

Questionnaire market consultation snow removal



PART II

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Colophon

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Market Consultation

1. Introduction

Eindhoven Airport is, after the results of the first market consultation, still investigating the best possible solution for snow removal on the apron. For this purpose you find hereby the market consultation, part II.

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.

3.4 Schedule

The following schedule applies to the market consultation:

Closing registration date for participation in the market consultation PART II by means of the participation form, Annex A;	13-6-2022
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This schedule has been drawn up based on current insights. EA reserves the right to reschedule the planned events.

EA will not prepare an anonymised market consultation report because the answers of the questions are business confidential.

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.

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 **13th of June 2022**.

Annex A: Questions

1 Additional questions

1.1	Question	After the first market consultation we gained interest in the option of a tractor equipped with a snowplough in front and a towed version of a sweeper behind the tractor. Is this option agile enough for our platform, please explain? (turning radius, backing up, etc)
	Answer	
1.2	Question	Is the addition of a blower essential for clearing snow? In other words, is a towed version of a brush combined with a blower a better option than only a brush?
	Answer	
1.3	Question	Can your company provide the requested equipment mentioned in question 1.1 (equipment for use on a tractor)?
	Answer	
1.4	Question	Can your company provide the requested equipment mentioned in question 1.2 (equipment for use on a tractor)?
	Answer	
1.5	Question	Can you provide the direct contact information of the representative of your company for purchasing a snow plough and towed sweeper / blower, in case of a private tender procedure (3-5 parties)?
	Answer	
1.6	Question	Can you provide an estimation of the budget we need for the purchase of the equipment in question 1.1 and / or 1.2?
	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 EANV to be considered:

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

overview platform EANV

asphalt

concrete

Total surface of Yellow and Blue: aprox. 120.000 m2

