

Tendering procedure: „**The Delivery of The Ground Power Units**“

Prague Airport, a.s. with its registered office in Prague 6, K letiště 1019/6, postal code 161 00, company identification number: 248 44 532 (hereinafter referred to as the "Contracting Authority"), informs you of the following explanation of tendering conditions relating to the above-mentioned Tendering procedure.

**Question No. 1:**

Cost of life cycle: How many hours of operation should be considered for each year of operation of the GPU? This is important to define cost of filters and oil exchange.

**Our response No. 1:**

*The cost of life style: We will calculate 891 Mh, which is average moto hours of our GPU.*

**Question No. 2:**

Certification of the GPU:

Certification of GPU by Civil Airport Authority for type of the equipment according the Czech law Act No. 49/1997 Coll., dated 6 March 1997 on civil aviation and amending Act No. 455/1991 Coll., on trade licensing (Trade Licensing Act), as amended by later regulations and Consolidated Version of No. 108/1997 Coll. Decree of the Ministry of Transport and Communications dated 23 April 1997 implementing Act No. 49/1997 Coll., on civil aviation and amendments and additions to Act No. 455/1991 Coll., on engaging in a trade (Trade Licensing Act) as amended by later regulations

At this stage, our company does not have certification Czech Civil Airport Authority yet. It was supposed to be done at the beginning of 2020 but has been postponed due to COVID-19.

**Our response No 2:**

*It is not a mandatory request. If you do not have a certification issued by the Civil Airport Authority, which means a local company that would provide regular yearly inspections of GPU, it is possible to perform this certification subsequently, ie. train and certify our contractual partner, Airport Prague (maintenance shop), which is certified In this context, we require your cooperation and full participation. A company that owns this certification issued by Civil Airport Authority will receive more points in the bid evaluation.*

**Question No. 3:**

1/ For the option one (100kVA), would you please kindly confirm 2 AC outputs are also requested (2nd AC output being generally necessary for rated power starting from 120 to 140kVA, not for 90 to 100kVA GPU)

2/ considering that this tendering procedure is for a 3 years contract, it is important to note that there will be some changes in the engine emissions starting from 1st January 2022, stage 3A prebuy won't be authorized anymore, and stage 5 will be mandatory.

Therefore two configurations shall be quoted for each option (100 and 140kVA). Shall we produce two different Annex F - price bid (one for Stage 3A prebuy, and one for Stage 5)?

**Our response No 3:**

*Add 1/ 1 / We require two AC 200V outputs for the 100 kVA variant with a nominal voltage of 90 kVA and additional one DC 28V output.*

*Add 2/ see Question No. 5 and 6, we require 1 price for 100 kVA and 140 kVA (not 2 prices 100 kVA and 140 kVA)*

**Question No. 4:**

Would you please kindly clarify your expectation regarding the "cost for training of new employees"?

Generally, an operation and maintenance training session is conducted during pre shipment inspection at factory and / or final commissioning at customer's facilities. This training has no limit in terms of number of employees to be trained, and generally there is no other training sessions conducted by us for the years after, unless specifically requested by the customer. We have some TTT (Train The Trainer) program so that customer can be autonomous in training the staff when necessary.

However we don't know how many employees shall be trained at the beginning, and over the 8 years period.

**Our response No. 4:**

*Pre shipment PDI test will be performed in accordance with the framework purchase agreement with the Seller for a maximum of 2 employees of the Buyer before each delivery, when it is confirmed that the GPU is manufactured in accordance with the technical specification of the GPU and inspection test of all functions will be performed. Training for operation and maintenance will be performed in Prague for approx. 20 employees of the Buyer and will be performed only on the first delivery of the GPU.*

*Regarding the question about the training calculations of all employees in the operation during the 8 years of operation of this GPU: this is used for our internal calculations, where another type of GPU means for us longer training time and higher training costs for all employees with average calculation within fluctuations of our employees.*

**Question No. 5:**

Please tell us what emission class is needed.

**Our response No. 5:**

*Emission class of GPU should be stage 3A till end of the year 2021 and stage 5 from January, 1<sup>st</sup>, 2022 according the EU norms.*

**Question No. 6:**

In the document "7, Annex F\_Price Bid" we fill out the price for the 100KVA option. Where should we tell you the price for the 140KVA solution.

**Our response No. 6:**

*Kindly fill two "7, Annex F Price bid" document one for 100 kVA GPU and second for 140 kVA GPU.*

**Due to the nature of the explanation of the tender conditions, the Contracting Authority prolongs the deadline for bid submission until 7th October 2020, 11:59 p.m.**

My best regards,

Dagmar Kellerová  
Letiště Praha, a.s.