



International Civil Aviation Organization

TECHNICAL CO-OPERATION BUREAU PROCUREMENT SECTION Procurement of Civil Aviation Goods and Services

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ICAO Technical Co-operation Programme



Over US\$ 2.2 billion worth of civil aviation projects implemented since establishment

Average annual programme size of US\$ 120 million

Approximately 300 Projects per year



Individual projects budget range: US\$ 20,000 to US\$ 120 million

TCB Main Objectives

- Strengthening of civil aviation institutions
- Transfer of technology and development of human resources
- Infrastructure and services
- Compliance with ICAO SARPs
- Corrective actions



Project Formulation

- Identify the needs of the Government
- Preparatory assistance mission
- Define the requirements
- Framework for project formulation
- Project document



Project Implementation

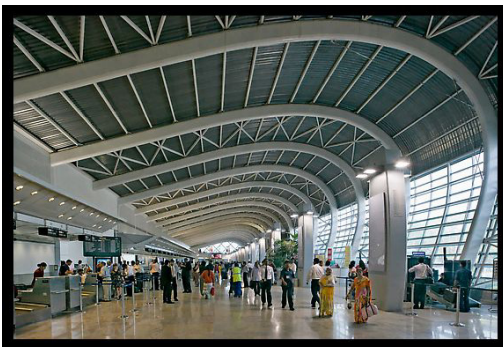
- Provide experts, consultants, instructors and inspectors
 - access to more than **2,500** professionals employed through ICAO
- Administration of national personnel
- Procurement of equipment and services
- Professional training and development
- Transfer of technology and know how



Technical Co-operation Programme of ICAO



International Procurement for Technological Modernization

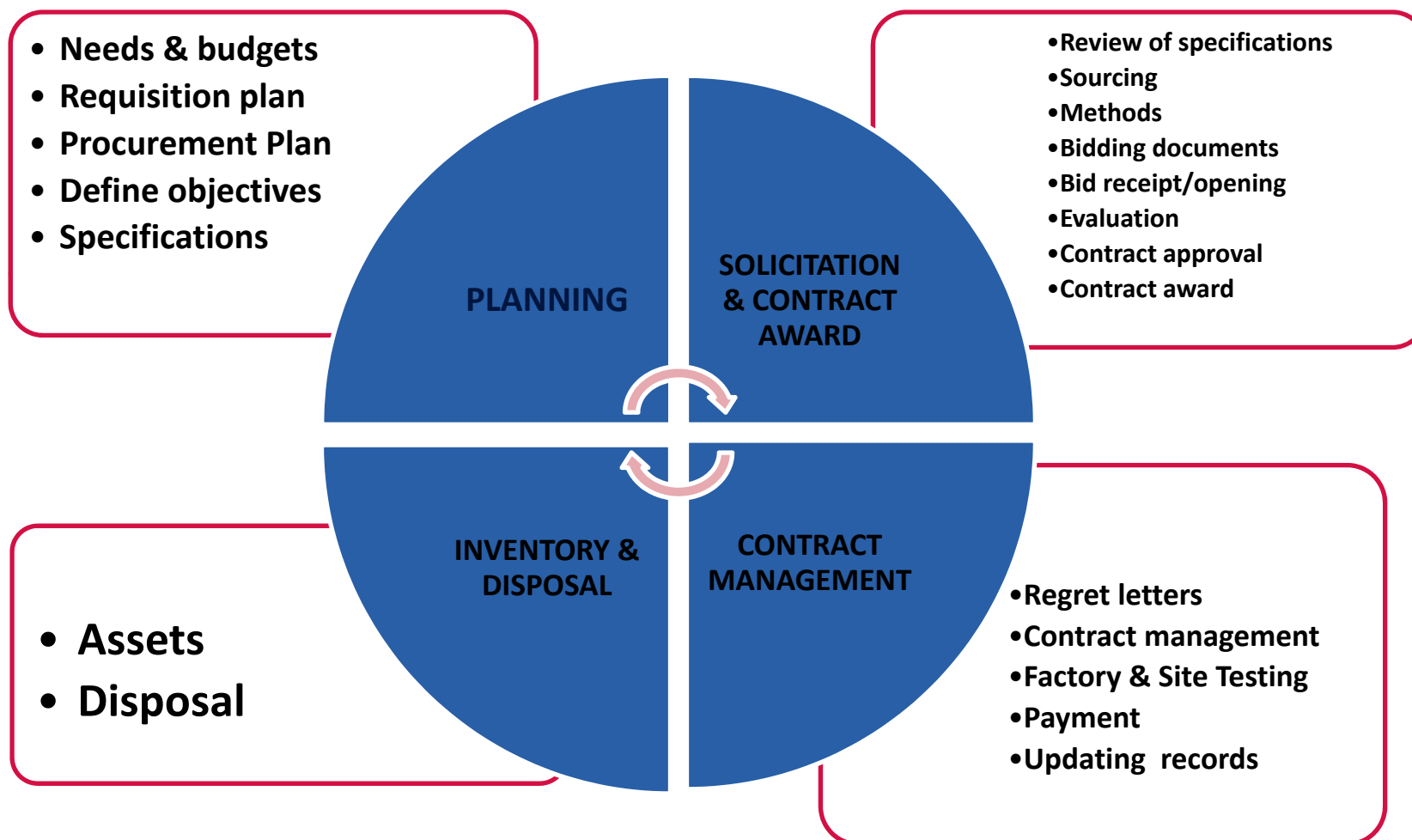


Principles of Procurement at ICAO as a UN Agency

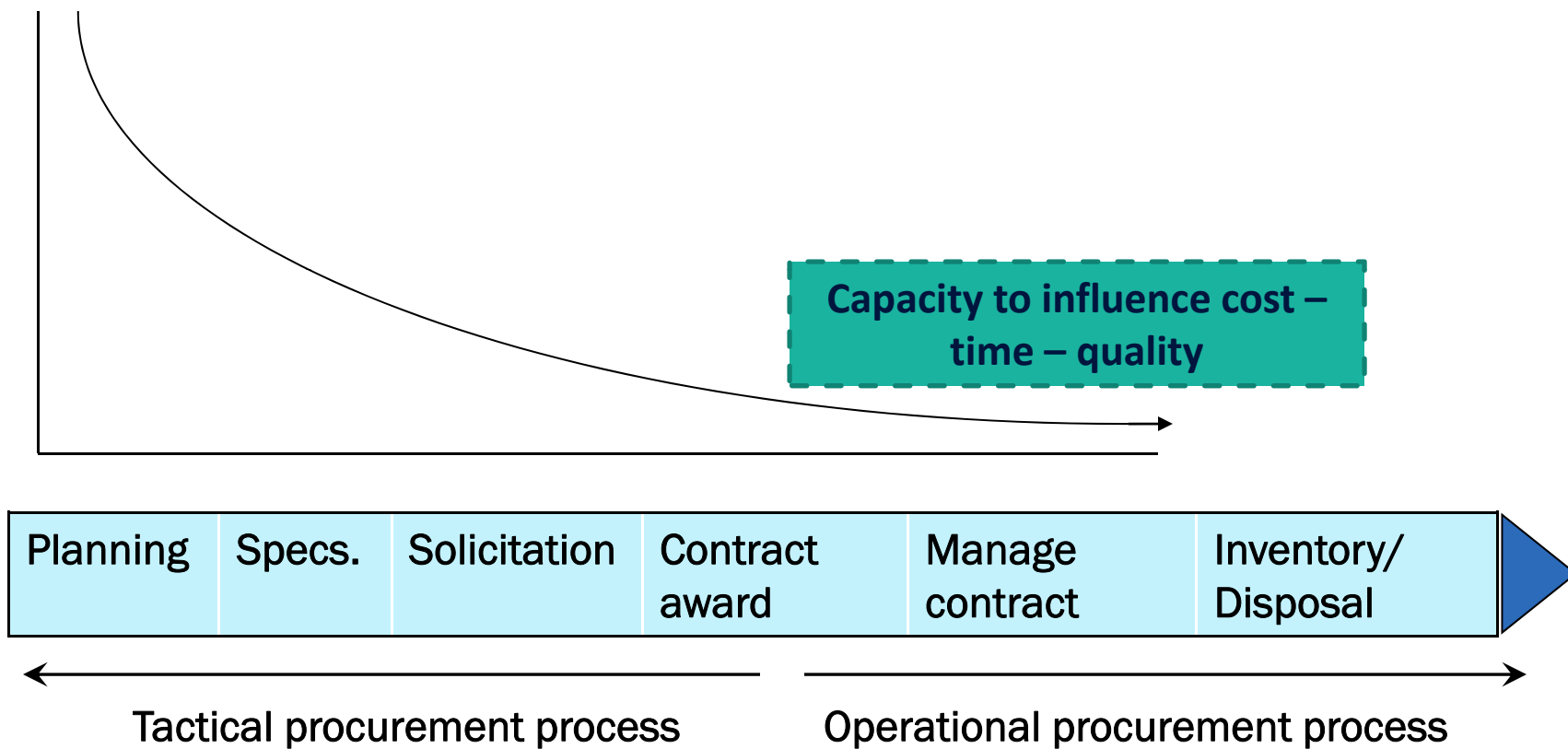


- **Best value for money (lowest cost compliance)**
- **Fairness (vis-à-vis suppliers)**
- **Integrity (ethics)**
- **Accountability (audit trail)**
- **Transparency (clear instructions/advertising)**
- **Effective competition (open tendering)**

ICAO Procurement Process



Planning



Planning represents the highest saving potential of the procurement process



Procurement Section: Services offered

- **Supplier Registration**
- **Technical Specifications**
- **Budgetary Estimates**
- **Technical Negotiations**
- **Factory & Site Acceptance**
- **Field Support**
- **Procurement of Goods & Services**
- **Tendering**
- **Contract Preparation/Negotiations**
- **Contract Management**
- **Financial Management**
- **Liaison with States & CAA**



Typical Areas of Implementation

Goods

- Aviation Security
- Satellite Networks
- Navigational Aids
- Fire Fighting Vehicles
- MRTD
- ATC Centers & Radar
- Communications
- Aircraft
- Airfield Lighting

Services

- Airport Design
- Civil Works Design
- Feasibility Studies
- Airspace Planning
- Safety Audits



Procurement Phases

- 1. Establish Requirements**
- 2. Tendering Process**
- 3. Evaluation and Contract Negotiations**
- 4. Contract Management**
- 5. Continuing Support**



Establish Requirements

- **Assign Dedicated Technical Experts**
- **Effect Site Survey**
- **Develop Technical Specifications**
- **Budgetary Quotations**
- **Clarification of Financing and Payment**



Tendering Process

Joint Collaboration (ICAO/CAA)

- Technical Specifications / Compliance
- Bidder Pre-Qualification
- List of Bidders
- Instructions to Bidders
- Establish Site Survey Dates
- Establish Technical Meeting
- ICAO Terms & Conditions

Evaluation and Contract

Receipt of Tenders



- **Technical/Commercial Evaluation of proposals**
- **Vetting of supplier**

Contract



- **Contracts Board approval**
- **Availability of funds certification**
- **Contract preparation**
- **End-User approval**
- **Contract negotiations with selected supplier**



Contract Management

- **Design and Progress Review**
- **Revision of FAT / SAT Protocols**
- **Attendance at Factory and Site Acceptance Tests**
- **Coordination of Shipping/Assistance with Customs Clearance**
- **Manage Invoices & Payments**



Continuing Support

- **Property Transfer**
- **Administration of Warranties and Claims**
- **Training**
- **Amendments**
- **Procurement of Spare Parts**
- **Assessment of Customer Satisfaction**
- **Maintenance of contracts**



The TCB Advantage

- **Impartiality and Objectivity**
- **Knowledge and Experience**
- **Economies of Scale**
- **Transparency**
- **No commercial interests**
- **Guaranteed quality**



Registration of Suppliers

- **Suppliers can self register on ICAO's tendering website:**
<http://www.icao.int/procurement>
- **No registration fee**

ICAO Technical Co-operation Programme



Together, we shall achieve the highest standards of; Safety, Security, Environmental Protection and Sustainable Development of Air Transport!

