RfP CARGO TENDER STAGE 1
EXHIBIT 6 - Q&A Replies

Consolidated version with all questions received until 11.10.2024

ID	Referring to Tender Document	Page & Section №	Question	Date (Q)	Answer	Date (A)
1	*SOF-Connect-CARGO-RfP-Stage1*	Pg 12-13	Can you share an estimate of the expected refurbishment cost of the WH and office	08.10.2024	Detailed information on the refurbishment plan, incl. BOQ estimations and technical/concept design will be shared with the bidders in the Stage 2 RfP- Assessment and Award. The preliminary cost estimation of the concept design is in the range of 700.000-800.000 EUR.	15.10.2024
2	*SOF-Connect-CARGO-RfP-Stage1*	Pg 14	What expected technology are to be invested?	08.10.2024	Building and Civil Improvement Works should cover the upgrades and modifications of the building according to regulations, as well as any other works that the Cargo Operator may deem necessary to adapt the building to its expected operation.	15.10.2024
3	*SOF-Connect-CARGO-RfP-Stage1*	Pg 15	Will the Operator contribute in the design of the WH to help reduce cost and add expertise/experience	08.10.2024	The Operator is free to upgrade the design according to its needs, considering the minimum required upgrades and minimum value of the investment, which will be shared in Stage 2. As part of Stage 2, Bidders will be required to present their plans for upgrade and investments in the facilities.	15.10.2024
4	*SOF-Connect-CARGO-RfP-Stage1*	Pg 16	Can you share details of what the expected revenue stream are for the cargo Operator	08.10.2024	SOF Connect will be requesting such information from the Bidders in Stage 2, as it is entirely within the future Cargo Warehouse Operator to develop its own business strategy. In general SOF Connect would expect, but not limit the future operator, to generate revenue from airline contracts for cargo warehouse handling, fees from consignees/shippers/forwarders/etc., security fees, etc.	15.10.2024
5	*SOF-Connect-CARGO-RfP-Stage1*	Pg 21	Please share the number of employees expected to take on, plus if excess to the operation what are the options for the Cargo Operator if we can not terminate ? Can we renegotiate their contract terms?	08.10.2024	These details will be included in Stage 2 of ther RfP- Assessment and Award.	15.10.2024
6	*SOF-Connect-CARGO-RfP-Stage1*	Pg 21	Can you confirm if the annual revenue for Sof Connect is EUR 550k per annum ? What is the number of customers you handle? Or is it only the 4 mentioned + adhoc/military ?	08.10.2024	Currently the annual revenue of Cargo warehouse handling operations approximates 550k EUR. Full details about revenue will be included in Stage 2 of the RfP- Assessment and Award, incl. detailed breakdown.	15.10.2024
7	*SOF-Connect-CARGO-RfP-Stage1*	Pg 21	What is Sof Connect Market share (by tons) ? How many handlers operate in Sofia? Who provide Cargo Ramp transport and how do you operate with them today ?	08.10.2024	Regarding Market Share - please refer to point 1.3 from the RfP Stage 1 Prequalification. Full breakdown will be provided as part of the Stage 2 RfP - Assessment and Award. Regarding Ramp Handling of cargo - ramp handling (incl. transport to/from aircraft and to/from cargo warehouse) is provided by the respective ramp ground handling operator of each airline. There are three GH operators at SOF - Swissport Bulgaria, Goldair Handling Bulgaria and SOF Connect.	15.10.2024
8	*SOF-Connect-CARGO-RfP-Stage1*	Pg 21	What is Sof Connect SWOT in the Market? How do you differentiate your services today ?	08.10.2024	Market analysis and details will be included in Stage 2 of ther RfP- Assessment and Award.	15.10.2024
9	*SOF-Connect-CARGO-RfP-Stage1*	4.3. GLOBAL PRESENCE • Network: A global operational network with cargo warehouse facilities in at least 3 (three) countries	A bidder asked whether the requirement for a global operational network with cargo warehouse facilities in at least 3 (three) countries set forth in the RFP is a mandatory one. Furhter, the Bidder asked if, in case a Bidder currently operates warehouses in two countries, and its mother company operates one warehouse in a third country for which the Bidder has a consulting contract, such Bidder will be elegible to participate in the tender by itself?	08.10.2024	Compliance with said requirement for a global operational network set forth in Section C: Instructions to Bidders, item 4.3, first bullet of the RFP is mandatory. As noted in SOF Connect's answer to questions 15-18 below, a Bidder who operates warehouses in two countris may rely on its parent company who operates a warehouse in a third country in order to meet the global presence requirement. In such case, the parent company should enter into the Cargo Services Agreement as a Solidary Debtor.	15.10.2024
10	SOF-Connect-CARGO-RfP-Stage1	Section 4	Can you please clarify if including our credentials in the E2 declaration and signing it is sufficient evidence of these as requested in Section 4 or do you require seprate evidence for each of the requirements in E2?	11.10.2024	Exhibit 2 should be filled in with details allowing SOF Connect to get full understanding of the Bidder's experience. Apart from it, Bidders are advised to present evidence documents in a form, which they find suitable.	15.10.2024
11	SOF-Connect-CARGO-RfP-Stage1	Page 12	It is mentioned that Building 1 has direct connection to the airfield and "currently" falls entirely within the airside area. Will this change in the future?	11.10.2024	SOF Connect has no intention to change the present airside/landside boundary. Bidders will be allowed in stage 2 to propose their operational setup and potential changes can be discussed at this stage.	15.10.2024
12	SOF-Connect-CARGO-RfP-Stage2	Paragraph 4.5.2	Please clarify how is a "major incident" defined and the expected format for the safety audits requirement.	11.10.2024	Major incident is an occurrence associated with and related to the transport and warehousing of air cargo goods, not necessarily occurring on board an aircraft, which seriously jeopardizes an aircraft, its occupants or airline/handling employees. It is an unplanned event that results in human injury, environmental, air cargo goods or equipment damage or interruption to normal operation.	15.10.2024
13	*Exhibit 2 - Table 5*	Page 4 , Section 1.2.3.	Clarification on this request - what do is meant by infrastructure - is the RFP referring to the air cargo facility or equipment or something else? What is intended to be listed? All stations that handle in excess of 20 KMT, retrofit stations that handle in excess of 20 KMT, or new developed stations that handle in excess of 20KMT?	08.10.2024	Please provide general description of the reference facilities and short historical summary, i.e. operating areas in sq.m. (internal and outside areas), tonnages being handled in each of the reference facility, period of operations, etc. The main purpose of these references is to provide sufficient evidences that the potential bidder is involved in global cargo warehouse operations.	15.10.2024
14	*General*	General	XXX is a global organisation which includes the one in the respected region. We will endevaour to provide global level data, however detailed information will concentrate on our European businesses, as this is the region participating in the Sofia RFP. Is this approach acceptable ? [If further info is subsequently required, this can be provided]	08.10.2024	In general, the approach mentioned is acceptable and subject to each bidder's strategy. It should be noted that the provided number of references and their completeness will be considered in the evaluation and ranking of Bidders pursuant to Part C: Instructions to Bidders, section 5 of the RFP, if SOF Connect chooses to apply the procedure set forth therein.	15.10.2024
15	Exhibit 2 DECLARATION FOR PROFFESSIONAL, ECONOMIC AND TECHNICAL CAPACITY	Page 1, preamble	Could you please confirm that if choosing option 3, the legal entity making the Declaration could rely on more than one company being part of the same economic group?	10.10.2024	Each Bidder may relay on more than one company to prove compliance with the requirements on the professional, economical and technical capacity set forth in the RFP, provided that these companies and the Bidder are part of the same group of companies where, for example, 1) a parent company directly or indirectly controls one or more subsidiaries and is obliged to prepare consolidated accounts; or 2) a company has a direct or indirect possession of the power to direct or cause the direction of the management and policies of another company, whether through the ownership of voting securities, by contract or otherwise, and such power will be presumed if any company directly or indirectly owns fifty percent (50 %) or more of the voting capital stock or other ownership interests of any other company.	15.10.2024
16	Exhibit 2 DECLARATION FOR PROFFESSIONAL, ECONOMIC AND TECHNICAL CAPACITY	Page 1, preamble	Could you please confirm if the Declarant can choose more than one option: can the legal entity making the Declaration choose Option 2 and Option 3, and rely according to the relevant section on its parent entity or on a company of the same economic group. Could they rely on both to provide evidence on the same section?	10.10.2024	Bidders may rely both on a parent company and another company of the same economic group to meet one and the same qualification criterion.	15.10.2024

17	Exhibit 2 DECLARATION FOR PROFFESSIONAL, ECONOMIC AND TECHNICAL CAPACITY	Page 1, preamble	Could you please confirm if choosing Option 2, the parent entity shall have to be the direct parent company of the legal entity making the Declaration, or it can be a Parent company ultimately owning the Declarant.	10.10.2024	The parent company on whose capacities the Bidder may rely could be either the direct or the ultimate owner of the Bidder. In the latter case, the parent company should have a direct possession of the power to direct or cause the direction of the management and policies of the Bidder, whether through the ownership of voting securities, by contract or otherwise, and such power will be presumed if the parent company indirectly owns fifty percent (50 %) or more of the voting capital stock or other ownership interests of the Bidder.	15.10.2024
18	Exhibit 2 DECLARATION FOR PROFFESSIONAL, ECONOMIC AND TECHNICAL CAPACITY	Page 2, preamble	Can you please confirm under which form shall the parent entity and/or the entity who is part of the economic group of the legal entity making the Declaration, enter into the Cargo Operations Agreement as solidarity debtor?	10.10.2024	The parent company and/or the company(ies) of the same economic group on whose capacities the Bidder relies so as to meet a qualification criterion shall become a party to the Cargo Operations Agreement and to be bound by the terms and conditions thereof as a solidary debtor, meaning that it will be jointly and severally liable with the Bidder for the performance of all obligations of the Cargo Operator arising from the Cargo Operations Agreement. A draft of the Cargo Operations Agreement where those oblihgations are set forth will be provided to the Bidders in Stage 2: Assessment and Award of the tender	15.10.2024
19	1.6 Roles and responsabilités	Page 18, Roles and responsabilités	SOF Connect X-ray is having all the approval from Bulgarian CAA, respecting all current standards from ECAC/EU and is capable of euro-pallet screening (meaning the size id at least 1400X1800) ?	10.10.2024	SOF Connect X-rays have the respective approvals from CAA. Screening of euro-pallets with dimensions 1400x1800 is possible. Present X-ray equipment is Smiths HiScan 145180-2is.	15.10.2024
20	4.5 Compliance and Quality standards requirements / 4.5.1. ESG, H&S, and Quality Management Systems	Page 27, 4.5.1 ESG	Is ISAGO license from the group and some sister companies, enough to fulfil the quality conditions ? Do we still need the ISO9001 and ISO 14001 ?	10.10.2024	To the extent ISAGO license covers ISO 9001 and ISO 14001 requirements (proof to be provided by the Bidders), such license shall be deemed acceptable. If the license is issued to a company of the same economic group as the Bidder, the Bidder may rely thereon, in which case the respective company should enter into the Cargo Operations Agreement as a Solidary Debtor.	15.10.2024
21	4.5 Compliance and Quality standards requirements . 4.5.1. ESG, H&S, and Quality Management Systems	Page 27, 4.5.1 ESG	Can you accept IATA IEnvA certificate iso ISO14001 ? See letter from SGS, stating that IATA IEnvA is covering ISO14001 requirements	10.10.2024	To the extent IATA IEnvA certificate covers ISO 14001 requirements (proof to be provided by the Bidders), such certificate shall be deemed acceptable.	15.10.2024
22	1.5 Tender Procedure	Page 16	Can the Cargo Operator winner bring modification to the modernization project of the Building 1 (which will be provided by SOF-Connect) ?	10.10.2024	Yes. Building and Civil Improvement Works should cover the upgrades and modifications to the building minimum required upgrades, as well as any other works the Cargo Operator may deem necessary to adapt the building to its expected operation.	15.10.2024
23	"RFP 5- Limiting the number of bidders invited to submit a proposal" and "Exhibit 2"	RFP 5: page 28; Exhibit 2 page 1	Will the assessments of 1. Project References (Indicator PR), 2. Volume Handling (Indicator VH) and 3. Revenue (Indicator R) take into consideration the potential parent entity (Option 2 of Exhibit 2) or the company of the same economic group (Option 3 of Exhibit 3) to allocate the scores? Or will the entity submitting the declaration be the only company considered as being the "n-th Bidder"? Can you please confirm that PRn, VHn and Rn will be calculated with PRN n , VHT n and CR n taking into consideration the company designated in Option 2 or Option 3?	10.10.2024	Please note that the procedure set forth in Part C: Instructions to Bidders, section 5 of the RFP shall be applied only if there are more than three (3) Bidders who meet the eligibility and qualification criteria and SOF Connect, in its sole discretion, decides to limit the number of Bidders invited to submit a Proposal. That said, the Project References, the Volume Handling and the Revenue of the parent company and/or the company(ies) of the same economic group will be taken into account for the purpose of the assessment of the respective indicators, provided that the requirements of the RFP and of Exhibit 2 thereto in particular are complied with.	15.10.2024
24	RFP 5- Limiting the number of bidders invited to submit a proposal" and "Exhibit 2"	RFP 5: page 28; Exhibit 2 page 1	Can we use several companies as reference to support the indicators PR, VH and R or does it have to be the same company (either parent company or company of the same economic group)?	10.10.2024	The Bidder may use more than one company for each indicator (PR, VH and R), but in all cases these companies should be a parent company of the Bidder and/or company(ies) of the same economic group as the Bidder, and should enter into the Cargo Operations Agreement as Solidary Debtor.	15.10.2024
25	RFP 5- Limiting the number of bidders invited to submit a proposal" and "Exhibit 2"	RFP 5: page 28; Exhibit 2 page 1	Can we use different companies as reference to support the indicators PR, VH and R or does it have to be the same company (either parent company or company of the same economic group) for the 3 indicators.	10.10.2024	The Bidder may use different companies for each indicator (PR, VH and R), but in all cases these companies should be a parent company of the Bidder and/or company(ies) of the same economic group as the Bidder, and should enter into the Cargo Operations Agreement as Solidary Debtor.	15.10.2024
26	Exhibit 2"	Exhibit 2 page 1	Can you please clarify in case option 2 or 3 are chosen, if the entity making the Declaration should submit data about itself and its parent company or a company of the same economic group or submit data solely about its parent company or a company of the same economic group?	10.10.2024	In case the Bidder relies on the capacities of a parent company and/or company(ies) of the same economic group, the Bidder should provide the data required by the RFP and Exhibit 2 thereto both for itself and for the respective company(ies).	15.10.2024