

Corrections, supplements or changes to the conditions of tender

1.0 Questions and answers

Question 1:

Can we ask you to elaborate if the participation of the carriers with AOC issued outside Norway is allowed? If it is allowed, can we ask you to define the differences in procedures applied to the participants from outside of Norway.

Answer:

The tender procedure is open to carriers in all EU/EEA countries. AOC's and other documents from the CAA or other relevant authorities from these countries are therefore allowed. There also aren't any special procedures applied to participants outside Norway other than what you find when establishing commercial routes in different EU/EEA countries. Information regarding the documentation that should be supplied with the tender can be found in the tender procedure document.

Question 2:

As BOO-EVE route is particularly remote, can we ask you to describe the conditions of operations on adjusting routes. For example, is there the exclusive right to certain carrier to operate on EVE-TOS route. Or other routes originating from EVE do not have exclusive rights to operate obtained through different PSO cases?

Answer:

The only other ordinary PSO route from Harstad/Narvik (Evenes) is EVE–TOS. The contract for this route expires 31 March 2022. There are also PSO routes from the nearby local airports Andenes, Leknes and Svolvær to/from Bodø and Andenes to/from Tromsø. There are also non PSO routes from Evenes to/from Oslo and Bergen. The routes to/from Oslo to Evenes are temporary operated with government support due to the Covid-19 outbreak, only Norwegian operators.

Question 3:

In addition to the previous question, can we kindly ask you to share if any other PSO project is in the pipeline both related to the region of EVE, BOO, TOS, or in southern part of Norway.

Answer

The responsibility for procurement of scheduled air services (PSO) will be transferred to the county level when the existing contract expires. We expect that the counties will publish a new tender in the fall of 2020 or spring of 2021 for the routes in Northern Norway. These contracts expire 31 March 2022.

The contracts for the routes in Southern Norway expire 31 March 2024. We expect that the counties will publish a new tender in the fall of 2022 or spring of 2023 for the routes in Southern Norway.

Question 4:

Do the airports have C-SRA or SRA areas in place 24h?

Answer:

Both airports have C-SRA 24h.

Question 5:

Can a hangar be made available in EVE?

Answer:

There is no hangar available at Harstad/Narvik (Evenes). Overnight aircraft are parked outside.

Question 6:

Will Ground Handling services be available to another party in EVE and BOO as we understood that the current GH provider is connected to one certain carrier operating in the airports in question.

Answer:

The mentioned GH provider supplies ground handling services for several different operators. If the tenderer is not able to secure an agreement with existing GH providers, the tenderer has the responsibility to find a new provider or provide these services themselves.

Question 7:

Finally, can I ask you to provide me with links and instructions to access the environment where submission of the documents is performed.

Answer:

The link to the English version of the tender procedure website can be found at:

<https://www.regjeringen.no/en/dokumenter/utlysning-av-konkurranse---drift-av-flyruten-evenes-harstadnarvik--bodo-i-perioden-1.-januar-2021--31.mars-2022/id2704915/>

The tender must be delivered as paper documents with an electronic copy at the address,

The Ministry of Transport
P.O. Box 8010 Dep
NO-0030 OSLO
Norway
Office address: Akersgt. 59, Oslo

Question 8:

We intend to use fiscal and Avinor taxes that apply from 1 November 2020 respectively when VAT returns to 12%, G2 is reintroduced and other Avinor taxes are at the same level as before Covid-19. We also assume that all passenger dependent taxes (G2, ZN and VAT) that are to be charged to the customer should be calculated as part of the maximum fare, and

thus that the company's net income per passenger is lower than NOK 1,461. We find it important that tenderers relate to the same levels when costs and revenues are calculated. This so that taxes do not become decisive for the required level of compensation. Can the Ministry of Transport confirm that the tax levels used are in accordance with our interpretation?

Answer:

This is correct. The tenderers shall base their assessment on the level of tax and fees that apply at the deadline of August 10th 2020, provided that no decisions are made regarding taxes and fees that are known at the same date but which enter into force before the start of a new contract period, January 1th 2021. The maximum fare must include all taxes and fees. Changes in taxes and fees between the award of contract and the start of a new contract period will instead provide a basis for renegotiation, cf. section 9.2 of the contract in Annex 2.

Question 9:

Does the Ministry have any guidelines for how to calculate passenger revenues with the uncertainty that is in the market now? The traffic figures in the tender documents are meant as guidance, but parts of the industry assume that it may take several years before the traffic returns to the 2019 level. Can the contract be renegotiated if the recommended traffic volume is not achieved?

Answer:

The Ministry of Transport emphasizes in Annex 5 that the traffic information is only intended as guidance and that the tenderers themselves are responsible for the tender budgets. This includes assumptions about passenger revenues and the number of passengers. In the current situation, there is greater uncertainty associated with the future traffic development than normal and the tenderers should take this risk into account in the tenders. Large passenger demand deviations, which were difficult to predict at the time of tender submission, may provide a basis for renegotiation in line with section 9.1 of the contract in Annex 2.

Question 10:

Can the Ministry say something about how demand is related to aircraft type and product? It is our experience that revenues largely fluctuate depending on schedule, price, distribution, sales/marketing as well as partnerships and what kind of aircraft is used. How does the Ministry check the realism of the revenues used in the tender?

Answer:

The Ministry, with the assistance of the Civil Aviation Authority (CAA), which acts as an advisor for this procurement, goes through all parts of the incoming tenders to assess whether the principal has the right and/or the obligation to reject tenders in accordance with the regulation of 12 August 2011 no. 833 on air transport services in the EEA (Air Transport Regulations). The features of the tenders that are considered with a view to rejection are stated in § 18, 20, 21 and 22 in the Air Transport Regulations, cf. Annex 6.

Question 11:

The traffic figures in the tender documents are based on 3 daily departures Bodø - Evenes and Evenes - Bodø (Monday to Friday) with 39 seat aircrafts. In the tender the required frequency is (min) 2 daily departures (Monday to Friday). Will the Ministry make the tenderers aware that the published traffic figures for 2018/2019 is based on a larger production than what is required in the tender documents?

Answer:

At the request of the former operator of the route Harstad/Narvik (Evenes) – Bodø, the Ministry of Transport will point out that the traffic figures in the tender documents, which are meant for guidance only, were based on 3 daily services in both directions, while the requirement in the tender is a minimum of 2 daily services in both directions.