 Croatian Civil Aviation Agency	Selection of the second Ground Handling Service Provider Public tender for ground handling service for categories 3 and 5 Aerodrome Zagreb/Franjo Tuđman (LDZA)
Public Tender	

ANNEX XIa.

EXPECTED DEMAND

(Minimum number of equipment / MNE)

(Minimum number of staff / MNS)

[referred to paragraph 4 of Article 3.5.3]

Tenderers will have to indicate what equipment and personnel they will have available to support a certain set of movements in a typical week of summer 2023., in accordance with the expected demand, which must be specified in the Operational Plan for the typical week of summer 2023.

Quantitative data on equipment and personnel / staff must always be sufficient to cover operational needs.

The estimated dwell times of each resource should be based on the best industry practices, the configuration and specifics of Aerodrome Zagreb/Franjo Tuđman and the recommendations contained in the IATA standards and recommended practices, in particular the specifications of the equipment and its use and what is considered technically necessary to carry out the activities during the rotation, arrival and/or departure.

1. EXPECTED DEMAND - Conditions for its calculation

For the purposes of demand indications, there are two types of "expected demand":

- Expected demand for a typical week of summer 2023.
- Expected demand per year of activity on Aerodrome Zagreb/Franjo Tuđman

When calculating the expected demand for a typical week, the tenderer must follow the following criteria:


- a) typical weeks of 2023. summer season are defined in Annex VIII of this Tender;
- b) Values must be determined for Aerodrome Zagreb/Franjo Tuđman

When calculating the expected demand per year of activity, the tenderer must follow the following criteria:

- a) Values must be determined per calendar year of activity at Aerodrome Zagreb/Franjo Tuđman;
- b) The number of movements to be served per year of activity cannot be less than 15.000 movements.

2. Tables of minimum number of equipment (MNE) and minimum number of staff (MNS)

The tables should be filled with the indicated number of equipment and personnel/staff at Aerodrome Zagreb/ Franjo Tuđman, for a typical week of the 2023. summer season and for each of the (7) years of activity, in accordance with the expected demand.

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Templates are available in excel file – Annex XIa – Table 1 to Table 4

Table 1. List of equipment to meet the expected demand in the typical week of summer 2023.

List of Equipment	Category of service	Minimum number of equipment (MNE)
		Summer 2023 (typical week)
		Expected demand
Baggage tractor	3	
Baggage cart	3	
Belt loader	5	
Pushback tractor	5	
Towbar	5	
Towbarless tractor	5	
Stairs	5	
Ground Power Unit (GPU)	5	
Air Start Unit (ASU)	5	
Passenger bus	5	
Total:		

Table 2. List of personnel/staff to meet expected demand in a typical week of summer 2023.

List of personnel	Category of service	Number of personnel (MNS)
		Summer 2023 (typical week)
		Expected demand
Baggage handling employees	3	
Ramp handling employees	5	
Total:		

Table 3. List of equipment to meet expected demand for every year of operation

List of Equipment	Category of service	Number of equipment (MNE)						
		1. year	2. year	3. year	4. year	5. year	6. year	7. year
		Expected demand						
Baggage tractor	3							
Baggage cart	3							
Belt loader	5							
Pushback tractor	5							
Towbar	5							
Towbarless tractor	5							
Stairs	5							
Ground Power Unit (GPU)	5							
Air Start Unit (ASU)	5							
Passenger bus	5							
Total:								

Table 4. List of personnel/staff to meet expected demand for every year of operation

List of personnel	Category of service	Number of personnel (MNS)						
		1. year	2. year	3. year	4. year	5. year	6. year	7. year
		Expected demand						
Baggage handling employees	3							
Ramp handling employees	5							
Total:								