

Invitation for Expression of Interest (EOI)

**Engagement of Consultant on short term basis
for conducting a Network Planning Review
of Alliance Air**

**Alliance Air Aviation Limited
Alliance Air, Bhawan
Domestic Terminal 1, IGI Airport
New Delhi - 110037**

29.08.2023

INDEX

S.No.	CONTENTS	Page No.
1.	Disclaimer	3
2.	Invitation of Expression of Interest	4 - 8
	Formats	
i)	Format – 1	9
ii)	Format – 2	10
iii)	Format – 3	11
iv)	Format – 4	12
v)	Format – 5	13
vi)	Format – 6	14
vii)	Format – 7	15
	Annexure I – Terms of Reference	16

DISCLAIMER

The information contained in this document or subsequently provided to applicant(s) whether verbally or in documentary or any other form by or on behalf of Alliance Air, is provided to the applicant(s) on the terms and conditions set out in this document and such other terms and conditions subject to which such information is provided.

This document is not an agreement and is neither an offer nor invitation by Alliance Air to the prospective applicants or any other person.

The purpose of this document is to provide interested parties with information that may be useful to them in making their Expression of Interest pursuant to this document. Alliance Air will not be responsible for the legality, effectiveness, adequacy or enforceability of any oral discussions or correspondence exchanged.

Alliance Air makes no representation or warranty and shall have no liability to any person, including any applicant under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this document or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the document and any assessment, assumption, statement or information contained therein or deemed to form part of this document or arising in any way in the EOI process.

Alliance Air also accepts no liability of any nature whether resulting from negligence or otherwise how so ever caused arising from reliance of any applicant upon the statements contained in this document.

Any information / documents including information / documents pertaining to this document or subsequently provided to applicant(s) AND information / documents relating to the EOI process; the disclosure of which is prejudicial and/or detrimental to, or endangers, Engagement of Consultant on short term basis for conducting a Network Planning review of Alliance Air is not subject to disclosure as public information/ documents

INVITATION FOR EXPRESSION OF INTEREST

Engagement of Consultant on short term basis for conducting a Network Planning review of Alliance Air

1.0 Alliance Air Aviation Limited is a wholly-owned subsidiary of AIAHL (AI Assets Holding Ltd.) which is a Special Purpose Vehicle (SPV) formed by Government of India after the disinvestment of Air India Limited. It operates International and mainly domestic commercial routes including the specific government's Regional Connectivity Scheme(RCS) Routes, Viability Gap Funding(VGF) Routes and as well as Commercial Routes. ALLIANCE AIR Aviation Limited has a young fleet of 18 ATR72-600, 2 ATR42-600 & 1 Dornier Do-228 aircraft. ALLIANCE AIR Aviation Limited currently connects 56 destinations within India and 1 international destination from Chennai to Jaffna in Sri Lanka with 120 plus departures per day.

2.0. Alliance Air invites sealed Expression of Interest (EOI) from individuals / firms interested to act as a Consultant on short term basis for conducting a Network Planning review of Alliance Air.

This EOI Document enlists the scope of work . It. can be downloaded from the website www.allianceair.in

S. No.	Critical Dates	Date	Time
1.	Availability of EOI Document	29.08.2023	17.00 hrs
2.	Document Download Start Date	29.08.2023	17.00 hrs
3.	Submission End Date	20.09.2023	14.00 hrs
4.	Opening Date	20.09.2023	15.00 hrs

Queries, if any may be referred in writing to e-mail: gm.com@allianceair.in

3.0 . Condition under which this EOI is issued.

a) This EOI is not an offer and is issued with no commitment by Alliance Air. Alliance Air reserves the right to cancel this request for EOI and/or invite afresh with or without amendments, without liability or any obligation for such request for EOI and without assigning any reason. Information provided at this stage is indicative and Alliance Air reserves the right to amend/add further details in the EOI

b) The response received through this EOI would be first screened on the basis of eligibility. A formal Request for proposal would be listed inviting technical and commercial bids at a later date. Alliance Air reserves the right to open offer to additional parties during RFP, as deemed necessary, for wider participation.

c) The applicant should agree to make presentation related to the information sought in response to this EOI, if so requested by Alliance Air.

d) The applicant shall bear all the cost of participation in the process including preparation of response to the EOI and presentation to Alliance Air and must be ready to undertake this activity on its own. Alliance Air shall not entertain any cost or claims for such costs and expenses.

e) Neither the applicant nor any of the applicant's representative shall have any claims what so ever against Alliance Air or any of their respective officials, agents, employees or ex-employees arising out of, or relating to this EOI or these procedures .

f) Applicants who are found to canvass, influence or attempt to influence in any manner the qualification or selection process, including without limitation, by offering bribes or any other illegal gratification, shall be disqualified from the process at any stage.

g) Each applicant shall submit only one EOI response as specified in EOI.

h) The proposal and all correspondence and document shall be written in English.

i) No financial proposal or financial information for assignment is required at this stage. The same would be sought during the RFP.

j) The time duration for hiring of the Consultant would be shared in the RFP document

4.0 Rights to the content of the EOI response.

- For all the applications received before the last date and time of submission, the EOI response and accompanying documentation of the Pre-qualification criteria will become the property of Alliance Air and will not be return after opening of the EOI response. Alliance Air is not restricted in its rights to use or disclose any or all the information contained in response document and can do so without compensation to the applicant.

5.0 Submission Fee

- No submission fee is applicable

6.0 Venue & Deadline for submission of proposal

- Proposal, in its complete form in all respects as specified in the EOI, must be submitted to Alliance Air to :
MMD Section
Alliance Air Aviation Limited,
Alliance Bhawan,
Domestic Terminal 1,
IGI Airport,
Delhi – 110037,
- In exceptional circumstances and at its discretion, Alliance Air may extend the deadline for submission of proposals by issuing an amendment to be made available on the Alliance Air website, in which case all rights and obligations of Alliance Air and the applicant previously subject to the original deadline will thereafter be subject to the deadline as extended.

7.0 Validity of Offer:

- The Offer being made against EOI shall be valid for a period of six (6) months .

8.0 Terms of Reference

- The detailed terms of reference are enclosed at **Annexure-I**.

9.0 Instructions to Network Consultants

The Expression of Interest is to be submitted in the manner prescribed below:-

- All information as detailed below to be submitted as hard copy in sealed envelope with also a soft copy in the pen drive.
- Applicant's Expression of Interest as per Format-1.
- Applicant Contact Details as per Format-2.
- Applicant Experience as per Format-3.
- List of consultants on payroll as per Format-4.
- Financial strength of the applicant as per Format-5.
- Additional information as per Format-6.
- Declaration as per Format-7.

The applicants are expected to examine all instructions, forms, terms and other details in the EOI document carefully. Failure to furnish complete information as mentioned in the EOI document or submission of a proposal not substantially responsive to the EOI documents in every respect will be at the Applicants risk and may result in rejection of the proposal.

10.0 Qualification Criteria:

The eligibility criteria to include:

- Profound understanding of the aviation industry with a Track Record of managing projects within the assigned timelines
- A minimum of 10 years of experience in airline network planning, route optimization, or related roles. Exposure to working as a Network Planning Consultant with Indian domestic airlines with also exposure to Tier II and Tier III cities.
- Familiarity with network planning software tools and data visualization platforms. In-depth knowledge of various aircraft types, performance metrics, and their suitability for different routes.
- Effective verbal and written communication skills for presenting findings, recommendations, and insights
- Positive references from clients in the aviation industry.

11.0 Evaluation Criteria and Method of Evaluation:

- Screening of EOIs shall be carried out as per eligibility conditions mentioned in this document and based on verification of testimonials submitted.
- EOI will be evaluated for short listing inter alia based on their past experience of handling similar type of project, strength of their man power, financial strength of firm and presentation / proposal to the Alliance Air whose decision will be final.
- A formal “Request for proposal” would be floated inviting the detailed technical bids and commercial bids at a later date. Besides shortlisted applicants, Alliance Air also reserves the right to open offer to additional parties during RFP, as deemed necessary, for wider participation.

12.0 Response:

- Applicants must ensure that their response is submitted as per the formats attached with this document.

13.0 Conflict of Interest:

- Where an actual or a potential conflict of interest situation exist or arises, the applicant must inform Alliance Air of this immediately in writing and within seven(7) days of such notification or situation. The Applicant must submit proposals for managing such conflicts for Alliance Air’s consideration.

- In the event that the conflict cannot be reasonably managed or resolved and is deemed by Alliance Air to present a real danger of bias effecting its interest , Alliance Air shall have right to disqualify the Applicant from further participation in the EOI and RFP process.
- The decision once taken by Alliance Air on the above conflict of interest at (b) would be final and would not be subject to review

14.0 Acknowledgement of understanding of Terms and Clarifications

- By submitting a response against the EOI, each applicant shall be deemed to acknowledge that the applicant has carefully read all section of this EOI, including all forms and annexure hereto, and has fully informed itself as to all existing conditions and limitation
- The EOI is not an offer and is issued with no commitment. Alliance Air reserves the right to withdraw EOI and or vary any part thereof at any stage. Alliance Air further reserves theright to disqualify any applicant, should it be so necessary at any stage.
- In the event that Alliance Air seeks clarification on any aspect of the application, the applicant shall provide full and comprehensive response within three (3) days of Alliance Air’s request
- Any applicant who wish to seek clarification on the EOI can send an email to Mr. Mohit Sain at gm.com @allianceair.in at least seven (7) days before the submission deadline.
- Clarification request received less than seven (7) days before the closing date for the submission of the application and /or telephone enquires may not be entertained.
- To ensure that all Applicants have a common level of understanding on the EOI, Alliance Air reserves the right to make such clarification as may be necessary available to all the Applicants
- Except as provided in the EOI exercise, no information contained in or relating to the application or submission will be disclosed to any applicant or other persons not officially involved in the process of examination or evaluation of the Application or submission except where required by law.
- No oral representation shall be (a) accepted or construed as modifying anything in the application after submission by the applicant or (b) binding on Alliance Air.
- If there is any change or amendment in the information in the EOI before the closing date, such notification or amendment will be given through the Corrigendum to EOI in the Alliance Air

15.0 Last date of submission of EOI:

- The last date of submission of EOI is as per details mentioned above.

16.0 Formats for submission: Appended

FORMAT – 1

To,

MMD Section
Alliance Air Aviation Limited,
Alliance Bhawan,
Domestic Terminal 1,
IGI Airport,
Delhi – 110037,

Sub: Engagement of Consultant on short term basis for conducting a Network Planning review of Alliance Air

Dear Sir / Maám,

In response to the Invitation for Expressions of Interest (EOI) published for the above purpose, we would like to express interest to extend consultancy services for the network planning review.

As instructed, we attach following documents in sealed envelopes with a soft copy: The envelope should have the name, address, email id, telephone number prominently displayed

- Applicant Contact Details as per Format-2.
- Applicant Experience as per Format-3.
- List of consultants on payroll as per Format-4.
- Financial strength of the applicant as per Format-5.
- Additional information as per Format-6.
- Declaration as per Format-7.

Full Name of the applicant

Designation of the applicant:

Signature of the applicant.....

Name of the Firm

Stamp and Date:

Contact No :

email id :

Encl.: As above.

- The documents should be serially arranged and should be securely tied or bound.

FORMAT – 2

S. No	Organizational Contact Details	
1.	Name of Organization / Individual	
2.	Main areas of business	
3.	Type of Organization Firm/ Company/ partnership firm registered under the Indian Companies Act, 1956/ the partnership Act, 1932	
4.	Whether the firm has been blacklisted by any Central Govt. / State Govt./PSU/ Govt. Bodies / Autonomous?If yes, details thereof.	
5.	Address of registered office with telephone no.	
6.	Contact Person with telephone no. & e-mail ID	

Full Name of the applicant
 Designation of the applicant:
 Signature of the applicant.....
 Name of the Firm
 Stamp and Date:
 Contact No :
 email id :

FORMAT – 3

Experience in Related Fields					
<p>Profile :</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p>					
<p>Technical solutions and approach proposed to be followed for the assignment.</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p> <p>.....</p>					
<p>Details of the airlines for whom the network planning review has been undertaken :</p>					
S. No	Name of the airline	Number of Assignments during last 3 years	Mention the name of Client	Period	Completion Certificate
1					
2					
3					
<p>Full Name of the applicant</p> <p>Designation of the applicant:</p> <p>Signature of the applicant.....</p> <p>Name of the Firm</p> <p>Stamp and Date:</p> <p>Contact No :</p> <p>email id :</p>					

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FORMAT – 4

List of experts/consultants, on the payroll for this specific Consultancy.				
S. No	Name	Designation	Qualification	Profile with Relevant Experience
1.				
2.				
3.				
4.				
5.				
6.				

Full Name of the applicant
 Designation of the applicant:
 Signature of the applicant.....
 Name of the Firm
 Stamp and Date:
 Contact No :
 email id :

FORMAT – 5

S. No	FinancialYear	Annual Turnover	Annual netprofit (in Crores of Rs.)
1	2020-2021		
2	2021-2022		
3	2022-2023		

Full Name of the applicant
 Designation of the applicant:
 Signature of the applicant.....
 Name of the Firm
 Stamp and Date:
 Contact No :
 email id :

FORMAT – 6

Any Additional Information

S.No	Description	No. of pages
1		
2		
3		
4		

Full Name of the applicant
 Designation of the applicant:
 Signature of the applicant.....
 Name of the Firm
 Stamp and Date:
 Contact No :
 email id :

FORMAT -7

Declaration

This is to formally affirm our intention that am willing to undertake the short-term Network Planning review of Alliance Air as per the attached Terms of Reference outlined in Annexure 1.

All the information provided herewith is genuine and accurate.

Full Name of the applicant

Designation of the applicant:

Signature of the applicant.....

Name of the Firm

Stamp and Date:

Contact No :

email id :

Note:

The declaration of the Company to be furnished on the letter head of the organization.

ANNEXURE 1

TERMS OF REFERENCE

The scope of Network Planning Consultant responsibilities to include :

- A. Current Flight Schedule: Analyze the current flight schedule. Present a clear list of recommended route additions, reductions, temporary and permanent suspensions, closure of stations along with explanations for each recommendation.
- B. Proposed Flight Schedule: To draw up a flight schedule taking into note:
- i. Different aircraft types (ATR 72-600, ATR -42-600 and D-228) with the seat and cargo capacity available per aircraft between different O & D Points
 - ii. Current slot availability. Engineering maintenance pattern, Catering and Ground Handling availability. Crew availability including FDTL etc. and minimization of layovers.
 - iii. Prioritize schedules that facilitate seamless connections. Projected Passenger demand on the respective city pair taking into note the seasonal travel demand fluctuations. Historical records of flight performance and its route economics and forecasted passenger demand. Competitive landscape.
 - iv. Subsisting and proposed VGF and RCS Agreement / Flights. RCS slots abandoned by other airlines
 - v. Positioning of aircraft at different stations. Availability of night parking slots. Navigational aids / watch hours – VFR airports Turnaround time at each airport, gate availability, parking stands, taxi times and peak travel times.
- C. New Routes: To propose new routes based on a comprehensive financial analysis of factoring in costs (Meeting ATF, Operational, EBIT, EBITAR and Total Cost), revenues, breakeven points, availability of crew, availability of slots, likelihood of disruptions as also ROI within a specified timeframe.
- D. Exploring Code share: Identify code-share and partnering prospects to broaden network coverage and expand destination offerings.
