1. Buyer

1.1 Buyer

Official name:	Schiphol Nederland B.V.
Legal type of the buyer:	Public undertaking
The buyer is a contracting entity	
Activity of the contracting entity:	Airport-related activities

2. Procedure

2.1 Procedure

Title:	Regulated Ground handling Model (RGM)
Description:	This tender concerns the selection and award of three Concession Agreements for the provision of Ground Handling Services for commercial passenger traffic at Amsterdam Airport Schiphol. In accordance with the Ministerial Decree of the Minister of Infrastructure and Water Management dated 30 April 2024 (reference IENW/BSK-2024/69679), the number of providers authorised to perform baggage handling and ramp handling services is limited to three. The announcement includes an estimated turnover of ~€ 2.6 billion (two point six billion euros) over the Concession period of seven years, for the three Concessions consolidated. This amount is based on data and assumptions below. • 228.003 (two hundred twenty-eight thousand and three) Turnarounds in 2024 of which: # 192,809 (one hundred ninety-two thousand eight hundred nine) Turnarounds regarding NaBo handling with an estimated value of € 1,500 (one thousand five hundred euros) per Turnaround. # 35,194 (thirty-five thousand one hundred ninety-four) Turnarounds regarding WiBo handling with an estimated value of € 2,500 (two thousand five hundred euros) per Turna-round, and # The estimated value refers to baggage- and ramp-handling. • Total estimated turnover NaBo and WiBo based on 2024 is € 289,213,500 (two hundred eighty-nine million two hundred thirteen thousand five hundred euros) + € 87,985,000 (eighty-seven mil-lion nine hundred eighty-five thousand euros) = € 377,198,500 (three hundred seventy-seven mil-lion one hundred ninety-eight thousand five hundred euros), multiplied by the concession period of seven years is therefore an estimated turnover of ~€ 2.6 billion (two point six billion euros). SNBV does not have insight into the exact amount per transaction; the estimated revenue is SNBV's best estimate. SNBV emphasizes that no rights can be derived from this estimated turnover. As explained, SNBV cannot accurately predict how the price per transaction will develop in the coming years, and furthermore, Concession Holders themselves determine which Users they handle. Please note that the Ministerial Decree only applies to groundhandling for third parties and does not preclude the possibility of self-handling by Users. Therefore, Users are not required to conclude a contract with one of the Concession Holders.
Procedure identifier:	f3c50625-6981-484b-b39b-5df4ee6ab023
Previous notice:	1784d3a0-2ab0-418b-a645-86046f6f8e70-01
Internal identifier:	94d123be-99ed-4953-bef8-a14901ac02a9
Type of procedure:	Open
Main features of the procedure:	This Tender Procedure is conducted in accordance with Part 2a of the DPPA and the Procurement Regulations for the Utilities Sectors 2016 (ARN2016), unless SNBV has deviated therefrom in its Tender Documents (the Tender Documents prevail over the ARN2016).

2.1.1 Purpose

Main nature of the contract:	Services

Rijksoverheid

Main classification (cpv):	63000000 Supporting and auxiliary transport services; travel agencies services
Additional classification (cpv):	63110000 Cargo handling services
Additional classification (cpv):	63112000 Baggage handling services
Additional classification (cpv):	63112100 Passenger baggage handling services
Additional classification (cpv):	63112110 Baggage collection services

2.1.2 Place of performance

Country subdivision (NUTS):	Groot-Amsterdam (NL32B)
Country:	Netherlands
Additional information:	See the Tendering Guide.

2.1.3 Value

Estimated value excluding VAT:	2 600 000 000 Euro

2.1.4 General information

Additional information:	See the Tendering Guide.

Legal basis:

Directive 2014/23/EU

5. Lot

5.1 Lot technical ID: LOT-0000

Title:	Regulated Ground handling Model (RGM)
Description:	This tender concerns the selection and award of three Concession Agreements for the provision of Ground Handling Services for commercial passenger traffic at Amsterdam Airport Schiphol. In accordance with the Ministerial Decree of the Minister of Infrastructure and Water Management dated 30 April 2024 (reference IENW/BSK-2024/69679), the number of providers authorised to perform baggage handling and ramp handling services is limited to three. The announcement includes an estimated turnover of ~€ 2.6 billion (two point six billion euros) over the Concession period of seven years, for the three Concessions consolidated. This amount is based on data and assumptions below. • 228.003 (two hundred twenty-eight thousand and three) Turnarounds in 2024 of which: # 192,809 (one hundred ninety-two thousand eight hundred nine) Turnarounds regarding NaBo handling with an estimated value of € 1,500 (one thousand five hundred euros) per Turnaround. # 35,194 (thirty-five thousand one hundred ninety-four) Turnarounds regarding WiBo handling with an estimated value of € 2,500 (two thousand five hundred euros) per Turna-round, and # The estimated value refers to baggage- and ramp-handling. • Total estimated turnover NaBo and WiBo based on 2024 is € 289,213,500 (two hundred eighty-nine million two hundred thirteen thousand five hundred euros) + € 87,985,000 (eighty-seven mil-lion nine hundred eighty-five thousand euros) = € 377,198,500 (three hundred seventy-seven mil-lion one hundred ninety-eight thousand five hundred euros), multiplied by the concession period of seven years is therefore an estimated turnover of ~€ 2.6 billion (two point six billion euros). SNBV does not have insight into the exact amount per transaction; the estimated revenue is SNBV's

Rijksoverheid

	best estimate. SNBV emphasizes that no rights can be derived from this estimated turnover. As explained, SNBV cannot accurately predict how the price per transaction will develop in the coming years, and furthermore, Concession Holders themselves determine which Users they handle. Please note that the Ministerial Decree only applies to groundhandling for third parties and does not preclude the possibility of self-handling by Users. Therefore, Users are not required to conclude a contract with one of the Concession Holders.
Internal identifier:	eaf29f8a-f3df-4357-99a6-c83b6e43b976

5.1.1 Purpose

Main nature of the contract:	Services
Main classification (cpv):	63000000 Supporting and auxiliary transport services; travel agencies services
Additional classification (cpv):	63110000 Cargo handling services
Additional classification (cpv):	63112000 Baggage handling services
Additional classification (cpv):	63112100 Passenger baggage handling services
Additional classification (cpv):	63112110 Baggage collection services

5.1.2 Place of performance

Country subdivision (NUTS):	Groot-Amsterdam (NL32B)
Country:	Netherlands
Additional information:	See the Tendering Guide.

5.1.3 Estimated duration

Duration:	7 Year

5.1.5 Value

Estimated value excluding VAT:	2 600 000 000 Euro

5.1.6 General information

Procurement	Project not financed with EU Funds.
The procurement is covered by the Government Procurement Agreement (GPA):	no
Additional	

Rijksoverheid

information:	See the Tendering Guide.

5.1.10 Award criteria

Criterion:	
Type:	Quality
Name:	AC1 Management & business continuous improvement
Description:	See the Tendering Guide.
Category of award threshold criterion:	Weight (points, exact)
Award criterion number:	300
Criterion:	
Type:	Quality
Name:	AC2 Transition
Description:	See the Tendering Guide.
Category of award threshold criterion:	Weight (points, exact)
Award criterion number:	200
Criterion:	
Type:	Quality
Name:	AC3a Contingency plan (written)
Description:	See the Tendering Guide.
Category of award threshold criterion:	Weight (points, exact)
Award criterion number:	100
Criterion:	
Type:	Quality
Name:	AC3b Contingency plan (case)
Description:	See the Tendering Guide.
Category of award threshold criterion:	Weight (points, exact)
Award criterion number:	100
Criterion:	
Type:	Quality
Name:	AC4 Safety Culture
Description:	See the Tendering Guide.

Rijksoverheid

Category of award threshold criterion:	Weight (points, exact)
Award criterion number:	150
Criterion:	
Type:	Quality
Name:	AC5 Quality of Work
Description:	See the Tendering Guide.
Category of award threshold criterion:	Weight (points, exact)
Award criterion number:	150

5.1.16 Further information, mediation and review

Review organisation:	Rechtbank Den Haag
Information about review deadlines:	See the Tendering Guide.
Organisation providing additional information about the procurement procedure:	Schiphol Nederland B.V.
Organisation providing more information on the review procedures:	Rechtbank Den Haag

6. Results

Value of all contracts awarded in this notice:	2 600 000 000 Euro

6.1 Result lot Identifier: LOT-0000

At least one winner was chosen.

6.1.2 Information about winners

Winner:	
Official name :	Viggo Schiphol B.V.
Tender:	
Tender identifier:	Viggo Schiphol B.V.

Rijksoverheid

Identifier of lot or group of lots:	LOT-0000
Value of the tender:	2 600 000 000 Euro
Concession value	
Estimated revenue coming from the users of the concession:	866 666 666,67 Euro
Estimated revenue coming from the buyer who granted the concession:	0 Euro
Method used for calculating the estimated value of the concession:	The total estimated value of EUR 2.6 billion relates to the three Concessions consolidated over the seven-year Concession period. For the purpose of this notice, the total estimated value has been allocated equally across the three awarded Concessions. The actual revenue per individual Concession Holder may differ and cannot be determined in advance, as it depends on market developments and Users' choice of Concession Holder. No rights can be derived from this estimate.
Contract information:	
Identifier of the contract:	1103887
Title:	Concession Agreement Ground Handling AAS - Schiphol Nederland B.V & Viggo Schiphol B.V.
Date of the conclusion of the contract:	23/09/2026
Winner:	
Official name :	dnata B.V.
Tender:	
Tender identifier:	dnata B.V.
Identifier of lot or group of lots:	LOT-0000
Value of the tender:	2 600 000 000 Euro
Concession value	
Estimated revenue coming from the users of the concession:	866 666 666,67 Euro
Estimated	

Rijksoverheid

revenue coming from the buyer who granted the concession:	0 Euro
Method used for calculating the estimated value of the concession:	The total estimated value of EUR 2.6 billion relates to the three Concessions consolidated over the seven-year Concession period. For the purpose of this notice, the total estimated value has been allocated equally across the three awarded Concessions. The actual revenue per individual Concession Holder may differ and cannot be determined in advance, as it depends on market developments and Users' choice of Concession Holder. No rights can be derived from this estimate.
Contract information:	
Identifier of the contract:	1103888
Title:	Concession Agreement Ground Handling AAS - Schiphol Nederland B.V. & dnata B.V.
Date of the conclusion of the contract:	23/09/2026
Winner:	
Official name :	Koninklijke Luchtvaart Maatschappij N.V.
Tender:	
Tender identifier:	Koninklijke Luchtvaart Maatschappij N.V.
Identifier of lot or group of lots:	LOT-0000
Value of the tender:	2 600 000 000 Euro
Concession value	
Estimated revenue coming from the users of the concession:	866 666 666,67 Euro
Estimated revenue coming from the buyer who granted the concession:	0 Euro
Method used for calculating the estimated value of the concession:	The total estimated value of EUR 2.6 billion relates to the three Concessions consolidated over the seven-year Concession period. For the purpose of this notice, the total estimated value has been allocated equally across the three awarded Concessions. The actual revenue per individual Concession Holder may differ and cannot be determined in advance, as it depends on market developments and Users' choice of Concession Holder. No rights can be derived from this estimate.

Rijksoverheid

Contract information:

Identifier of the contract:	1103889
Title:	Concession Agreement Ground Handling AAS - Schiphol Nederland B.V & Koninklijke Luchtvaart Maatschappij N.V.
Date of the conclusion of the contract:	23/09/2026

6.1.4 Statistical information

Summary of the review requests the buyer received:

Number of complainants :	3

Received tenders or requests to participate:

Type of received submissions:	Tenders
Number of tenders or requests to participate received:	8

8. Organisations

8.1 ORG-0001

Official name :	Schiphol Nederland B.V.
Registration number:	34166584
Postal address:	Evert van de Beekstraat 202
Town:	Schiphol
Postcode:	1118 CP
Country subdivision (NUTS):	Groot-Amsterdam (NL32B)
Country:	Netherlands
Contact point :	Joke Dekker
Email:	dekker_jm@schiphol.nl
Telephone:	+31622485037
Internet address:	https://www.schiphol.nl
Buyer profile :	https://s2c.mercell.com/buyer/31189

Roles of this organisation:

Buyer

Organisation providing additional information about the procurement procedure

8.1 ORG-0002

Official name

Rijksoverheid

:	Rechtbank Den Haag
Registration number:	82946175
Town:	Den Haag
Postcode:	2595 AJ
Country subdivision (NUTS):	Zuidoost-Zuid-Holland (NL364)
Country:	Netherlands
Email:	info.gerechtshofdenhaag@rechtspraak.nl
Telephone:	+31883616161

Roles of this organisation:

Review organisation

Organisation providing more information on the review procedures

8.1 ORG-0003

Official name :	dnata B.V.
Size of the economic operator:	Large
Registration number:	34025985
Postal address:	Pelikaanweg 1
Town:	Schiphol
Postcode:	1118DT
Country subdivision (NUTS):	Groot-Amsterdam (NL32B)
Country:	Netherlands
Contact point :	Wietske Wassenaar
Email:	wietske.wassenaar@dnata.nl
Telephone:	+31 622490249

Roles of this organisation:

Tenderer

Winner of these lots:	LOT-0000

8.1 ORG-0004

Official name :	Viggo Schiphol B.V.
Size of the economic operator:	Large
Registration number:	17224981
Postal address:	Jan Hilgersweg 2
Town:	Eindhoven

Rijksoverheid

Postcode:	5657ES
Country subdivision (NUTS):	Zuidoost-Noord-Brabant (NL414)
Country:	Netherlands
Contact point :	Michiel Dikhoff
Email:	michiel.dikhoff@viggo.eu
Telephone:	+31652850634
Roles of this organisation:	
Tenderer	
Winner of these lots:	LOT-0000

8.1 ORG-0005

Official name :	Koninklijke Luchtvaart Maatschappij N.V.
Size of the economic operator:	Large
Registration number:	33014286
Postal address:	Amsterdamseweg 55
Town:	Amstelveen
Postcode:	1182GP
Country subdivision (NUTS):	Groot-Amsterdam (NL32B)
Country:	Netherlands
Contact point :	Rinze Nieuwhof
Email:	rinze.nieuwhof@klm.com
Telephone:	+31653637681
Roles of this organisation:	
Tenderer	
Winner of these lots:	LOT-0000

Notice information

Notice identifier /version:	3d7372b0-1a8c-4263-8988-0be588fbbd00 - 01
Form type:	Result
Notice type:	Contract or concession award notice – standard regime
Notice dispatch date :	04/11/2026 07:53 +00:00
Notice dispatch date (eSender):	04/11/2026 07:53 +00:00

Rijksoverheid

Languages in which this notice is officially available:	English

Rijksoverheid