

## i- CALL FOR TENDERS

**Call for Tenders No. :**      **ECTL\_SRC\_240107**

**Title:**

**Local project manager in support of the establishment of a Company (CyANS) under private companies law of Cyprus for delivering ANS services in Republic of Cyprus**

**General:**

Under the Network Manager Implementing Rule (2019/123) the Network Management Directorate of the EUROCONTROL Agency supports the delivery of the ATM Network Functions. In its objective to optimise network efficiency whilst meeting customer needs, the Network Manager Directorate supports Air Navigation Service Providers to improve their performance for the benefit of the Air Navigation Network.

**Technical subject matter:**

The Cypriot authorities have requested the support from EUROCONTROL / NM in setting up their ANSP as a state owned private company. NM has developed a plan for establishment of a Company (CyANS) under private companies law of Cyprus for delivering ANS services in Republic of Cyprus. Following acceptance by the Minister of Transport, Communications and Works of Cyprus of the recommendations, the Minister requested the continued support of EUROCONTROL / NM for the set-up and start-up of operations of this Company. The Cypriot parliament has adopted the specific law for the provisions of ANS and we are moving now into an implementation phase. In support of this task, EUROCONTROL / NM wishes to recruit a Local Entity having a multi-disciplinary team to serve as Local Project Manager, to assist NM with this task

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### SUPPORTING EUROPEAN AVIATION

**Member States:** Albania, Armenia, Austria, Belgium, Bosnia and Herzegovina, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Georgia, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Monaco, Montenegro, Netherlands, North Macedonia, Norway, Poland, Portugal, Republic of Moldova, Romania, Serbia, Slovakia, Slovenia, Spain, Sweden, Switzerland, Türkiye, Ukraine, United Kingdom.

**Comprehensive Agreement States:** Israel, Morocco.

### Main selection and assessment criteria

<b>TECHNICAL CAPACITY CRITERIA</b>
The company is incorporated in Cyprus
<b>TECHNICAL ASSESSMENT CRITERIA</b>
The proposed lead Project manager holds a PMI practitioner certificate (e.g. PRINCE2 practitioner) or equivalent recognised certification in project management.
The proposed lead Project manager holds a Master or professional degree in one of the following fields: Business Administration, Law, Economics, Accounting, Finance, Aeronautics
The tenderer understands the labour issues in the project, and has experience in negotiations including labour issues, demonstrated in at least 3 different projects in Cyprus.
Describe the methodology proposed to perform Deliverable 3
The Tenderer has knowledge of air traffic management matters, demonstrated in at least 2 different projects in Cyprus.
The Tenderer has experience in governmental, privatisation/corporatisation projects, demonstrated in 4 different projects in Cyprus.
Describe the methodology proposed to perform Deliverable 7
The Tenderer has experience in recruiting senior corporate managers in Cyprus public sector, demonstrated in at least 2 different projects in Cyprus.
Describe the methodology proposed to perform Deliverable 5
The Tenderer has experience in coordination of actuarial studies in Cyprus, demonstrated in at least 2 different projects in Cyprus.
Describe the methodology proposed to perform Deliverable 4
The Tenderer has experience in design of ATC rosters and knowledge of usage of ATC roster tools, demonstrated in at least 3 previous projects.
Describe the methodology proposed to perform Deliverable 6
The Tenderer has experience in corporate branding, demonstrated in at least 1 other project in Cyprus than CyANS.
The Tenderer has the ability to write comprehensive reports, demonstrated in at least 5 different projects (with formal deliverables) in the public sector.
The Tenderer has knowledge of drafting and amending legislation in Cyprus, demonstrated in at least 3 projects in Cyprus.
The Tenderer has understanding the process of certification of an ANSP, demonstrated in at least 1 project.
Describe the methodology proposed to perform Deliverable 9
At least 2 of the team members are proficient User of both of the following languages: Greek: native English: B2 level
The proposed lead Project Manager has a minimum of 7 years of project management experience in ANSP projects
Overall proposal to demonstrate how to meet the Technical specifications

The economically most advantageous offer will be established in accordance with the following:

**Award criteria:** For the Technical tender, a weighting of 70% is applied, for the Financial tender, a weighting of 30%.

**Tender closing date:** 21 November 2024 at 15:00 CET

**Point of Contact:** Please see the “Important Notice” below and if you have any other related questions, please contact:

DIMITROVA, Stanila

DCF/AFS/PROC

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**If this Call for Tenders should interest you, please read the important information below:**

#### **IMPORTANT NOTICE**

The full i-Call for Tenders documentation is in electronic format (.pdf).

If you wish to obtain the i-Call for Tenders documentation please read and follow carefully the instructions below:

1. If you are already registered in the EUROCONTROL Supplier Portal, you can search for this Call for Tenders, and its relevant documentation, in the “*View Active Negotiations*” section of the Supplier Portal.
2. If you are not yet registered as a EUROCONTROL supplier, please follow the process described on the following link: <https://www.eurocontrol.int/portal/new-supplier-portal>.
3. EUROCONTROL accepts no responsibility whatsoever for the completeness, accuracy and/or timeliness of the transmission of the electronic documents (nor for the electronic documents themselves).
4. Submission of tenders shall be made electronically and shall be exclusively made in strict accordance with the instructions given in the tendering documentation.
5. You may:
  - a) print out the documents;
  - b) forward the documents further on a strictly need to know basis (always fully acknowledging the source, i.e. EUROCONTROL), and
  - c) use print-outs of the electronic i-Call for Tenders documents for the submission of tenders (especially the Price Offer Form ref: I-TSF-E).
6. You may not:
  - a) modify, edit and/or change the electronic documents other than to submit the required info and to sign/stamp where required;
  - b) transmit such documents to any third person who has no need to know them;
  - c) post such documents on any private or public website;
  - d) alter the originating source (EUROCONTROL) and or copyright signs etc., and
  - e) transmit the documents without indication of the source.

An environmental notice:

With a view to reduce the exponential growth of paper consumption, we would invite you only to print out electronic documents received and/or request paper copies of the price enquiry documentation if you are actually considering to submit a tender.