

**Bid template**

*This document shall be used to submit a bid for scheduled air services between Oradea (OMR) and Warsaw (WAW) airports. The terms used in the present bid template correspond to the terms used in the Invitation to Tender, unless specified otherwise.*

The Undersigned, ..... *(the name of the Bidder will be inserted)* (hereinafter referred to as the "**Bidder**"), a legal person of ..... nationality, with registered office in ..... *(the full address of the Bidder's headquarters will be inserted)*, registered at ..... *(the registration authority will be inserted)* from ..... under No. .... , sole identification code ..... , dully represented by Mr./Ms. .... , in the capacity of ..... *(the position of the representative will be inserted)*, with full powers of representation,

as a bidder within the Tender Procedure for the selection of an Air Operator to provide scheduled air services between Oradea (IATA code: OMR) and Warsaw (IATA code: WAW) airports, according to the Invitation to Tender (the "**Tender Procedure**") organised by the **Bihor County Council**, with its registered office in the Municipality of Oradea, 5 Parcul Traian Street, Bihor County, Romania (the "**Bihor County Council**" or "**Buyer**"),

I hereby declare on my own responsibility, while knowing the sanctions provided for by the Romanian legislation regarding false statements, the following:

- that I participate and submit the offer within the Tender Procedure in my own name;
- that the ultimate shareholder(s) of the Undersigned (or other entities directly or indirectly owned by such) do not participate in the Tender Procedure with other financial vehicles/legal entities;
- that the information provided is complete and accurate in each and every detail and I understand that the Buyer has the right to request, for the purpose of verifying and confirming the statements, any additional information or documents related to the aspects verified;
- that I will immediately inform the Buyer if there will be any changes in this statement at any time during the Tender Procedure.

**1. Information about the Bidder**

<b>Identification details</b>	
<b>Name of Bidder</b>	
<b>Address</b> <i>(the full address of the registered office)</i>	
<b>Tel.</b>	
<b>Fax</b>	
<b>Email</b>	

<b>Contact person(s) (name, surname, position), his/her email and tel.</b>	
<b>Bank details (name of the bank, account No., IBAN, SWIFT codes)</b>	

## 2. Purpose of the bid

This bid is submitted with a view to participating in the tender procedure for the selection of an Air Operator to provide scheduled air services between Oradea (IATA code: OMR) and Warsaw (IATA code: WAW) airports, according to the Invitation to Tender. By submitting this bid, we hereby accept and undertake to comply with the requirements set out in the Invitation to Tender and its Appendices.

## 3. Information about the Subcontractor and services to be subcontracted (if applicable)

We intend to use the following Subcontractor for operating the service:

<b>Identification details</b>	
<b>Name of Subcontractor</b>	
<b>Address</b> <i>(the full address of the registered office)</i>	
<b>Tel.</b>	
<b>Fax</b>	
<b>Email</b>	
<b>Contact person(s) (name, surname, position), his/her email and tel.</b>	
<b>Bank details (name of the bank, account No., IBAN, SWIFT codes)</b>	

*If the bidder decides to use a subcontractor, such subcontractor must also meet the requirements stated in Section 5 of the Invitation to Tender. To this end, all supporting documents required for the bidder shall also be provided for the subcontractor. The bidder must ensure that the subcontractor has the necessary technical capability to perform the part of the Agreement for which it is subcontracted, in accordance with the requirements of the Invitation to Tender. The bidder is responsible for the subcontractor's actions as for its own.*

*If the bidder decides to use a subcontractor, the bid must state below which share of the services is to be subcontracted:*

**Services to be subcontracted:** *To be inserted, if applicable*

#### 4. Route and schedule

The proposed flight schedule with the observance of Section 2 of the Invitation to Tender is as follows:

Airport 1	Airport 2	Frequencies	Departure time	Arrival time
Oradea (OMR)	Warsaw (WAW)	Monday, Thursday, Friday, Sunday		

*The bidder shall include the proposed number of flights as well as the monthly breakdown using the template provided in Appendix 3 – Net Cost Calculation Model to the Invitation to Tender.*

#### 5. Tickets and reservation system

*The bidder must provide details on the ticket pricing strategies including discounts, catering options and luggage costs, flight reservation system in this section.*

*The bidder must provide details on access to an international reservation and ticketing system valid in Romania, as well as an interline agreement with through-pricing and luggage-handling arrangements with at least five airlines (at the time of the bid or, latest, at the start of operations). Additionally, tickets must be available on a GDS platform and own online website.*

#### 6. Technical capacity

We will assign the following aircraft type(s) to provide the scheduled air services (also substitute aircraft types):

Aircraft types	Number of seats	Aircraft technical details

The aircraft used in the operation shall have at least 75 seats for passengers.

#### 7. Compensation

The compensation required amounts to EUR [...] and is broken down over the 4-year period as follows:

Year	2024	2025	2026	2027	2028	Total
Amount of compensation excl. VAT, EUR						

The calculation of the compensation shall be provided as per template included in Appendix 3 – Net Cost Calculation Model to the Invitation to Tender. The value added tax (VAT) levied upon the intended services must be excluded.

The introduction of additional frequencies in the Schedule shall be done on bidder's commercial risk, without any entitlement to Compensation.

## **8. Fuel price**

To support the estimation of fuel consumption, the following data must be provided: fuel price/tonne (USD) and the USD/EUR exchange rate.

The Compensation is calculated on the basis of the following jet fuel price per ton in USD [...], the exchange rate for conversion into EUR is [...].

## **9. Experience**

The bidder must include in this section credentials for other PSO routes previously operated.

<b>Origin Airport</b>	<b>Destination Airport</b>	<b>Period of operation</b>	<b>PSO min. requirements (e.g. frequencies, seats)</b>

## **10. Dedicated personnel**

The operation of the scheduled air services shall be ensured with dedicated personnel.

The bidder must include in this section a presentation of the human resources to be engaged in the provision of the scheduled air services, including references to administrative personnel, flight crew and maintenance personnel.

## **11. Operational aspects**

The bid must include in this section a description of operational aspects in relation to the provision of the scheduled air services, including references on how the Bidder plans to deal with operational aspects at each airport for the Route, how substitute aircraft can be ensured, availability of ground handling services, technical maintenance, access to services in terms of de-icing, towing and servicing.

## **12. Confidentiality**

The information provided in the present bid and the documents attached thereto are considered public. If the bidder finds that the bid includes confidential information such as business or trade secrets, the bidder must clearly mark such information as "confidential". The fact of submission of a bid or the amount of compensation cannot be deemed confidential.

The following information included in this bid or its appendices should be treated as confidential: [...].

### 13. Validity of the bid

*According to the Invitation to Tender, bids must be unconditional, binding and valid for at least 120 days after the submission deadline.*

The bid is valid until [...].

### 14. Appendices

The following Appendices accompany the bid:

- 1) Compensation calculation as per **Appendix 3 – Net Cost Calculation Model**;
- 2) A copy of a valid air operating licence in accordance with the Air Services Regulation (also for the subcontractor, if the case);
- 3) A copy of a valid air operator certificate in accordance with the Air Services Regulation (also for the subcontractor, if the case);
- 4) A copy of a valid tax certificate;
- 5) A copy of a valid insurance;
- 6) A copy of financial statements for the previous financial year;
- 7) Signed affidavit as per template in **Appendix 5 – Affidavit template**;
- 8) Signed GDPR information notice as per template in **Appendix 6 – GDPR template**;
- 9) Signed power of attorney as per template in **Appendix 7 – PoA template**;
- 10) Any other proofing documents deemed necessary by the bidder.

Date: .....

Name of the Bidder,

the name and surname of the representative and its position,

signature,

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