

Condition	GMR-Fraport	Reliance-MICA	DS-FMG	Mac-ADP	Remarks
aeronautical operations and development.	will supply substantial management resources	of people nominated for roles is assessed as high, with good relevant experience.	people nominated.	marked down.	obtained by way of clarification. Extra weightage needs to be given for experience is managing a world class airport as against a substantially low ranked airport.
3.1 HR Approach: Need to clarify if the approach enumerated in the ER was contained in RFP. The rationale for the conversion factor is not clear. Needs to be clarified at what level the proposed approach was approved. The weightage proposed changes the final score of each bidder.					
3.1.1 Approach to and level of commitment to the integration of AAI airport employees into the JVC.	Score: 4.5 Assessment: Well defined approach, backed by the extensive experience	Score: 4.5 Assessment: Well defined and set out approach backed by the strong capability of Reliance.	Score: 4.5 Assessment: Overall it provides a well set out approach, though with less of a track record. Assessed as medium to high.	Score: 3 Assessment: approach has only been briefly outlined, with insufficient information to fully used in part to make an assessment.	For DS, the scores have been discounted due to lack of track record even though their plan has been assessed as well set out. The reasons is not clear especially as the criteria in RFP does not reflect the requirement of having any track record.
3.1.2 Proportion of AAI staff targeted for integration into the JVC by year 3.	Score: 3.25	Score: 3.5	Score: 4.75	Score: 2.5	
3.2.1 Transition Plan that will facilitate the smooth and timely takeover by the JVC of the operation and management of the airport.	Score: 5	Score: 4.5	Score: 2 Assessment: The lack of detail leads to a low rating with only the FMG experience in ORAT adding some credibility. Assessed as low to medium.	Score: 3 Assessment: The Transition Plan is assessed as medium based on length of timeframe, summary nature of process description and lack of detail on Resourcing.	DS has substantial ORAT experience which will have a major impact on the transition. Further they have been stated to have given a well set out HR approach and the only bidder to integrate more than 90% of AAI staff. These factors put together should warrant a higher score for DS than '2' that the EC has awarded.