

HIAL Air Traffic Management Strategy Programme



Supplier Opportunities

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ATMS – Supplier Opportunities



Agenda

- Programme Overview
- Forthcoming procurements
- Supply Chain opportunities
- Tendering for airport contracts
- Register your interest in the programme
- Any Questions

HIAL Air Traffic Management Strategy Programme



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ATMS Programme Director
Highlands & Islands Airports Limited

Overview

What is
HIAL?



Drivers for Change



ATM Strategy



Vision

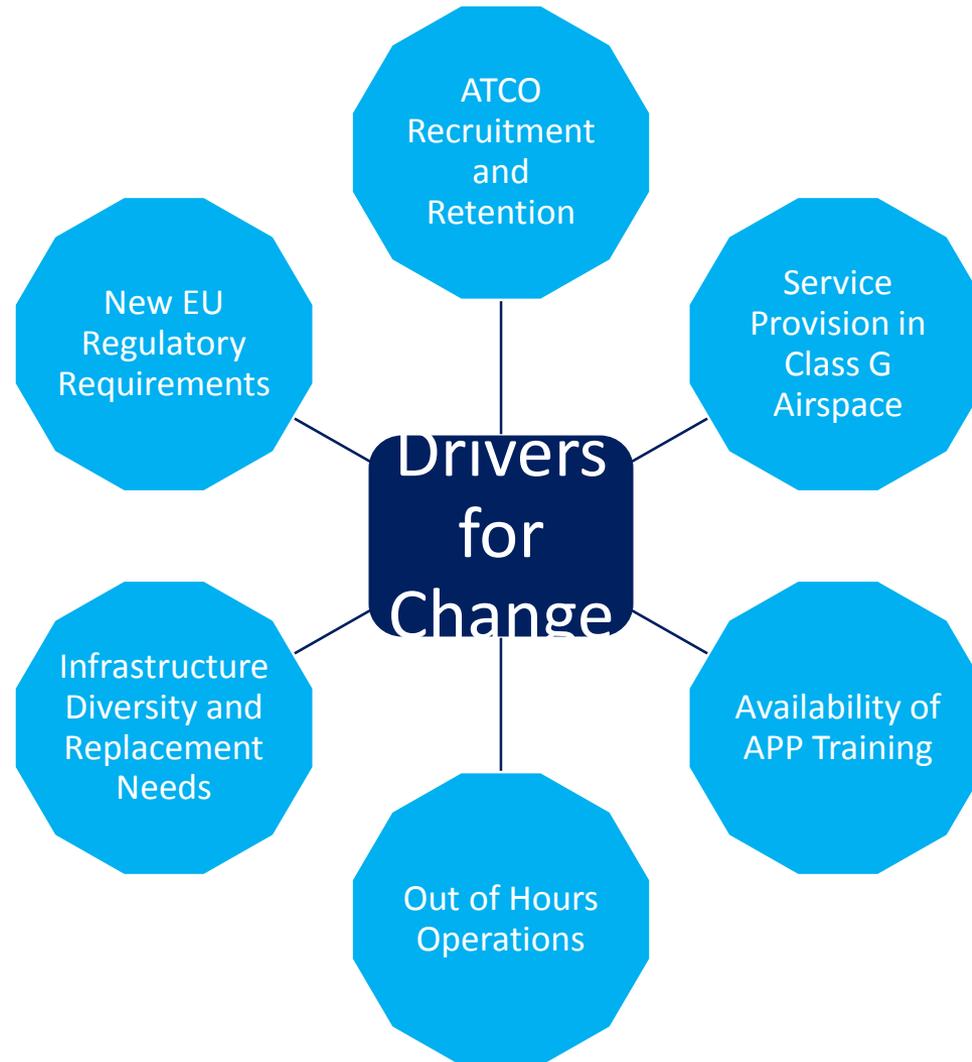
Our Vision for ATM



HIAL - What are we?



- A limited company wholly owned by Ministers
- Providing a Lifeline service
- 11 Airports – 7 ATC / 4 AFISO
- Airport Operator and ANSP
- Class D airspace around Sumburgh / All else is Class G
- Radar Service at Inverness and Sumburgh / All else is Procedural Service
- Currently surveillance only at Inverness and Sumburgh



ATM Strategy

Introduction of
Surveillance at all
ATC airports

Introduction of
Controlled
Airspace at all
ATC airports

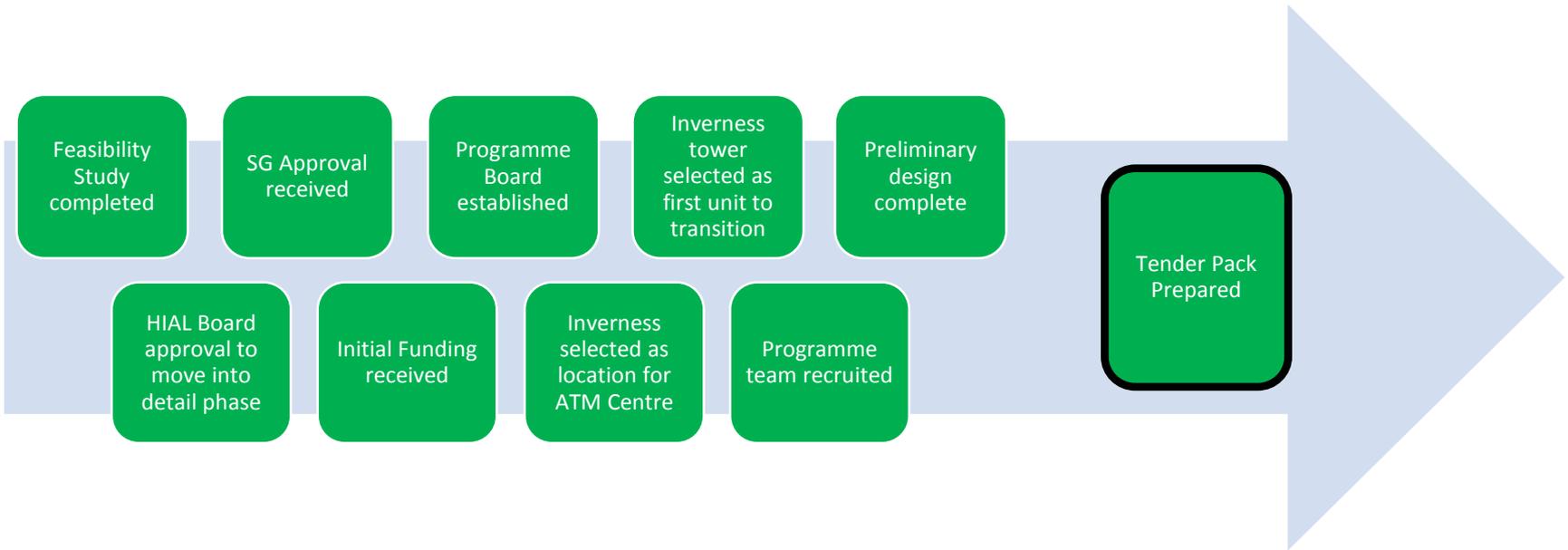
Centralisation of
all ATM Services

ATM Strategy – Progress so far

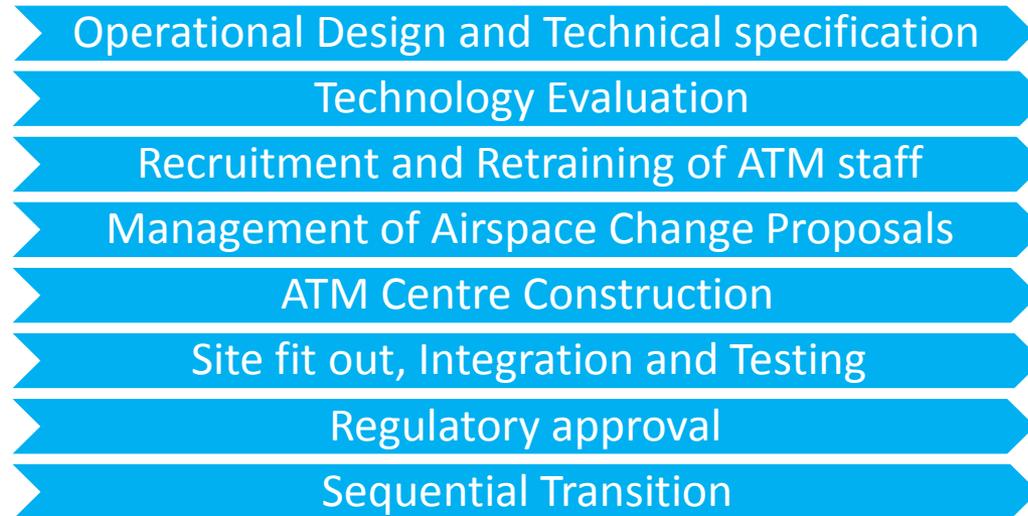
Introduction of
Surveillance at all
ATC airports

Introduction of
Controlled
Airspace at all
ATC airports

Centralisation of
all ATM Services



ATM Strategy – Going Forward



ATM Strategy – Challenges

Introduction of
Surveillance at all
ATC airports

Introduction of
Controlled
Airspace at all
ATC airports

Centralisation of
all ATM Services

Impact upon
remote
communities

Deployment of
technology in harsh
environments

Connectivity

Staff retraining and
retention

Contingency

Controlled
transition while
maintaining safe
existing operations

Delivering the
benefits

Our Vision for ATM



***Create a safer, more sustainable and more efficient Air
Traffic “Environment” capable of delivering on
Stakeholder Expectations and Environmental Benefits
out to 2030 and beyond***

ATMS – Procurement Plans



- Near Term Opportunities:
 - Remote Tower and Combined Surveillance Solution;
 - Consultancy Framework for ATE, ATS and Airport Operations;
 - Airspace Design;
 - Human Factors Assessments;
 - Safety Case;
 - Engineering;
 - Combined Surveillance Centre Building/Re-fit Contractor;

ATMS – Procurement Plans



- Medium Term Opportunities:
 - Consultancy Framework for ATE, ATS and Airport Operations
 - Regulatory and Strategy Advice;
 - Safety and Security;
 - Cybersecurity;
 - Remote Tower and Combined Surveillance Solution – Supply Chain
 - Term Air Traffic Engineering Services;
 - Combined Surveillance Centre Furnishings;
 - Combined Surveillance Centre operational contracts;
 - Facilities management;
 - Grounds Maintenance

ATMS – Procurement Plans



- Longer Term Opportunities:
 - Air Traffic Control Tower Decommissioning;
 - Remote Tower System Refresh;
 - Operational Contract Renewals

ATMS – Remote Tower and Combined Surveillance Solution



- Long-term, High Value Engineering Contract;
- Publication – September 2019
- Several Parts
 - Remote Tower Modules and Controller Working Positions;
 - Cameras and Masts;
 - Air Traffic Control Technology;
 - Cabling on airfields

ATMS – Combined Surveillance Centre



- Centre Buildings Options under consideration:
 - New build, or
 - Re-purpose existing building
 - Decision in the near future
- Professional Services Contracts
 - Procured under existing HIAL Frameworks (in progress);
- Construction Contract:
 - Procurement route tbc September 2019
 - Either construct new or refurbish existing building;
- Interface with Remote Tower and Combined Surveillance Contract
- Sub-contracting opportunities

ATMS – Consultancy Framework



- Support for ATMS Programme and wider HIAL Business
- Covers nine disciplines:
 1. Regulatory, Policy, Planning and Strategy Support
 2. Procurement Support for Air Traffic Engineering (ATE), Air Traffic Services (ATS) and Airport Operations
 3. Safety Cases and Assessments
 4. Safety Systems, Culture and Performance
 5. Human Factors Assessments
 6. Data and Networking Consultancy for ATM, ATE and Airport Operations
 7. Cybersecurity Consultancy for ATM, ATE and Airport Operations
 8. Air Traffic Engineering Consultancy
 9. Instrument Flight Procedures (including associated airspace change proposals);

ATMS – Consultancy Framework



- Major and Minor Requirements Lot;
- “SME Friendly” Minor Requirements Lot
 - Estimated value of call-off less than £20,000;
 - All qualified Suppliers will be appointed;
 - Flexible experience requirements;
 - Lower financial standing thresholds;
 - Lighter touch framework and performance management structure;
 - Price/Quality assessed at point of making a call-off contract.
- Target Publication Date: **10 September 2019**

ATMS - Supply Chain Opportunities



- ATMS Programme Supply Chain Opportunities
 - Civils
 - Plant and Equipment
 - Connectivity
 - Consultancy
- Our policy is to require contractors to advertise opportunities on www.publiccontractsscotland.gov.uk
- Dedicated project page to make opportunities easier to identify

Tendering for airports



- Understand our environment:
 - We must use quote and tender procedures to award contracts – its all explained at www.hial.co.uk/hial-group/commercial/procurement
 - We are regulated by www.caa.gov.uk;
 - We have safety and security procedures for working at airports;
- Understand our procurement processes:
 - We set award criteria related to our scope of services;
 - We may ask you about methods, risk management, performance, management of sub-contractors, or environment;
 - We are looking for direct responses to our questions;
- Buyer Profile
 - https://www.publiccontractsscotland.gov.uk/authority/authority_buyerprofile.aspx

Register your interest!



A screenshot of the publiccontractsscotland.gov.uk website. The browser address bar shows the URL. The website header includes navigation links like 'About Us', 'Site Map', 'Accessibility', 'Contact Us', 'Register', and 'Log in'. The main content area features a large blue banner with the text 'This portal gives free access to contract opportunities in Scotland' and a sub-header 'Find details of contracts with Scottish Local Authorities, NHS Scotland, the Scottish Government, Agencies and NDPBs, Higher and Further Education and Emergency Services by browsing the available contracts. You can also register to receive free e-mail alerts.' Below this are two main call-to-action boxes: 'Find Contracts' for suppliers and 'Advertise Opportunities' for buyers. At the bottom, there are three smaller sections: 'Tender training' with a 'Supplier Development' graphic, 'Links to other useful sites' including 'Procurement Journey', and 'Projects' with a 'view all projects' link and a 'Read more' button. A large red arrow points from the right side of the image towards the 'Projects' section.

Register your interest!



Projects [view all projects](#)

 Opportunities relating to the £1.13 billion Glasgow City Region City Deal
[Read more](#)

 Opportunities relating to the Perth Transport Futures Project
[Read more](#)


Open Contracting Transparency Information

HOME BROWSE NOTICES SEARCH FOR BUYERS SUPPLIERS BUYERS INFO CENTRE NEWS & EVENTS CASE STUDIES HELP & SUPPORT

Project List

Listed below are all current projects. To view notices relating to each project please click on the appropriate project title.

Project	Details
	HIAL ATM2030 Programme HIAL is set to 'future proof' its operations in Scotland with an estimated £28 million investment, over the next ten to fifteen years, in state-of-the-art air traffic management technology. The long-term remote towers and centralised approach surveillance contro ...

Add the code HIAL ATM2030 Programme to your alert profile

Register your interest!



Supplier Control Panel

Welcome to your Supplier Control Panel **Jennifer**. Please click a link in one of the appropriate sections to access the area of the site you require.

Search Latest Notices Search for Buyers Notice Reference Search Contracts Register	My Notices Interest List Notice Alerts	My Responses Postbox Responses Access PCS-Tender
My Profile Company Profile Supplier Finder Profile ESPD (Scotland)	My Account User Details Change Password Subscriptions Register to publish sub-contract opportunities	Help User guides FAQs Contact Us eCertis

My Profile

- Company Profile
- Alert Profile
- Supplier Finder Profile
- ESPD (Scotland)

Register your interest!



Supplier Control Panel > Alert Profile > Product Categories

Supplier Control Panel > Alert Profile > Product Categories

This page allows you to manage your supplier profile by adding the relevant products to your profile.

Selected Categories

Browse categories

Search Categories

Selected Categories

Listed below are all of the notice categories you currently have selected in your profile. You can delete a category by clicking the **Delete** button.

To add categories to your profile please use the **Browse Categories** or **Search Categories** tab.

Currently you have no categories selected for your profile.

- Special Projects/Events
- Aberdeen Western Peripheral Route/Balmedie-Tipperty
- Athletes Village
- Ayrshire Central Hospital - Mental Health and Community Hospital
- CAN DO Innovation Challenge Fund
- City of Glasgow College - City Campus
- City of Glasgow College - Riverside Campus
- Commonwealth Games
- Digital Health Institute (DHI)
- Dundee Railway Station, Hotel and Concourse
- Forth Replacement Crossing
- Glasgow 2018 European Championships
- Glasgow and Clyde Valley City Deal
- Glasgow Recycling and Renewable Energy Centre (GRREC)
- HIAL ATM2030 Programme

Thank you for your time.

Questions?