

December 09th 2022

SOF Connect – Request for Proposal (RFP) for a Financial Enterprise Resource Planning and Management System (ERP) for SOFIA International Airport

Source	Requirement	company comment	Sof Connect Comments
ERP_Functional n Compliance Tables.xlsx			
CON.027	Support real estate and concessionaires agreements	Please explain in details information that should be kept in the system	The Signed Agreement as a PDF should be kept. Fields to be completed include but not limited: Initiation Date, Expiry Date, Value, Extension Foreseen, Owner etc. As such alerts could be created. In any case, Detailed Business Analysis is under the contractor's obligation.
CON.009	Ability to initiate contracts from other modules (Eg: PRC eSourcing). Service order management and connection to customer contract	Please explain in detail	This is optional. Further to a successful Tender event a Supplier is nominated for the award of a specific category. It would facilitate the PRC Buyer if an interface exists so that he/she creates easily the new contract based on the Standard Template for the specific category in the Contracts module. In any case, Detailed Business Analysis is under the contractor's obligation.
CON.006	Ability to provide pre-approved clause libraries (GRPR Clauses, Insurance Clauses, Liability Clauses etc.)	Please explain in detail	Versions of Agreement Clauses as drafted and approved by LEGAL should be kept for the PRC Buyer's facilitation when drafting a New Contract. In any case, Detailed Business Analysis is under the contractor's obligation.
CON.015	Provide integration with Supplier Performance Management (Supplier Evaluation) for Contract level Scorecards	Do you mean Supplier Performance Management as external solution?	It would be ideal to connect from the Supplier's Evaluation the exact Performance for the particular contract.
PRC.001	Support the creation of Templates by authorized PRC Power Users in order to standardize the creation of sourcing RfXs: RfIs, RfQs, RfPs, Auctions	Please send us detailed scenario - how this process should look like?	Templates with standard terms will be developed content wise to be utilized for the various request's types: RfI, RfQ, RfP etc. per category i.e. Advisors, Commodities, IT Projects, Construction Projects, Spare Parts, Low Value materials etc. and will be inserted in the platform for the PRC Buyer to select per tender category. The PRC Buyer according to the Tender will utilize the Template as it defaults or make amendments. In any case, Detailed Business Analysis is under the contractor's obligation.
PRC.008	Provide the ability for PRC Power Users and Suppliers to communicate securely during all stages of the Sourcing Activity process	Please explain in detail - what qualifies as "communicate securely".	During the Tender execution the PRC Buyer will communicate via the Platform with the Tenderer at all the stages of the process based on the internal rules and will provide the Invitation to Tender, clarifications etc. The secure communication presupposes that according to the PRC Buyer's responsibilities profiles and the internal rules it will be a communication 'one to one' and an audit track will exist for all activities etc.. In any case, Detailed Business Analysis is under the contractor's obligation.
PRC.126	Ability to onward flow to payment to be automatic once 3 way or 2 way match is successful	Please explain in detail	The aim is to automatically reconcile, without manual intervention saving time for employees and reduce errors for both the 2-way match (comparison/alignment of the Purchase Order details and the supplier's invoice) and the 3-way match (comparison/alignment of the Purchase Order details, the delivery/ Goods receipt and the supplier's invoice). In any case, Detailed Business Analysis is under the contractor's obligation.
PRC.149	Ability to report on type of Savings per category of supply, per department and periods	Please explain what is your understanding of "Savings"	Savings are defined 1) as Cost Reduction vs. Budget (The budget is 100 Euro and the lowest/ preferred bidder is awarded 80 Euro as a result of Tender process; Saving is 20 Euro) 2) Cost Reduction vs. Negotiations (the lowest/ preferred bidder price is 100 Euro and following negotiations the supplier makes a discount of 20 Euro and is awarded 80 Euro; Saving is 20 Euro). The aim is to have Reports per buyer of the Savings and/or per category i.e., Marketing. In any case, Detailed Business Analysis is under the contractor's obligation.
ACC.017	Manage bank Guaranties both ways either from vendor or to vendor/customer - same topic in CON.031	Needs to specify level of detailing in managing bank Guarantees	Detailed Business Analysis is under the contractor's obligation.
BDG.009	Generate Budget for multiple internal service funds with various rate model scenarios for allocation to customer departments, i.e., IT Service costs.	Please explain - does this mean allocation of costs between departments in budgeted expenses?	Ability to create Services (mainly revenue sources) specific budgets. For example Telecom Services for airport tenants. Ability of the solution to support interdepartmental charges will be nice to have but not obligatory. In any case, Detailed Business Analysis is under the contractor's obligation.
BDG.011	Built-in financial intelligence and spreading logic.	Please explain in detail	The solution must provide intelligent automation to assist users. Detailed Business Analysis is under the contractor's obligation.
BDG.021	Tools to support creation and distribution of the budget book. Describe what is available.	Please explain in detail	Self explanatory (creation of budget book per unit/department). Detailed Business Analysis is under the contractor's obligation.
BDG.024	Budget tracking and projections for positions including active and vacant.	Please explain in detail	Self explanatory (positions may be budgeted but currently vacant). Detailed Business Analysis is under the contractor's obligation.
ACP.024	Ability to manage any type of reimbursements.	Define types of reimbursements and detailed scenario	Self explanatory. Detailed Business Analysis is under the contractor's obligation.

ACP.025	Ability to establish a clear hierarchy and process split between AP and Procurement	Please explain in detail	Self explanatory. Detailed Business Analysis is under the contractor's obligation.
ARC.007	Automatically or manually allocate reviews across performance obligations.	Please explain in detail. Is it related to IFRS 15?	NonObligatory. Performance of Account receivables across customers per period. Detailed Business Analysis is under the contractor's obligation.
ARC.012	Non Sufficient Funds (NSF) check	Please explain in details scenario where NSF check will occur.	NFS check may needed at any point, under any scenarioprior to any payment for example payroll, major projects etc . In any case, Detailed Business Analysis is under the contractor's obligation.
<i>ERP RFP.pdf</i>			
10.1 Required Information page 23	Effective and efficient methods to respond to faults and failures within the system	Please specify if this requirement is related to the solution's capabilities or the services provided from the SolutionProvider	Reference is to both the resiliency of the system, to automatic fail over but also to the tenders concept for efficiently respond to system failures.
10.1 Required Information page 23	Training modules with varying levels of instruction	Please specify if this requirement is related to the resources provided in the solution or a specific documentation prepared for SOF Connect	on-site training of users and administrators, comprehensive documengtation, wikis etc