



**Polish Air Navigation Services Agency**

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**REQUEST FOR INFORMATION**

**ROM PRICE ENQUIRY**

**Analysis and advisory services regarding environmental  
aspects of ATM/ANS performance.**

for

Polish Air Navigation Services Agency

Warsaw, 18<sup>th</sup> February 2020



## I. General information

1. Enquirer: Polish Air Navigation Services Agency (PANSa)  
Wieżowa Street 8, 02-147 Warsaw  
Phone no: +48 22 574 57 04
2. Person in charge: Małgorzata Józwiak-Mijał, Chief Specialist, Analysis and Performance Monitoring Team, email: [monitoringPSD@pansa.pl](mailto:monitoringPSD@pansa.pl)
3. Aim of the enquiry: The need to plan funding due to the announcement of public contract known as:  
„Analysis and advisory services regarding environmental aspects of ATM/ANS performance.”
4. Reply date: **no later than: 26<sup>th</sup> February, 2020.**

The answer to the query is prepared for the sole expense of the answering party.

**The following query is not a public tender procedure announcement, according to the Civil Code or the Public Procurement Law. The answer to the following question shall not constitute an offer within the meaning of the article 66 of the Civil Code.**

Copying and distribution of this document, in whole or in part, in any form, is prohibited without the prior written consent of PANSa.

The information contained below may be used only for their intended purpose, i.e. to prepare a response to the Request for information about the price.

Any questions concerning the present inquiry should be directed by email to the email address: [monitoringPSD@pansa.pl](mailto:monitoringPSD@pansa.pl)

PANSa reserves the right not to respond to questions that go beyond the scope of this query.

## I. The subject of the query

Initial / estimated cost of each phase of advisory services / analysis concerning environmental aspects of ATM/ANS performance.

### 1. Period of service:

- from the day of signing the agreement (no later than April 2020) until 30<sup>th</sup> November, 2020.
- 1<sup>st</sup> phase – max. 8 weeks from the day of signing the agreement,
- 2<sup>nd</sup> phase – max. 4 weeks after the day ending phase 1.
- 3<sup>rd</sup> phase – max. 4 weeks after the day ending phase 2.

### 2. Scope of tasks:

Advisory services / analysis concerning environmental aspects of ATM/ANS performance and ANSP impact for flight efficiency:

- 1<sup>st</sup> phase:

Expected product/output: Report from flight efficiency indicator (KEA) analysis (including model used) with recommendations.

The analysis shall cover external and internal factors impacting KEA (*Key performance Environment indicator based on Actual trajectory* according to *Annex I of Regulation (EU) 2019/317 of 11 February 2019 laying down a performance and charging scheme in the single European sky and repealing Implementing Regulations (EU) No 390/2013 and (EU) No 391/2013 and Annex I of Commission Implementing Regulation (EU) No 390/2013 of 3 May 2013 laying down a performance scheme for air navigation services and network functions*) for Poland based on historical data (2014-2019) including recommendations how to optimise/minimise KEA according to factors under control of PANSA.

The report shall include:

- a) List of external (beyond control of ANSP - PANSA, independent) and internal (under control of ANSP - PANSA, dependent) factors:
  - a. external – examples include weather phenomena (e.g. avoidance of areas of severe weather phenomena, routes optimisation due to wind direction), geopolitical situation (e.g. avoidance of certain parts of airspace), avoidance of congested area (including/considering Network Manager measures in 2018 and 2019), restricted area, decisions of airspace users (including those to use cost-optimised routes) and others.
  - b. Internal – e.g. continuous monitoring of air traffic, provision of required capacity to avoid negative impact of capacity constraints on flight efficiency, constant optimisation of route structures, dynamic airspace (sectors) management,

- continuous active (internal) cooperation with the Military to optimise use of airspace, implementation of FRA (POLFRA).
- b) Analysis how the indicator was impacted by identified external /internal factors with quantification of the impact of each of the factors for each year of RP2. Exemplification of deviation from the shortest flight route (great circle) is expected - at least 3 cases for each factor, with methodology and algorithm of horizontal flight efficiency (HFE) calculation both: for the whole route/flight and for part of route flown in FIR Warszawa.
  - c) Hypothetical level of KEA for Poland during RP2 without impact of external factors.
  - d) Internal factors benchmarking analysis for European ANSPs (agreed list of minimum 8 ANSP, at least 2 operating in similar traffic and operational environment as PANSAs, 2 from the European Network "Core Area", 2 from Central and Eastern Europe). List of the ANSPs should be agreed with PANSAs prior to analysis.
  - e) Recommendations how to handle/manage internal factors (under control of ANSP - PANSAs) in order to minimise KEA / optimise flight efficiency. Indication if PANSAs or the Polish National Supervisory Authority can influence any of the external factors – if yes, which of these and how.

Analysis should be based on external data sources (not data provided by PANSAs). List of the sources should be agreed with PANSAs prior to analysis.

- 2<sup>nd</sup> phase:

Expected product/output: Template of report / set of reports for managerial purposes concerning internal factors impacting KEA with manual.

Analysis of available data and data sources/applications/systems (including PANSAs's own) in purpose of preparing regular, customized report of internal factors impacting KEA identified for PANSAs.

- 3<sup>rd</sup> phase:

Expected product/output: Template of report / set of reports concerning additional environmental indicators measuring PANSAs environmental performance with manual and tool used for the indicators' calculation and reporting.

Preparation of report template from PANSAs activities minimizing negative impact on additional environmental indicators (CO<sub>2</sub> emission, noise etc.).

Identification of list of possible internal environmental (optional) indicators (e.g. CDO, DCT in TMA, DCT in APP).

The Contractor will analyse the systems and applications used by PANSAs and prepare templates for recurring (monthly or quarterly) internal reporting for managerial purposes allowing implementation of internal environmental indicators for PANSAs (showing the impact of ANSP on dependent and independent factors).

The Contractor will propose:

- a) the range of indicators/information to be included in the report(s),

- b) source of data included in the report(s),
- c) the template of the report(s) (in the case of different periods of availability of data/reporting – monthly, quarterly or annually – it is allowed to fill in a limited range of report at a higher frequency),
- d) frequency of preparation of report(s).

The proposed template will take into account: the availability of data from PANSA systems /applications and the analytical capabilities of PANSA. It will be developed in close cooperation with PANSA representatives.

The Contractor will present a tool for calculating the indicators listed in the report (containing algorithms and data sources used).

For all three phases the Contractor will deliver the outcome/product (report, template report with manual) in written, signed version – one copy – and in electronic, editable version (Excel, Word format).

### 3. Conditions of service provision:

The advisory services will be performed in PANSA premises. It is allowed to partly use teleconference for the service provision process.

The analysis and reports can be prepared outside PANSA premises, on the condition that presentation of the report and templates for managerial reports will take place at PANSA premises.

Travel costs to be covered by the Contractor under the contract price.

### 4. Language of report and templates:

- a) English

### 5. Required experience:

The works shall be done/carried out by experienced staff with knowledge of air navigation services performance scheme, including good understanding of performance in the area of environment.

- a) The Contractor shall provide a statement on the qualifications of the persons who will be designated to perform the service.
- b) The Contractor shall provide a list of services of the same/similar nature performed over the last 3 years or still performed, stating the entities for which the services were provided and the inclusion of evidence determining whether those services have been provided or are performed properly.
- c) The Contractor shall designate/appoint a representative for supervision and performance of the agreement.



## **II. Response**

The response to this RFI shall provide the net price of each phase of service in PLN.

In accordance to the table in Attachment no. 1



Attachment no. 1

**Information regarding prices**

<b>No.</b>	<b>Description of the subject valuation</b>	<b>Net price (PLN)</b>	<b>Comments</b>
<b>1.</b>	1 <sup>st</sup> phase		
<b>2.</b>	2 <sup>nd</sup> phase		
<b>3.</b>	3 <sup>rd</sup> phase		
<b>4.</b>	<b>Total service value:</b>		