATION PROCESS

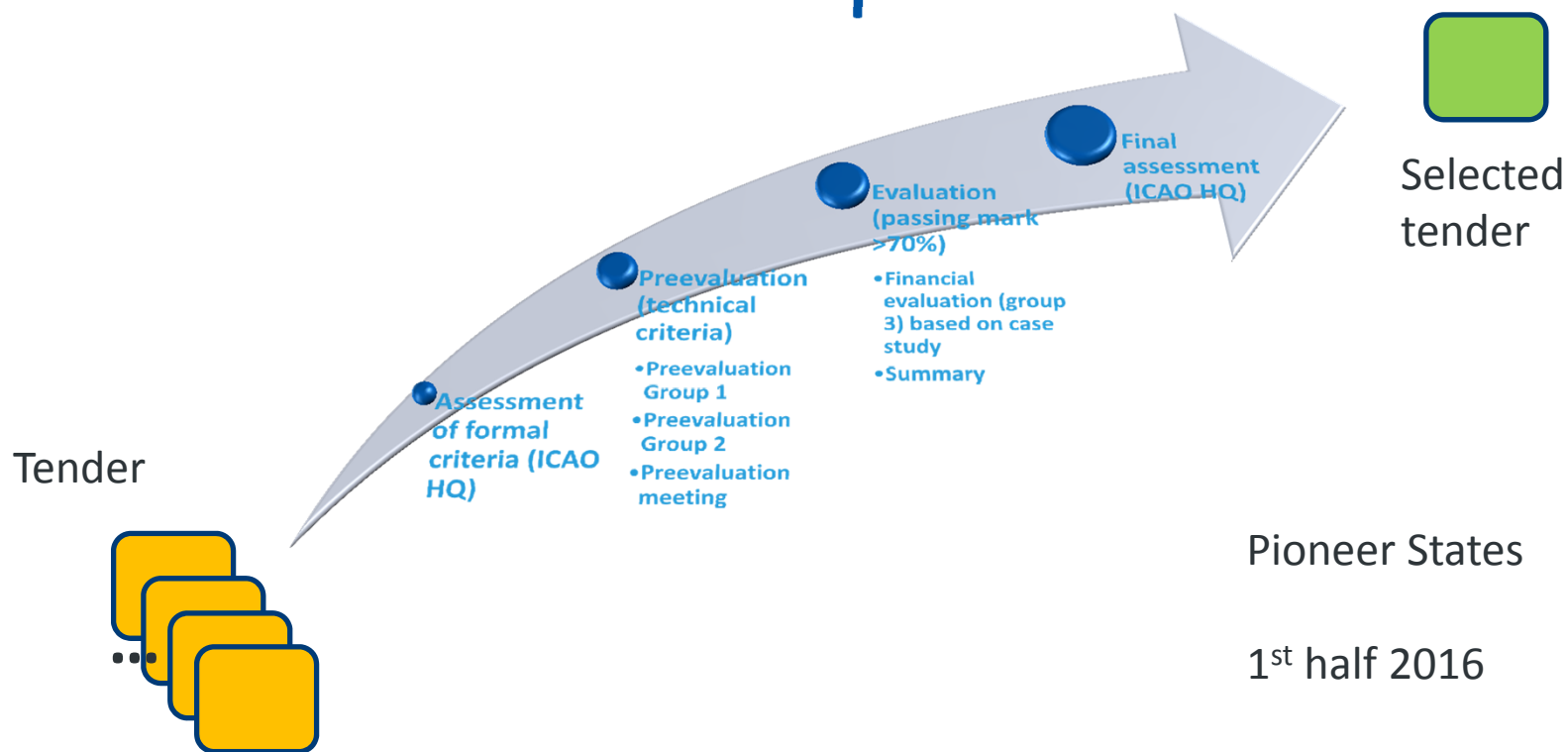


Evaluation criteria

- Pioneer States
- GROUP 1:
 - TECHNICAL CRITERIA 1 - Corporate Experience and Capability
 - TECHNICAL CRITERIA 2 - Proposed Work Plan and Approach
- GROUP 2:
 - TECHNICAL CRITERIA 3 - Skill and Experience of Personnel
 - TECHNICAL CRITERIA 4 - Additional Criteria (Network design and user's interface, Configuration management, Fault management, Security management, Monitoring and reporting, Training, optional gateway service)
- GROUP 3: Financial criteria



Evaluation process





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Lima

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Central African
(WACAF) Office
Dakar

European and
North Atlantic
(EUR/NAT) Office
Paris

Middle East
(MID) Office
Cairo

Eastern and
Southern African
(ESAF) Office
Nairobi

Asia and Pacific
(APAC) Sub-office
Beijing

Asia and Pacific
(APAC) Office
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THANK YOU