

Questionnaire market consultation snow removal

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Colophon

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Client Eindhoven Airport

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Market Consultation

1. Introduction

Eindhoven Airport is investigating the best possible solution for snow removal on the apron. For this purpose you find hereby the market consultation.

2. General Information about Eindhoven Airport

EA is the Netherlands' second largest airport, with over 6.7 million passengers in 2019. The airport provides easy links between Brainport and Europe - and beyond - in balance with the surroundings. Traveller convenience is reflected in the strategy of EA;



Safety

Eindhoven Airport has a 0 incident goal.

People- and performance-oriented organisation

Continue improvement of people and performances.

Financially sound

Optimizing investments and operational costs.

Sustainability

Sustainable airport with continue reduction of CO2 footprint.

Airlines connect the south of the Netherlands with over 85 tourist and business destinations. Together with its partner companies, the airport provides almost 2,000 jobs, making it one of the region's largest employers. We are conscious of the social impact an airport has. Corporate social responsibility is part of our DNA, and we remain at all times conscious of the balance between international connectivity and the quality of life in the area. 51% of the shares of EA are held by

Schiphol Nederland B.V., the North Brabant Provincial Authority and the Eindhoven Municipal Authority each hold 24.5%.

3. Procedure and Conditions

3.1 Market consultation goal

In preparation for the possible launch of a European tendering procedure, EA wishes to carry out a non-binding market consultation. The aim of the market consultation is to obtain knowledge, insights and advice from market parties that can be taken into account in the decision-making process whether to go ahead with the project and, if so, in the determining the specifications of the tendering process.

3.2 Information exchange

Communication about this market consultation should take place in writing, by e-mail, with as reference "Market consultation snow removal". All communications relating to this market consultation should take place via following contact person: Marieke van Herpen; procurement@eindhovenairport.nl.

3.3 Procedure

Market parties will receive the same information and the same questions that will be available via TenderNed. The responses received are recorded in a fully anonymised market consultation report. The purpose of the market consultation is to accumulate generic knowledge about developments and opportunities.

3.4 Schedule

The following schedule applies to the market consultation:

Closing registration date for participation in the market consultation by means of the participation form, Annex A;	6-5-2022	Participant
Publication of anonymised report	May 2022	EA

This schedule has been drawn up based on current insights. EA reserves the right to reschedule the planned events.

EA will prepare an anonymised market consultation report. This market consultation report will be made available to all potential market parties with the announcement of the European tender on TenderNed. The basic principle of this process is that all parties start with equal information. Whether or not parties participate in the market consultation has no influence whatsoever on the position of market parties in a possible European tendering procedure.

The following officials are likely to participate in the market consultation on behalf of EA:

Position
Manager Technical Services & Facility Management
Head of Airport Operations & Security
Airport Operations Manager
Procurement Manager

4. Conditions

4.1 Tender

It should be expressly noted that market consultation is in no way part of the tendering procedure that may be launched at a later date. Participation in the market consultation is entirely voluntary and without obligation, and in no way affects participation in any tendering procedure. Furthermore, the information provided during the European tendering procedure may differ from that provided in the context of this invitation.

4.2 Transparency

EA attaches great importance to ensuring a transparent process. It is expressly not EA's intention to favour market participants that participate in the market consultation or to put non-participating parties at a disadvantage. From this perspective, all documents relating to the market consultation will be made available to all potential bidders as part of a possible tender.

4.3 Early termination of or amendments to the procedure

EA reserves the right to discontinue all or part of the market consultation and/or the currently envisaged European tendering procedure, or to redesign the market consultation and/or the currently envisaged European tendering procedure. Market participants shall not be entitled to compensation for costs or other damages of any kind in such circumstances.

4.4 Confidentiality

The market consultation and all documents provided by EA should be treated as strictly confidential by participants. Documents may only be disclosed to those staff members and advisers who have a role in the market consultation or in answering the questions asked. This confidentiality should also be observed after the market consultation. Naturally, EA will treat the information provided by the participating market parties with the same confidentiality. Data will only be shared in the anonymised market consultation report to be drawn up.

4.5 Costs

No remuneration shall be paid for participation in the market consultation.

5. Market Consultation

It is the aim of EA to include knowledge, experience and advice of market players and to take these aspects into account in the decision-making process through to starting the tendering procedure and, in that case, the drafting of the tender documents. EA has identified several key themes for market consultation. Questions have been clustered around these themes. The themes are:

1. Operational / functionality aspects
2. Durability / safety / reliability / maintenance aspects
3. Financial aspects

We would like to receive the written answers at the **6th of May 2022**.

Annex A: Questions

1 Operational / functionality aspects

1.1	Question	What is, in your opinion, the most effective way to remove and combat snow on the apron of EANV (what kind of equipment do you recommend)? Taking the conditions in consideration as noted in annex B.
	Answer	
1.2	Question	What kind of equipment and/or method is best suitable for this purpose. And why?
	Answer	
1.3	Question	What should be the minimum and maximum working width of the equipment?
	Answer	
1.4	Question	Which (extra) options should you recommend for optimal use of the equipment?
	Answer	
1.5	Question	How can we deal with the relatively limited space on the apron? The space between the aircrafts is very limited and the area behind the aircrafts is relatively small.
	Answer	
1.6	Question	What is the maximum snow depth the equipment is capable of removing in 1 pass?
	Answer	
1.7	Question	How can we optimize the use on both concrete and asphalt?
	Answer	
1.8	Question	What should be the minimum actionradius of the equipment (or minimum amount of working hours on one fuel tank)?
	Answer	
1.9	Question	Should the equipment be multi usable e.g. by adding the option of spreading salt or spraying potassium? And why?
	Answer	

2. Durability / safety / reliability / maintenance aspects

2.1	Question	What are expected delivery times for the new equipment?
	Answer	
2.2	Question	Can the equipment be serviced by a local truck repair service station?
	Answer	
2.3	Question	What parts do you recommend for ordering spareparts?
	Answer	
2.4	Question	How many parts of each do you recommend for ordering spareparts?
	Answer	
2.5	Question	What are the possibilities for sustainable energy sources? (Biodiesel, electric engines, etc)
	Answer	
2.6	Question	What should you recommend with regard to training the driver? How long per driver?
	Answer	
2.7	Question	How do you optimize controls and operability for the driver and how do you cope with long time use (ergonomics)?
	Answer	
2.8	Question	How do you optimize maintenance for the equipment? (reduce of maintenance by design)
	Answer	
2.9	Question	Should the equipment be registered for driving on the public road (for maintenance purpose)?
	Answer	
2.10	Question	What are the requirements for maintenance afte use in snow removal operation?
	Answer	
2.11	Question	what should be considered concerning FOD (Foreign Object Debris) risks?
	Answer	

3 Financial Aspects

3.1	Question	Can you provide a estimation on the budget we need for the purchase of the equipment?
	Answer	
3.2	Question	Can you provide a estimation on the budget we need per year for the maintenance of the equipment?
	Answer	
3.3	Question	How can we minimize the total cost of ownership?
	Answer	
3.4	Question	What will be the expected lifespan and costs of the brush and other wear parts?
	Answer	
3.4	Question	What will be the expected depreciation of the equipment (what is the expected financial lifespan)?
	Answer	

Finally, are there any other matters, ideas or points of attention you would like to share with us?

Explanation:

Annex B

Conditions for snow removal on the apron of Eindhoven Airport to be considered:

- Maximum time for snow removal will be 30 minutes for 2 flight stands (approx. 92 x 62 m or 5700 m²)
- The solution must be suited to proven technology for use at an airport
- Working width of equipment best suitable for operation on apron of Eindhoven Airport
- Total Cost of Ownership must be minimized
- Solution must be durable and reliable
- Solution must be energy efficient and as environmentally friendly as possible

overview platform EANV

asphalt

concrete

Total surface of Yellow and Blue: aprox. 120.000 m2

