



Republic of the Philippines  
**DEPARTMENT OF TRANSPORTATION**

**PRE-QUALIFICATIONS, BIDS AND AWARDS COMMITTEE**

Project : **LANGUINDINGAN INTERNATIONAL AIRPORT PUBLIC-PRIVATE PARTNERSHIP (PPP) PROJECT**

Bid Bulletin No.: **2024-02**

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**TO ALL CHALLENGERS:**

For reference, attached to this Bid Bulletin is Annex TP-2: Challenger's Technical Proposal under the Instructions to Challengers (ITC).

*Issued this 30<sup>th</sup> day of May 2024.*

ORIGINAL SIGNED  
**TIMOTHY JOHN R. BATAN**  
*Chairperson*  
*Pre-Qualifications, Bids and Awards Committee*

# Annex TP-2: Challenger’s Technical Proposal

The Technical Proposal should include the following:

<p>Annex TP-2A: Risk Analysis</p>	<p>Bidder’s detailed assessment of risks with respect to CAAP/DOTr and the Project.</p> <p>The Bidder’s detailed assessment must include the Bidder’s proposed action plans to mitigate the impacts on the Project should Weaknesses and Key Threats occur, as well as Strengths and Opportunities. (Not to exceed three A4 pages)</p>
<p>Annex TP-2B: Traffic Forecast</p>	<p>Bidder’s forecast of passenger traffic for the Project for 30 years.</p> <p>The Bidder’s forecast shall, as a minimum, provide a split of the forecast information into: international traffic, domestic traffic, dedicated cargo traffic, and general aviation traffic. Passenger forecasts shall be split by international and domestic passengers.</p> <p>Bidder’s methodology and resultant outputs related to peak traffic demand forecast for passengers and air transport movements at Laguindingan Airport for various years of the concession period.</p> <p>Bidder’s methodological approach and detailed assumptions in projecting passenger traffic forecast at Laguindingan Airport for the project. (Not to exceed three A4 pages)</p>
<p>Annex TP-2C: Concept Masterplan</p>	<p>A Concept Masterplan for 30 years together with an associated description of the expected capital investment activities required for the 1st and 2nd (and subsequent, as applicable) Capacity Augmentation.</p> <p>The masterplan shall be a land use plan accompanied by such additional descriptive material and Passenger Terminal layout change information as is needed to convey assurance that the Concessionaire’s plans can ensure that the capacity of the Airport will be maximised while improving Passenger service quality as required under the Concession Agreement.</p> <p>The associated description material provided shall outline how the Masterplan could support passenger numbers of at least 3.9 mppa for the 1st Capacity Augmentation and at least 6.3 mppa for the 2nd Capacity Augmentation (and subsequent, as applicable).</p> <p>Phasing information will be provided with masterplan drawings covering the 2 required capacity augmentations (and subsequent, as applicable).</p> <p>The masterplan drawings showing the Project Land shall be submitted on A3 paper, with additional A3 pages provided for any areas of the Airport and / or Passenger Terminals where greater detail is required.</p>

Annex TP-2D: Airline Strategy	<p>An airline relationship strategy and plan that will enable increased throughput at the Airport.</p> <p>The strategy may also include marketing points for promoting the airport to airlines, should additional airport capacity become available. (Not to exceed three A4 pages)</p>
Annex TP-2E: Management Structure	<p>A summary of the Bidder's proposed managerial, and technical organization structure and its adequacy and suitability to undertake the Project. (Not to exceed three A4 pages)</p>
Annex TP-2F: Timelines	<p>A series of Gantt Charts in sufficient detail to specify activities proposed to be undertaken to execute the Project.</p> <p>Gantt Chart 1:</p> <ul style="list-style-type: none"> <li>• This shall cover the period between Signing Date and O&amp;M Handover Date, and detail the production of the various plans and the like required of the Concessionaire.</li> <li>• It shall not include any items covered in Gantt Chart 2 but can show points of interface as dependencies or milestones.</li> </ul> <p>Gantt Chart 2: Capex</p> <ul style="list-style-type: none"> <li>• This shall cover the period between Signing Date and the last Longstop Date, and detail how the Concessionaire will implement the expected capital investment activities to fulfil the requirements of the Concession Agreement.</li> <li>• The Gantt Chart shall cover the 1st Capacity Augmentation and the 2nd Capacity Augmentation (and subsequent, as applicable).</li> <li>• The level of detail in the Gantt Chart time schedule shall be sufficient for the identification of key Design, Construction and O&amp;M Handover activities / tasks, dependencies and milestones for all elements of the two (2) (or more, as applicable) Capacity Augmentations.</li> </ul> <p>Gantt Chart 3: Heavy Maintenance</p> <ul style="list-style-type: none"> <li>• This shall cover the period from O&amp;M Handover Date to the end of the 30 year concession period and shall cover all activities / tasks related to the Heavy Maintenance of the Airport (i.e., not covered by Gantt Chart 2).</li> </ul> <p>The Gantt Charts will be prepared in a standard project planning software tool and printed with a clearly legible font size on A3 paper, with a soft copy in PDF format provided. Examples of suitable software are: Primavera P6, Microsoft Project, ProjectLibre, and OpenProj. Microsoft Excel is not recommended.</p> <p>The Gantt Charts need not show resourcing but must show activities / tasks, dependencies and milestones.</p>
Annex TP-2G: Approach to Design and Construction	<p>A document outlining the approach (including procurement and contract strategies) towards undertaking the Design and Construction of the 1st and 2nd Capacity Augmentation (and subsequent, as applicable). (Not to exceed three A4 pages)</p>
Annex TP-2H: Approach to	<p>A document outlining the approach towards undertaking the Handover Process of CapAug. (Not to exceed three A4 pages)</p>

Handover to O&M	
Annex TP-2I: Approach to O&M	A document explaining the approach to undertaking operations and maintenance of existing airport facilities, highlighting any difference in approach between the period when the Capacity Augmentations are ongoing. The document shall cover inter alia: <ul style="list-style-type: none"> <li>- Plans/measures for avoiding any disruptions in existing operations during the execution of the 1st and 2nd Capacity Augmentation (and subsequent, as applicable);</li> <li>- Plans for improvement in service quality while handling the projected passenger traffic;</li> <li>- Plans for provision of Information Technology systems for itself, third party service providers, government agencies, CAAP, among others;</li> <li>- Plans for development of integrated operations of the entire Airport Facilities including how airlines and other third parties will be engaged in key areas such as the bringing into operation of the AOCC and A-CDM. (Not to exceed seven A4 pages).</li> </ul>
Annex TP-2J: Approach to Commercial Activities	A document outlining the approach to enhancing development of commercial activities as part of the Project including likely investments to be made by the Concessionaire or a third party under agreement with the Concessionaire. (Not to exceed three A4 pages)
Annex TP-2K: Approach to Stakeholders	A document outlining the approach towards involvement of stakeholders like airlines, regulatory authorities, users, CAAP, DOTr, etc. in a consultative process for undertaking (i) preparation of key plans and procedures, (ii) negotiating and agreeing on service-level agreements, and (iii) key activities as part of the Project. (Not to exceed four A4 pages)
Annex TP-2L: Approach to Employees	A document outlining the approach towards the transition of the Affected Employees, including anticipated upskilling programs. (Not to exceed three A4 pages)
Annex TP-2M: Approach to Service Quality	A document outlining the non-asset based improvements that the Concessionaire is planning on implementing at the Airport in order to ensure an improved level of service quality to Passengers and others at the Airport.  Reference may be made to previous experience of the Bidders at other airports that they operate. In such case numerical evidence of the improvements should also be provided. Such evidence may be presented as an appendix to the document and be in addition to the page limit. (Not to exceed three A4 pages)
Annex TP-2N: Visualizations	A series of colour artistic impression renders / images as set out below that convey the sense of improvements to the Airport to be implemented through the 1st and 2nd Capacity Augmentations (and subsequent, as applicable).  List of Visuals <ul style="list-style-type: none"> <li>- (1No render) External view of the Passenger Terminal from landside</li> <li>- (1No render) External view of an element of the Landside Assets / Commercial Assets in the landside area of the Airport that will be improved</li> <li>- (2No renders) Internal views from the Passenger Terminal showing</li> </ul>

	<p>improved passenger facilities  - (1No image) Masterplan layout drawing suitably simplified for public viewing highlighting key elements of the planned Works.</p> <p>The visualizations shall be provided printed in colour on A3 size paper, and as higher and lower resolution jpg and png files suitable for use in media releases, publications, presentation and like upon opening of the bid.</p> <p>The visualizations shall include the logos of DOTr, CAAP, Bagong Pilipinas, and, if desired, the Bidder. If the Bidder does not have a logo, then the Bidder's name may be included. Logos and/or names shall not obscure the primary image of the visualization.</p> <p>Provision of the required number of visualizations of the type listed shall be a compliance element of technical evaluation, but the content of the visualizations shall not be reviewed for compliance purposes.</p> <p>DOTr and CAAP, through the PBAC, shall have absolute discretion on the publication or otherwise of the visualizations.</p>
Annex TP-2O: Approach to New Concept	<p>A document outlining the new technology that the Concessionaire is planning on implementing at the Airport to cover responsibilities below:</p> <ul style="list-style-type: none"> <li>- adopt a sustainability assessment tool to determine relevant, current, and impactful approaches to airport design and operations; and</li> <li>- create a framework designed to identify how digital technologies can be effectively used to inform and enhance the passenger experience. -</li> </ul> <p>Informed by the findings of these tools, the Concessionaire shall implement, throughout the Concession Period, appropriate systems, facilities, and/or initiatives to improve the sustainability features of the Project and the passenger experience through digital technologies.</p>