

Market consultation & questionnaire for Aeronautical Information Management and Flight Procedure Design solutions

Request for Information



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1. Introduction

1.1 Company information

Air Traffic Control the Netherlands (ATC-NL) is a Dutch independent administrative organization that is responsible for providing air traffic services to air traffic in the Dutch airspace in a safe, efficient, and environmentally sensible way. In the Dutch Aviation Act this and all other tasks of ATC-NL have been laid down. Besides the provision of air traffic services these tasks consist of the provision of communication, navigation, and surveillance services (including the modernization and management of these technical systems), giving aeronautical information, catering for air traffic control training, designing flight procedures and providing aviation charts and publications.

In short, ATC-NL is responsible for the control of Dutch civil and military airspace as well as parts of the North Sea area and everything related thereto. ATC-NL became operational in 1923 and since 1993 as a so called "Independent Administrative Body (ZBO)". On the website www.lvn.nl you can read and download all relevant information about ATC-NL.

1.2 Background

ATC-NL is responsible for the provision of aeronautical information and for the design of flight procedures as part of its statutory tasks. These activities are supported by specialized information systems for the creation, validation, management, publication and exchange of aeronautical data and information, as well as for the design and maintenance of flight procedures.

ATC-NL currently uses an integrated solution supporting Aeronautical Information Management (AIM), including charting, and Flight Procedure Design (FPD). The current contractual arrangement is due to expire in 2028. In preparation for the future, ATC-NL is assessing how these capabilities can best be continued, renewed or replaced.

A future solution should support ATC-NL's operational and regulatory responsibilities and should be capable of evolving in line with changes in applicable legislation, standards, data models and operational processes. Important considerations include regulatory compliance, data quality and integrity, interoperability, information security, operational continuity, scalability, maintainability and integration with existing and future ATC-NL systems.

Support for the Aeronautical Information Exchange Model (AIXM) and the ability to exchange aeronautical data through standardised and well-documented interfaces are important elements of the future solution landscape. ATC-NL is also interested in the extent to which solutions can support modular architectures and different deployment models, while avoiding unnecessary technological or supplier dependencies.

The market for AIM and FPD solutions continues to develop, including developments in digital data exchange, automation, modular architecture, cloud and hybrid deployment models, cybersecurity and lifecycle management. ATC-NL therefore wishes to obtain an up-to-date understanding of available solutions, their maturity, implementation and transition approaches, security characteristics and commercial models.

1.3 Purpose of the RFI

The purpose of this Request for Information (RFI) is to obtain structured insight into the current market for Aeronautical Information Management (AIM) and Flight Procedure Design (FPD) solutions, in order to support ATC-NL in determining how its future AIM and FPD capabilities can best be realised.

ATC-NL is seeking market input on available solutions, technologies and delivery models and on how these can support a compliant, secure, resilient and future-proof environment. Through this RFI, ATC-NL aims to gain a comprehensive understanding of available solutions, suppliers, implementation approaches and relevant market developments.

In addition, this RFI is intended to facilitate dialogue between ATC-NL and market parties and to obtain insight into technological developments, recognised practices and innovative approaches relevant to the future provision of AIM and FPD capabilities.

1.4 Scope of the RFI

This market consultation is issued for information-gathering purposes only. Its scope is limited to obtaining insights into available market solutions and supplier capabilities for AIM and FPD provision.

This RFI does not constitute a call for tender, request for proposal (RFP), or any other form of procurement procedure. Participation in this market consultation does not create any rights or obligations for ATC-NL or responding parties, nor does it imply any commitment by ATC-NL to initiate a subsequent procurement process.

The information provided by respondents will be used by ATC-NL for internal purposes only, including the further development of its strategy, architectural considerations, and potential future requirements.

ATC-NL will use the insights obtained through this market consultation to inform possible next steps, such as further market consultations, demonstrations, or formal procurement procedures. However, ATC-NL is not bound to any such follow-up actions.

Respondents are responsible for clearly indicating any confidential or commercially sensitive information in their submissions. ATC-NL will treat such information with appropriate care, in accordance with applicable regulations and internal policies.

1.5 Contact person for ATC-NL

Please address all communications and responses regarding this market consultation to:
Anil Jankipersad (a.p.jankipersad@lvnl.nl).

1.6 Questions for clarification

In case the contents of this market consultation necessitate you to ask questions for clarification, then please do so at your earliest convenience. You can send your questions for clarification directly to the contact person listed in paragraph 1.5. ATC-NL will make reasonable efforts to respond in a timely manner.

1.7 Additional terms and conditions

- This market consultation is not (part of) a tendering procedure governed by European regulation;
- This market consultation is expressly not intended to make a pre-selection of candidates in the context of possible follow-up projects;
- Market parties who do not participate in this market consultation are not excluded from potential follow-up projects. Nor are parties who participate in this market consultation in any way excluded or privileged in any follow-up projects;
- Parties (including parties who are not participating) cannot derive any obligations or rights from this market consultation;
- Participation in this market consultation provides no right to obtain a delivery order;
- ATC-NL does not reimburse any costs for participating in this market consultation;
- Participating parties agree that information provided by them can be further processed in ATC-NL documents;
- ATC-NL is in no way bound by the results of this market consultation or required to procure the subject of this market consultation;
- ATC-NL reserves the right to temporarily or permanently discontinue this market consultation;
- By participating in this market consultation, parties acknowledge accepting the terms as stated in this document unconditionally;
- Responses will not be evaluated in a comparative or competitive manner, nor used to pre-qualify suppliers;
- Price Information provided to ATC-NL in the context of this market consultation will not be made public.

2. Objectives

The primary objective of this RFI is to obtain a structured and comprehensive understanding of the current market for AIM (including charting) and FPD solutions.

To achieve this, ATC-NL aims to:

- Identify existing solutions and suppliers active in the market for AIM and FPD
- Assess the extent to which available solutions align with the envisioned functional, technical, and operational requirements;
- Understand the maturity of these solutions, including their readiness for operational deployment and scalability;
- Gain insight into suppliers' experience in delivering AIM and FPD system and AIXM based solutions;
- Evaluate the organizational maturity, reliability, and long-term stability of potential suppliers;
- Obtain insight into indicative time-to-market and the approaches used for development and deployment of AIM and FPD solutions to get insight in the flexibility of adjusting to changing regulations;
- Obtain insight into the flexibility of suppliers to adjust the solution to specific requirements of LVNL.

3. Questionnaire on the Solution

The questions in this section are structured into thematic categories:

- Solution overview
- Functional and Operational fit
- Technical Architecture and Integration
- IT and security
- Maturity and Track Record
- Delivery and Scalability
- Commercial Aspects

Note: questions related to the company are addressed in Chapter 4.

Respondents are invited to provide concise, high-level answers to the questions below. Where possible, references to existing product documentation, brochures or publicly available information may be used. Detailed technical documentation or formal evidence is not required at this stage. Questions that are not applicable to the proposed solution may be marked as 'Not applicable'.

The purpose of this questionnaire is to gain market insight and not to evaluate or pre-qualify suppliers.

3.1 Solution Overview

1. Please provide a high-level description of your AIM and FPD solution(s).

Please briefly describe the main functionalities, supported processes and whether these are offered as an integrated suite or as separate, interoperable components, including any relevant third-party solutions.

Would you be willing to demonstrate your solution during an online session? **Yes / No**

Answer



3.2 Functional and Operational fit

2. How does your solution address applicable aviation regulations and certification or compliance requirements?

Please briefly describe the applicability of Commission Delegated Regulation (EU) 2023/1768 and Commission Implementing Regulation (EU) 2023/1769 to your proposed AIM and FPD solution(s), distinguishing between AIM and FPD where relevant.

Please indicate:

- The applicable compliance route (certification, Declaration of Design Compliance or Statement of Compliance), where applicable;
- The current compliance or approval status and responsible party, including any relevant EASA Design or Production Organisation (DPO) approval;
- The availability of supporting technical, design and validation documentation required to substantiate a Statement of Compliance issued by ATC-NL, where applicable;
- Any relevant compliance gaps, additional regulatory requirements or expected approval timelines.

Answer

3. How does your organisation ensure that its solution remains compliant with applicable regulatory and operational requirements throughout its lifecycle?

Please briefly describe how regulatory changes, validation, software updates and supporting documentation are managed, including compliance with relevant standards such as PANS-OPS, where applicable.

Answer

3.3 Technical Architecture and Integration

4. Please describe the high-level architecture of your solution, including its modularity and flexibility.

Please indicate whether your solution is integrated or modular, how individual components can be integrated with or replaced by third-party solutions, and whether alternative architectural configurations are available.

Answer

5. How does your solution support interoperability and standardised aeronautical data exchange?

Please briefly describe the main supported interfaces, APIs and data exchange standards, including AIXM versions, import/export capabilities, data validation, version management and support for future AIXM developments.

Answer

6. How does your solution ensure the quality and integrity of aeronautical data?

Please briefly describe the mechanisms used for data validation, traceability, integrity and quality assurance, including how responsibilities for data quality and data provision are managed.

Answer

7. Which deployment models are available for your solution (cloud, on-premises or hybrid)?

Please briefly describe the available options, including relevant infrastructure providers, data hosting locations, data residency and sovereignty considerations, and key dependencies.

For cloud-based solutions, please indicate whether deployment or integration with Microsoft Azure is supported and, if not, which alternatives are available.

Answer

3.4 IT and Security

Please provide a high-level overview of the information security and operational resilience capabilities of your solution, including relevant standards and certifications. Existing supporting documentation may be referenced and can be requested at a later stage.

8. How does your solution address cybersecurity, access management and security incident handling?

Please briefly describe the main security measures, including identity and access management (such as SSO, MFA and role-based access control), encryption, vulnerability management, security updates, monitoring and incident response..

Answer

9. **Which information security standards, certifications and regulatory requirements are supported by your solution?**

Please indicate relevant frameworks or certifications (such as ISO 27001) and how your solution supports compliance with applicable information security legislation and regulations, including Commission Implementing Regulation (EU) 2023/203, where applicable.

Answer

10. **What levels of availability, performance and operational resilience can your solution typically provide?**

Please briefly describe standard service levels, scalability, backup and recovery arrangements, including indicative availability and recovery capabilities..

Answer

3.5 Maturity and Track Record

11. **What is the current maturity level of your solution and where has it been implemented?**

Please indicate whether the solution is in development, pilot or operational use, and provide examples of relevant implementations, preferably within AIM, FPD, AISP or ANSP environments. Where possible, please include relevant customer references or publicly available examples.

Answer



3.6 Delivery and Scalability

12. What would be your indicative approach and timeline for implementing your solution at ATC-NL?

Please briefly describe the main implementation phases, expected lead times, relevant dependencies and risks, and the anticipated involvement of ATC-NL personnel.

Where relevant, please share key lessons learned from comparable implementations.

Answer

13. How would you approach the migration from an existing AIM and FPD environment to your solution?

Please briefly describe your migration approach and relevant experience, including data migration, validation, parallel operation, business continuity and rollback possibilities.

Answer

14. How does your solution support data portability and transition to another supplier at the end of the contract?

Please briefly describe how data ownership, standardised export formats, migration assistance and continuity of service are addressed, including any relevant technical or contractual dependencies.

Answer

3.7 Commercial Aspects

15. What are the indicative costs and commercial models associated with your solution?

Please provide a high-level indication of implementation costs, recurring costs, licensing or subscription models and the main factors influencing pricing.

Where possible, please distinguish between one-time costs (CAPEX) and recurring costs (OPEX), and indicate commonly applied contract durations and extension options.

Non-binding indicative estimates or cost ranges are sufficient at this stage.

Answer

16. Are there any additional aspects, innovations or considerations that you believe are relevant for ATC-NL?

Please feel free to share any information not covered by the questions above that could support ATC-NL in exploring future AIM and FPD solutions.

Answer



4. Company details

#	Item	Answer
a.	Company name	
b.	Postal address	
c.	Contact person	
d.	Position of contact person	
e.	Email address	
f.	Number of offices (except head office)	
g.	Number of employees	
h.	Number of employees in relation to services as described	
i.	Company turnover for the last three years	
j.	Is your company part of a larger (parent) company?	☐ Yes, namely [...] ☐ No
k.	Number of employees of parent company	

4.1 Additional questions related to the organization

17. How does your organisation support long-term cooperation and the continuous development of your solution?

Please briefly describe your typical collaboration models, approach to customer-specific requirements, release and upgrade management, and product roadmap.

Where relevant, please indicate how anticipated AIM and FPD market developments over the next 5–10 years may influence your solution.

Answer

18. How does your organisation provide customer support and training?

Please briefly describe your standard support arrangements, including service availability, incident resolution, escalation, customer communication and training options.

Please also indicate how customer feedback is incorporated into service improvements and how your organisation supports customers in resolving operational issues.

Answer



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