

With reference to the RFP “Financial Enterprise Resource Planning and Management System (ERP) for SOFIA International Airport” we would like you to clarify the following:

1. “The Tenderer must also submit as part of the Technical Proposal a printed copy of the completed file signed by the Tenderer’s representative.” (Page 28)

Please clarify if the printed copy (hard copy) of the Technical Proposal signed file is required, when the proposal can be submitted by e-mail and digitally signed by the Tenderer’s representative.

Ans: Signed Copy of the Functional Requirements Compliance is required. Digitally signed copy of the excel file is accepted.

2. “If the tenderer envisages the use of subcontractors, the tenderers shall indicate this information in the Official Proposal Letter / Annex 3/, and the latter should meet the relevant selection criteria according to the type and share of the contract they will perform.” (Page 25)

Please provide us with the Official Proposal Letter / Annex 3/.

Also, please let us know, whether a subcontractor needs to submit any of the required documents at the RPF phase.

Ans: The proposal letter refers to the bidder’s technical proposal. Each bidder should clearly mention the used subcontractors their expertise, experience and scope in the project. The contractual obligation of subcontractors towards this bid must be documented i.e. in a signed MOU or similar.

3. “At least 3 projects in the last 8 years at airport(s) of same or higher category within brown field airport with complicated migration processes.” (Page 24)

Is this Qualification referring to the selected Software Vendor or the Integrator?

Ans: Either and/or in combination is accepted

Could you please specify the number of the users for the specific roles where it is expected to be more than one - Unit controllers, Legal representatives, Treasury representatives, Evaluation Committee Members, ICT Administrators, Suppliers, Auditors?

Ans: Please refer to page 9 and 10 of the RFP. Kindly note that these roles are indicative, the detailed definition and number of roles will be part of the analysis project phase. @Rostislava pls comment

Do you plan to use an external system for procurement? We know that this question

does contrast with all the requirements that you have for procurement. But at the same time, the requirements for Inventory point to this.

- INV.002 Ability to support procurement sub-systems
- INV.016 Ability to recharge costs to relevant financial codes (Inc. GL, project codes) for stock issued from sub-systems
- INV.017 Ability to support stock requests approval workflow, which is configurable/distinct from external purchasing approval

Ans: The above abilities are depending on the final design based on the internal rules; Please consider them as optional. Indeed, we need an integrated platform. When we refer to procurement subsystems this refers for example to 'Catalogues', a self-service environment which will accommodate general goods i.e., stationary, uniforms etc. for all users to make partial orders

And also questions about page 23 of RFP document:

- Please give us more information regarding existing and future passenger processing systems that you plan to implement in your organization
- **Ans: A complete Airport Management System platform will be implemented including the following modules:**
- **AODB, Resource Management System, Flight information System, Information Broker, Aero nautical billing module**
- Please describe what type of information you want to receive if we deliver the cloud-based system solution and implementation services. Regarding these points:
 - Replacement parts list with prices, location, and availability (total time from order to delivery). Also indicate whether parts are proprietary.
 - Targeted metrics

Ans: These data will be part of the project analysis and your proposed solution design. Kindly provide viable assumptions based on your expertise and experience in similar implementations.