

INFORMATION REQUEST FOR MARKET CONSULTATION

Project:

Replacement of Crash Tenders

Amsterdam Airport Schiphol

Date: 25 September 2015



CONTENTS

- 1 GENERAL -----3
 - Introduction -----3
 - Background -----3
 - Current situation -----4
 - Outline of the market consultation approach-----5
 - Schedule for the market consultation and call for tenders-----5
- 2 MARKET CONSULTATION PROCESS -----6
 - Market Consultation Schedule -----6
 - Questions about the market consultation document -----6
 - Submission of answers -----6
 - Verbal explanation of answers -----6
 - Conclusion of the market consultation and feedback -----7
 - Confidentiality -----7
 - Language -----7
 - Cost of participation in the market consultation -----7
 - Agreement -----7
 - Questions about this document and the process -----7
 - Additional provisions -----8
 - Contact with client -----8
 - Participation in the market consultation -----8
- 3 SUBMITTING YOUR ANSWERS TO THE QUESTIONS -----9
 - TenderNed -----9
- 4 QUESTIONNAIRE -----10
 - Brief introduction of business -----10
 - Proposed Solution -----10
 - Current state of technology and innovation -----10
 - Safety -----11
 - Sustainability -----11
 - Reliability and Maintainability -----11
 - Preconditions for a successful project -----12
- APPENDIX 1: REGISTRATION FORM FOR MARKET CONSULTATION -----13

1 General

INTRODUCTION

This document concerns the information request from Schiphol Nederland BV (SNBV or Schiphol) regarding the replacement of crash tenders for Schiphol. The goal of this market consultation is to:

- gain information regarding the current state of crash tender technology.
- further investigate the state of the market,
- assess market parties' interest in supplying crash tenders to Schiphol,
- establish the preconditions required to make the project a success.

The information gained via this market consultation will be used as a basis for the future European call for tenders by Schiphol for the procurement of new crash tenders.

A number of Schiphol's sister and partner companies will also be participating in the market consultation (Rotterdam The Hague Airport, Lelystad Airport and Groningen Airport Eelde). These organisations are also considering participation in the future European call for tenders for new crash tenders. This market consultation focuses on the situation at Schiphol, although if desired, other parties will raise additional questions during the market consultation process that apply to their own specific situation.

After a brief introduction, this document describes the market consultation process. This is followed by a questionnaire, in Chapter 4. The answers to this questionnaire, which will be presented to Schiphol during consultations with registered potential suppliers and/or manufacturers, will contribute to the definitive Schedule of Requirements upon which the future European call for tenders will be based.

BACKGROUND

In compliance with international legislation (EASA), Amsterdam Airport Schiphol is obliged to facilitate aircraft firefighting. For this purpose, Schiphol has its own airport fire service. The Safety, Environment & Fire Brigade (A/SSE/SEF) Department is responsible for firefighting on the airport grounds.

As one of the main hub airports in Europe, Schiphol facilitated 438,296 air transport movements in 2014, and the number of passengers transported rose to nearly 55 million, an increase of 4.6% compared to 2013. In addition, 1.6 million tonnes of cargo were processed in 2014. From Schiphol, passengers can take direct flights to 319 destinations.

At the moment, Schiphol is facilitating multiple Type F aircraft, making it a Category 10 (Cat. 10) airport. The Type F aircraft at Schiphol are the A380 and the B747-800. In 2014, the number of air transport movements of Type F aircraft was between 36 and 46 per week. The number of air transport movements of Type F aircraft is expected to increase to 150-185 movements per week by 2020.

The facilitation of Type F aircraft involves a number of specific requirements for the airport fire service in terms of response times and extinguishing capacity. Of primary importance for the airport fire service is that these legal frameworks must be complied with at all times. These EASA frameworks are as follows:

- The aerodrome operator should ensure that:
 - a. rescue and firefighting service achieves a response time not exceeding three minutes with an operational objective of not exceeding two minutes, to any point of each operational runway, in optimum visibility and surface conditions, and be in a position to apply foam at a rate of, at least, 50% of the discharge rate specified in AMC4 ADR.OPS.B010 Table 1.
 - b. response times to any other part of the movement area, in optimum visibility and surface conditions, are calculated and included in the Aerodrome Emergency Plan.
 - c. any vehicles, other than the first responding vehicle(s), required to achieve continuous agent application of the amount of extinguishing agents specified in Table 1 of AMC4 ADR.OPS.B.010 arrives no more than one minute after the first responding vehicle(s).

Below is the table referred to in item a (EASA Table 1 or AMC4 ADR.OPS.B.010).

| Minimum usable amounts of extinguishing agents | | | | | | | | |
|--|----------------------------------|---|----------------------------------|---|----------------------------------|---|-------------------------------|-----------------------------|
| Aerodrome category (1) | Foam meeting performance level A | | Foam meeting performance level B | | Foam meeting performance level C | | Complementary agents | |
| | Water (L) (2) | Discharge rate foam solution/minute (L) (3) | Water (L) (4) | Discharge rate foam solution/minute (L) (5) | Water (L) (6) | Discharge rate foam solution/minute (L) (7) | Dry chemical powders (kg) (8) | Discharge rate (kg/sec) (9) |
| 1 | 350 | 350 | 230 | 230 | 160 | 160 | 45 | 2.25 |
| 2 | 1 000 | 800 | 670 | 550 | 460 | 360 | 90 | 2.25 |
| 3 | 1 800 | 1 300 | 1 200 | 900 | 820 | 630 | 135 | 2.25 |
| 4 | 3 600 | 2 600 | 2 400 | 1800 | 1 700 | 1 100 | 135 | 2.25 |
| 5 | 8 100 | 4 500 | 5 400 | 3 000 | 3 900 | 2 200 | 180 | 2.25 |
| 6 | 11 800 | 6 000 | 7 900 | 4 000 | 5 800 | 2 900 | 225 | 2.25 |
| 7 | 18 200 | 7 900 | 12 100 | 5 300 | 8 800 | 3 800 | 225 | 2.25 |
| 8 | 27 300 | 10 800 | 18 200 | 7 200 | 12 800 | 5 100 | 450 | 4.5 |
| 9 | 36 400 | 13 500 | 24 300 | 9 000 | 17 100 | 6 300 | 450 | 4.5 |
| 10 | 48 200 | 16 600 | 32 300 | 11 200 | 22 800 | 7 900 | 450 | 4.5 |

Note: The quantities of water shown in columns 2, 4 and 6 are based on the average overall length of aeroplanes in a given category

CURRENT SITUATION

To provide adequate fire service coverage in compliance with the law, Schiphol currently operates three fire stations: Sloten Fire Station, Rijk Fire Station and Vijfhuizen Fire Station. The position of the stations can be found on the map included in Appendix 2 to this document.

Each of these stations is CAT10 dimensioned, entailing that each station is equipped with three fully fledged crash tenders. As Schiphol's airport fire service currently uses extinguishing foam meeting performance level B, each of these vehicles possesses a discharge capacity of at least 5,600 litres of foam-water solution per minute (50% of the discharge rate specified in AMC4 ADR.OPS.B010 Table 1). With the available vehicles, each station can provide 32,300 litres of water per minute. Schiphol is therefore compliant with international legislation (EASA). The current crash tenders are further capable of acceleration from 0 to 80km/h in 27 seconds. Given Schiphol's size and infrastructure, this acceleration capacity is a requirement in order to comply with the aforementioned EASA frameworks with regard to response times.

In total, the current fire service at Schiphol has 11 crash tenders at its disposal for the purposes of firefighting, of which nine are of the type E-One Titan (8x8). These crash tenders will reach the end of their technical and economic lifespan in 2018/2019, at which point they will have to be replaced.

In the current situation, nine crash tenders are operational at all times. To guarantee this, a number of lines of defence have been arranged. As the current vehicle fleet comprises 11 crash tenders, if one of them becomes unavailable (e.g. due to maintenance or a breakdown), it can always be replaced. Furthermore, Schiphol has assigned vehicle maintenance to a self-selected maintenance partner (and therefore not the vehicle supplier). This partner conducts vehicle maintenance in compliance with the supplier's maintenance schedules and ensures that a sufficient number of crash tenders remain operational at all times.

OUTLINE OF THE MARKET CONSULTATION APPROACH

The market consultation will mainly consist of sending a questionnaire (see Chapter 4) to all market parties interested in contributing. Interested parties are requested to answer the questions in writing and explain their answers during a presentation to Schiphol Nederland BV's market consultation team.

The questions fall into five main categories:

- Current state of technology and innovation with regard to crash tenders (including ICT applications)
- Safety
- Sustainability
- Reliability and Maintainability
- Preconditions

SCHEDULE FOR THE MARKET CONSULTATION AND CALL FOR TENDERS

In broad terms, the schedule for the market consultation and the subsequent EU call for tenders is as follows:

| Outline of activity | Date |
|--|----------------|
| Publication of market consultation via TenderNed | September 2015 |
| Presentation and explanation by market parties | November 2015 |
| Conclusion and publication of the results | December 2015 |
| Publication and start of the EU call for tenders | Q4 2016 |
| Award of the contract | Q3 2017 |
| Provision of first vehicles | Q3 2018 |

No rights may be derived from this schedule.

2 Market Consultation Process

MARKET CONSULTATION SCHEDULE

The following is the expected schedule for the market consultation.

| Activity | Date |
|---|---------------------------------------|
| Publication of market consultation via TenderNed | Friday 25 September 2015 |
| Deadline for parties to announce their interest in participating by submitting their Chamber of Commerce listing and the business details in Appendix 1 | Friday 9 October 2015 |
| Deadline for asking questions about the market consultation document | Friday 9 October 2015 |
| Publication of the information notice by Schiphol | Friday 23 October 2015 |
| Deadline for submitting answers to the questions | Friday 6 November 2015 |
| Presentation and explanation by market parties | November 2015 |
| Conclusion and publication of the results | 1 st week of December 2015 |

No rights may be derived from this schedule.

QUESTIONS ABOUT THE MARKET CONSULTATION DOCUMENT

Market parties will have the opportunity to ask questions about the content of the market consultation document, with a view to guaranteeing transparent and unambiguous communication to the market parties. If the market parties have any questions about the market consultation document, they can ask them via TenderNed before the aforementioned deadline. The questions and the answers submitted by the market parties will be published (anonymised) by Schiphol Nederland BV in an Information Notice.

SUBMISSION OF ANSWERS

Every interested market party that complies with the stipulations set out in Section 2.13 and that believes they can make a contribution to the market consultation is requested to complete the questionnaire included in Chapter 4 of this market consultation document and submit it via TenderNed before the aforementioned deadline. If desired, the market consultation team can request market parties to clarify their answers in writing, although it is not obliged to do so.

VERBAL EXPLANATION OF ANSWERS

Once the market consultation team has taken note of the written answers to the questions, the market parties will be invited to explain their answers to the market consultation team by means of a presentation. These meetings will include the opportunity to hear the arguments of both sides. The maximum duration of the meetings is 90 minutes.

The meetings will take place in the aforementioned period with one or more authorised representatives of the market parties. This authorisation must be evidenced by a power of attorney (procuration) granted to the authorised representative(s) by the relevant market party.

CONCLUSION OF THE MARKET CONSULTATION AND FEEDBACK

The market consultation team will conclude the market consultation by publishing a report of the market consultation on TenderNed. The report will contain what the market consultation team considers to be the most important conclusions of the market consultation. With regard to this report, the market consultation team would like to stress the following:

- The report will be made publicly available. The market parties will permit the market consultation team to include in this report the answers and other information and/or data provided by the market parties.
- The answers and other information and/or data will be anonymised in the report, although the report will state the participating market parties.
- The report will contain the conclusions as formulated by the market consultation team. The report and its contents will not be coordinated with the participating market parties during the draft phase. The report will however state that the information is presented from the market consultation team's perspective and that this is not necessarily shared by the participating market parties.
- Schiphol will take into account any confidential and competitively sensitive information, provided the information is designated as such.

CONFIDENTIALITY

Schiphol Nederland BV will treat participating market parties' input as confidential. Schiphol will share this information only with employees and advisers who are directly involved in the market consultation and/or the call for tenders (and the employees of Rotterdam The Hague Airport, Lelystad Airport and Groningen Airport Eelde who are involved in the market consultation), unless Schiphol is legally obliged to disclose this information further. Schiphol is entitled to use the information provided in order to draw up the tender documents. Schiphol will not include any specific references to participants or commercially sensitive information in the tender documents.

All submitted documents will become the property of Schiphol.

LANGUAGE

The entire market consultation will be carried out in English. All of the documents submitted by the interested market parties must therefore be in English.

COST OF PARTICIPATION IN THE MARKET CONSULTATION

In no event whatsoever will any costs incurred by the interested parties with regard to participation in the market consultation be eligible for reimbursement by Schiphol.

AGREEMENT

By submitting an application for participation, candidates agree to all of the conditions stipulated in this registration procedure.

QUESTIONS ABOUT THIS DOCUMENT AND THE PROCESS

Any questions relating to the market consultation can be submitted until 12 noon on 9 October 2015 via TenderNed.nl.

The questions must be provided in MS Excel format, in the form of a three-column table. The first column lists the section to which the topic of the question relates, as well as the page number. The second column contains the excerpt from the text to which the question relates. The last column contains the actual question. The following example illustrates the required format:

| Market Consultation Questions | | |
|-------------------------------|------|----------|
| Section | Text | Question |
| | | |

SNBV's questions and corresponding answers will be anonymised and incorporated into an Information Notice sent to all interested parties who requested this market consultation document from SNBV.

ADDITIONAL PROVISIONS

The market consultation is not part of the call for tenders. In order to ensure that no participants in the market consultation are favoured, the information shared by SNBV during the market consultation will also be included in the tender documents. During the call for tenders, there will be no distinction between parties that participated in the market consultation and parties that did not. Information in this market consultation can differ from information provided later (within the scope of a call for tenders or another acquisition process). No rights can be derived from the information provided within the scope of the market consultation. The information is for information purposes only and merely intended to increase the quality of the market consultation. If this information contradicts the information provided later (within the scope of a call for tenders or another acquisition process), then the latter will be taken to apply.

CONTACT WITH CLIENT

All communication relating to this call for tenders must be conducted via TenderNed.nl. It is not permitted to directly or indirectly approach officials regarding this call for tenders.

PARTICIPATION IN THE MARKET CONSULTATION

Only manufacturers and/or direct representatives of manufacturers of crash tender equipment are permitted to participate in the market consultation. This must be evidenced by a copy of the organisation's listing in the Commercial Register. This listing must be submitted no later than Friday 9 October 2015. You must also enter your business details in Appendix 1 and submit the completed appendix together with your listing in the Commercial Register.

3 Submitting your answers to the questions

This chapter explains when, where and how to submit your answers.

TENDERED

This market consultation is conducted entirely via TenderNed.nl's online portal.

The answers to the questions must be submitted via TenderNed.nl by no later than 6 November 2015. You must formulate an answer for each question. During the verbal explanation, the questions must be addressed (in broad terms).

4 Questionnaire

This chapter contains the questions for each topic.

BRIEF INTRODUCTION OF BUSINESS

First, Schiphol would like you to briefly introduce your business and your experience of supplying crash tenders to airports. We therefore request you prepare a short presentation (max. 3 sheets) to introduce your business and briefly provide references.

- Brief introduction of business
- Brief history
- Vehicles previously supplied to other airports plus references

PROPOSED SOLUTION

Schiphol is interested to know how you, as a supplier, would advise Schiphol to organise the future crash tender fleet, given the frameworks stated in Sections 1.2 and 1.3 of this document. We therefore request that you formulate concise advice for us (max. 2 one-sided A4 sheets), in which you set out your proposal to Schiphol.

At the very least, recommendations should address the following:

- Vehicle type(s), including a substantiation.
- Choice of foaming-agent mixer; you can assume that Schiphol is considering using foam meeting performance level B or C (with/without fluorine).
- Piercing system or no piercing system?
- HRET or no HRET? (high-reach extendable turret)

You are free to determine for yourself what additional information you wish to provide to Schiphol regarding the optimum use of vehicles at Schiphol. However, do bear in mind that Schiphol wishes to use a standard 'off-the-shelf' vehicle.

CURRENT STATE OF TECHNOLOGY AND INNOVATION

In addition, Schiphol would like you to present your proposed vehicle type, stating which characteristics the vehicle currently has and what future developments you foresee. We therefore request you to prepare a presentation (max. 15 sheets) to introduce your vehicle.

The following subjects must be included at the very least (describing both the current and future state of affairs):

| | |
|--|---|
| Vehicle functionalities | <input type="checkbox"/> Type of chassis <input type="checkbox"/> Selected engine <input type="checkbox"/> Description of drive system <input type="checkbox"/> Description of braking system <input type="checkbox"/> Speedometer/accelerometer <input type="checkbox"/> Description of terrain capabilities. What ideas does the supplier have regarding this matter? What options are available in this area? <input type="checkbox"/> Dimensions of the vehicle |
| Discharge functions (water, foam/powder) | <input type="checkbox"/> On-board water capacity <input type="checkbox"/> On-board foam capacity <input type="checkbox"/> On-board powder capacity <input type="checkbox"/> Description of foaming agent mixing system (what possibilities does your system offer?) |

| | |
|--|---|
| Penetration of aircraft fuselage and extinguishing in difficult-to-reach areas | <input type="checkbox"/> Function of roof monitor <input type="checkbox"/> Function of bumper monitor <input type="checkbox"/> Function of HRET <input type="checkbox"/> Function of piercing system |
| ICT, positioning and communication | <input type="checkbox"/> Navigational/positioning possibilities <input type="checkbox"/> Communication systems <input type="checkbox"/> Other relevant ICT applications |

You are free to determine for yourself what additional information you wish to provide regarding other systems in your vehicle. However, do bear in mind that Schiphol wishes to use a standard 'off-the-shelf' vehicle that utilises proven technology.

SAFETY

User safety is of great importance to Schiphol. We are therefore interested to hear how user safety is guaranteed in your vehicle (max. 2 sheets). Your answer may include matters such as:

| | |
|--------|---|
| Safety | <input type="checkbox"/> Compliance with occupational health and safety guidelines <input type="checkbox"/> User protection/protective measures <ul style="list-style-type: none"> ○ In the cabin ○ Fire extinguishing systems <input type="checkbox"/> Ergonomic measures |
|--------|---|

SUSTAINABILITY

Schiphol is guided by a sustainability policy. We are therefore interested to hear what developments you incorporate with regard to sustainability, and how you differentiate yourself from the competition in this respect (max. 2 sheets). This could involve matters such as:

| | |
|----------------|--|
| Sustainability | <input type="checkbox"/> Engine type (European Standard 6/hybrid power) <input type="checkbox"/> Scarcity of raw materials (production, reuse of materials) <input type="checkbox"/> Other sustainability opportunities <input type="checkbox"/> Future-proofness |
|----------------|--|

RELIABILITY AND MAINTAINABILITY

In addition, Schiphol would like to hear about your vision on reliability and maintainability (2 sheets). This could involve matters such as:

| | |
|-----------------|--|
| Reliability | <input type="checkbox"/> Mean time between failures (maintenance interval) <input type="checkbox"/> Mean time to repair |
| Maintainability | <input type="checkbox"/> Availability percentage <input type="checkbox"/> Low-maintenance design |

Specific questions:

- In what way do you think the vehicles can be optimally maintained?
- What are your views on contract types of such as a maintenance contract based on availability or a maintenance contract for the entire lifespan of the vehicle? Do you have any experience with such contracts?
- What do you think about collaboration based on maintenance by a 3rd party (not the supplier)?

PRECONDITIONS FOR A SUCCESSFUL PROJECT

Schiphol Nederland BV wishes to select a supplier objectively and transparently by means of a European call for tenders. To ensure this decision is made correctly, a Schedule of Requirements (SoR) will be drawn up based on the acquired market information and put on the market. Subsequently, Schiphol wishes to conduct a representative test with a number of parties, which will be part of the final assessment.

- Please indicate in what way you would be able to facilitate this kind of operational test, trial or other method of operational testing of vehicles (without incurring substantial costs).
- Please provide advice to Schiphol regarding how an objective test such as this could be included in the assessment of the vehicles in a way that guarantees objectivity and transparency.

Other questions:

- What is the production completion time (delivery date) and what are the possibilities for supply of the vehicles (all at once or in stages over a number of years)?
- In what way can you, as the supplier, provide training (both initial and refresher training) and what effort will you be expecting from the airport in this regard?
- Are there any specific conditions that Schiphol should take into account with regard to this tender?
- Do you expect any mergers to occur in the short term that will limit the market?
- To what degree do standard products exist within this market? (Schiphol prefers standard products)
- What are your opinions regarding the collaboration between Schiphol and other airports as part of a shared call for tenders?

Appendix 1: Registration form for market consultation

The details below must be filled in and submitted – together with a recent listing in the Commercial Register (max. 6 months old) – by no later than Friday 9 October 2015.

| | |
|---|--|
| Official name and legal status: | |
| Visiting address: | |
| Postcode and city: | |
| Country: | |
| General telephone number: | |
| URL: | |
| Name and job title of contact person: | |
| Telephone number of contact person: | |
| E-mail address of contact person: | |
| Commercial Register registration number: | |
| Name and job title of the authorised signatory: | |

By signing this form, the above signatory registers for the Schiphol Crash Tenders Market Consultation and declares:

- that all details have been filled in truthfully.
- that they have not contacted and will not contact existing or potential candidates/tendering parties regarding the assignment(s) relating to this call for tenders or the content of the tenders, particularly with regard to the tendered price or the distribution of duties.
- that they will treat all information made available to them as confidential.
- that the undersigned has filled in and signed this statement truthfully, and also that they have been authorised to do so by the market party. This authorisation must be evidenced by appending a recent copy of a listing in the Commercial Register.