

MINISTRY OF PORTS, SHIPPING AND AVIATION



AIRPORT & AVIATION SERVICES (SRI LANKA) (PRIVATE) LIMITED

REQUEST FOR PROPOSALS (RFP)

ESTABLISHMENT OF A FIXED-BASED OPERATOR (FBO) FOR COLOMBO INTERNATIONAL AIRPORT RATMALANA (CIAR) UNDER PUBLIC-PRIVATE PARTNERSHIP SRI LANKA

RFP No: 091/T/2024

1. Airport and Aviation Services (Sri Lanka) (Pvt) Ltd. (hereinafter referred to as “AASL” or the “Employer”) intends to carry out the Project, **Establishment of a Fixed-Based Operator (FBO) for Colombo International Airport Ratmalana (CIAR) under Public Private Partnership** (hereinafter referred to as the “The Project”). The Project will be implemented on a Build Own Transfer (BOT) basis, and the selected proponent is obligated to Design, Build, Finance, Operate, Maintain, and Transfer (DBFOMT) the project over a period of 20 years. The selected Bidder will be granted the exclusive right to handle international corporate jets at CIAR.
2. A Cabinet Appointed Negotiation Committee (CANC) has been tasked with inviting, receiving, and evaluating Request for Proposals (RFP) to select the eligible interested party for the Contract award. All communications and submissions between the Employer and the Interested party, until the Contract is awarded, must be directed through the CANC at the specified address. The party to whom the award has been made shall enter into an agreement with Airport & Aviation Services (Sri Lanka) (Private) Limited (AASL), incorporating all terms and conditions.
3. The Chairman of the Cabinet Appointed Negotiation Committee (CANC) is now inviting sealed RFPs from interested parties on behalf of the Employer for the Project. Interested parties shall provide information demonstrating their qualifications and relevant experience to carry out the Services. Shortlisting of proposals will be conducted accordingly.
4. Request for Proposals (RFP) is open to both domestic and international entities.

5. The Request for Proposals (RFP) Document in English Language can be obtained by paying a non-refundable fee of USD 200 or its equivalent in LKR between 09.00 hrs. and 15.00 hrs. (GMT in Sri Lanka – 0530) on all working days **until 15/10/2024**, at the address provided below. Alternatively, it can be downloaded from the website www.airport.lk by making an online payment. The RFP Document can also be inspected free of charge at the same address or website www.airport.lk.

Supply Chain Management Division,

Airport & Aviation Services (Sri Lanka) (Pvt) Ltd.

Bandaranaike International Airport (BIA),

Katunayake, Sri Lanka.

Telephone: +94-11-2264102, Facsimile:+94-11-2252239, Email: head.scm@airport.lk

6. An On-demand, irrevocable, and unconditional Bank Guarantee shall be submitted by all Interested parties along with their Proposals as the Proposal Guarantee in the format provided in "Section 4" of the RFP Document, with a value of USD 10,000 from a reputable commercial bank or licensed specialized bank operating in Sri Lanka, or from an International Bank confirmed by a bank licensed to conduct business in Sri Lanka as approved by the Central Bank of Sri Lanka or a Bank Draft or in Cash. The proposals shall remain valid for a minimum of One Hundred and Fifty (150) days from the closing date of the RFP, and the Proposal Guarantee validity should be One Hundred and Eighty (180) days from the closing date of the RFP. The bidder shall extend the Proposal Guarantee as required by CANC.
7. A Pre-Bid Briefing, followed by a site visit to the locations designated for the proposed FBO Project, will be held at **10:00 a.m.** (GMT in Sri Lanka – 0530) **on 18/09/2024** at **Colombo International Airport Ratmalana**.
8. The Request for Proposals (RFP) shall be either sent by registered post or personally delivered in a sealed form to the address of the Chairman, CANC, provided below, no later than **14:00 hrs** (GMT in Sri Lanka – 0530) **on 16/10/2024**. Electronic submissions will not be accepted. Late submissions will be rejected without being opened. The RFPs received will be opened immediately after the closing time by a committee of officials appointed for this purpose.

Chairman,

Cabinet Appointed Negotiation Committee (CANC)

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