



United Nations

Transition in Solicitation Methodology for Long-Term Air Charter Requirements (Shift from ITB to RFP)

Update to Aviation Industry

April 2014

1. Background

Project main objectives

- Report of the Secretary-General to the General Assembly on Air Operations A/68/738 (17 Feb 2011)
 - UN is changing its solicitation methodology from ITB to RFP for the provision of long-term air charter requirements
- Main objectives:
 - Optimization of the Best Value for Money principle through adequate determination and weighting of various technical criteria
 - Enhanced transparency and streamlined UN fleet with requirements based on logistical needs
 - Increased international competition



1. Background

Cooperation with ICAO

- In 2012, UN sought the cooperation of the Technical Cooperation Bureau of ICAO to review its existing procurement process and assist in the design and implementation of a revised methodology
- ICAO's **key recommendations** include
 - New definition of requirements: UN to describe logistical tasks, vendors to propose solutions
 - 2-Step technical evaluation method (Pass/Fail + Scoring)
 - Revised pricing scheme based on ACMI rate per flight hour
 - Fuel consumption as part of technical and commercial evaluation
 - Establishment of an Air Charter market monitoring system
 - Revision of some UN contractual terms, in line with industry practices
- For further details, please refer to the following links
 - Jul 13: ICAO main recommendations
<http://www.un.org/depts/ptd/aircharter%20feedback.htm>
 - Dec 13: UN Air Charter Conference presentation
<http://www.un.org/depts/ptd/AirCharterConference20131218.htm>



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2. Industry Feedback

Q&A and Update to the Methodology

- ICAO and the UN have analyzed the extensive industry feedback received in writing during the Summer 2013 and at the Air Charter Conference on 18 December 2013
 - Responses to all asked questions are being posted on PD's website today
 - Constructive vendor feedback has been taken into account by the project team and the RFP methodology has been updated to incorporate some of the suggestions
- The UN wishes to thank all companies that expressed their comments and thereby contributed to the optimization of the new methodology



3. Next Steps

Pilot RFP

- The UN intends to implement the new RFP methodology in a phased manner
- An initial Pilot RFP will be issued in the second quarter of 2014 (tentative date: mid-May 2014)
 - The Scope of Requirement in Pilot RFP will be an actual requirement in UN field mission
 - The Pilot will test the mechanics and outcome of the new approach
 - Lessons learned will be incorporated into the subsequent exercises
- The Pilot RFP will include a Bidders' conference (tentative date: mid-June 2014)
- Tentative bid closing date: mid-July 2014



3. Next Steps

Vendor Outreach

- In its transition to a revised solicitation methodology, the UN wishes to engage the air charter industry at its largest and benefit from innovative solutions offered by companies worldwide
- Therefore, the vendor registration process is currently being reviewed to allow for an easier access to the UN bids
 - Participation in RFPs would be granted on a simple/fast registration basis
 - Full registration, including thorough UN review of the company would still be required prior to award of a contract
- To ensure minimum eligibility for participation in the pilot RFP (Q2 2014), please express your interest by 7 May 2014, with UNGM basic registration status, and a copy of valid AOC
 - Email to aircharter@un.org
 - For basic registration in UNGM (5-10 minutes process) : <https://www.ungm.org/Vendor/Registration>
- For future RFP's, all new Aircraft Operators are strongly encouraged to complete the UNGM Level 2 registration at any time before and after 7 May 2014
- Further details on full registration requirements will be communicated shortly



4. Project Timetable

