

Procurement Services



Procurement of a new ATM/CNS system is often an activity your organisation performs only once every ten to fifteen years. For this reason, the organisation seldom has resources skilled in this process. In addition, the procurement of larger systems will require considerable resources not available in the organisation and a multi-discipline team with legal, regulatory, operational and technical insight.

Integra Consult has experience from procurement of many different types of systems all around the world. We also have most of the documentation required for the procurement of the system developed in line with best international practices.

With more than 30 years in the aviation business and our multi-discipline team of engineers, controllers, legal and regulatory staff, Integra Consult has the necessary capabilities and experience to provide procurement services to our customers.

OUR CUSTOMERS' CHALLENGES

When ANSPs or airports need to procure e.g. a new ATM system, they are often uncertain whether they are capable of managing all stages of the project, from specifying the needs to implementing the system. Questions could be:

- How should the competitive bidding process be arranged?
- Is it the right specifications, and do we get what we want and need?
- Do we have the right resources to perform the project?
- Can we trust the performance of the contractor?
- Do we have control of our internal activities such as training, safety and transition?

WE OFFER THE FOLLOWING SOLUTIONS

Integra Consult provides support during all stages of the procurement process. The exact content of the services will depend on a discussion with the customer. The services can be provided from Integra's facilities or delivered on-site, i.e. Integra will be integrated into the project organisation of the customer. Typical procurement services are:

- Development of ATM/CNS master plans.
- Initiation of the project, market surveys, etc.
- Assisting in establishing the necessary project management framework at the customer, including training of staff in procurement procedures, etc.
- Specification and support in the procurement process, covering contracts, tender specifications, tender evaluation guidelines, contract negotiation, etc.
- Project, contract, quality and risk management.
- Supervision of the implementation of the contract, technical reviews, installation, test and validation, etc.
- Support for the commissioning of the system, preparing operational and technical procedures.
- All safety activities.

HOW WE HELP OUR CUSTOMERS

Integra Consult is committed to long-term relationships with our customers. The close relationship ensures that our company has complete understanding of the issues facing the customer, thus enabling Integra to provide services that adapt to the local environment.

- We assign a dedicated team of experts, supported by a wider pool of experts
- We apply a result-orientated methodology and we are process-orientated
- We adapt to unexpected changes during all stages of the project
- We work closely with the customer from kick-off meeting to delivery
- All our contracts are based on fixed time and price

REFERENCES

International Bank (EBRD, World Bank, etc.)

- Managing the Project Implementation Units responsible for the procurement following bank rules (Azerbaijan, Tajikistan, etc.). Covered the full range of procurement services
- Post-Ex validation of bank financed investment projects to verify fulfilment of e.g. loan conditions (Croatia, FYROM, etc.)

Airports and ANSPs

- For regional and major airports (Vagar, Greenland, Copenhagen, Dubai, Al-Maktoum, etc.): Procurement of technical equipment under direct procurement or international competition, covering systems like A-SMGCS, Surveillance systems (SMR, MLAT, etc.), NAVAIDS, Lighting Systems, Technical Control and Monitoring, Communication Networks, etc.
- For regional and major airports: Procurement of ATS and CNS services for provision of Air Traffic Service or maintaining and operating airport technical equipment
- For ANSPs (Brunei, Cameroon, UAE, etc.): Procurement of technical equipment under direct procurement or international competition, covering systems like Area Control, Approach and Tower Control Systems, Remote TWRs, etc.

Suppliers

- Assisting suppliers of equipment and services in tendering and implementing contracts for Airports and ANSPs

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