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Ministry of Civil Aviation
Office of the Director General of Civil Aviation
Air Transport Division
Opp. Safdarjung Airport, AurobindoMarg

Dated : 17-11-2011

Invitation for Expression of Interest (EOI) for Shortlisting of Agency for Developing a Model to Forecast Air Traffic

The Air Transport Division, Office of the Director General of Civil Aviation, Ministry of Civil Aviation, invites expression of interest from **professional agencies not having any direct interest in the civil aviation sector** for developing a Forecasting Model for Air Traffic to/from/within the country. Experience in forecasting and conducting surveys at all-India level would be given due weightage. Preference would be given to agencies that have adequate in-house expertise on the subject. Interested Organizations involved in, or capable of, undertaking this task may apply in the prescribed format to Mrs.R.Savithri, Director, O/o Director General of Civil Aviation, Opp. Safdarjung Airport, AurobindoMarg, New Delhi-110001 in a sealed envelope clearly marked "EOI for Selection of Agency for Developing a Forecasting Model". The last date for receipt is three weeks from the date of this advertisement. EOI received after the last date will not be considered. The short-listed agencies will be asked to send their detailed proposals in due course. DGCA will have the right to reject any or all EOIs, received in response to this invitation, and its decision in this regard shall be final and binding.

Objective, scope of work, and proforma for information to be furnished by the organization has been laid down in enclosed annexures. The same can also be downloaded from DGCA's website <http://dgca.nic.in> under Tenders page.

(R.Savithri)
Director
Office of the Director General of Civil Aviation
Ministry of Civil Aviation
Government of India
Tel: 24629521

Objective and Scope of Work

Government of India nationalized the Air Transport Industry by the enactment of Air Corporations Act, 1953. Liberalization in aviation industry was started in the year 1990, with the open sky policy in the Indian air space and allowed airlines to operate without any restriction. Air Corporation Act 1953 repealed in 1994 put an end to the monopoly of national air carriers. Many new domestic airline private operators entered into the air transport industry in 1993 and contributed to the economic development of the country. A process of deregulation has been initiated to confirm global developments in aviation. The emergence of Low Cost Carriers (LCCs), while expanding the air travel market to new segments has added to the complexities of the industry. Various measures of the Government of India have resulted in a dramatic increase in the air traffic. Domestic passenger traffic has been growing by more than 20% every year since 2004-05 except for the year 2008-09, international traffic has been growing at the rate of around 15% every year.

World wide, considerable academic research have been undertaken to assess the demand factors. On a global level, ICAO, IATA, ACI and aircraft manufacturers have attempted to forecast the demand for air travel at global, regional and country levels. While these studies and forecast help to have a sense of direction, their true utility for the national aviation planners and local airlines has remained limited. On the one hand, such forecast have very high degree of aggregation that tend to smoothen the important regional factors, while on the other, they lack the scope to test continued validity as the business develop in specific markets. It is therefore necessary for each country to identify the key factors affecting the domestic and international air travel demand by factoring the national/regional issues in assessing the demand. Forecasting air travel demand for the Indian market has not yet been taken up in any organized manner in the country. However, in the early 1980s, Indian Airlines had carried out a number of profiling study of the domestic air passengers and there after developed econometric models to forecast demand. The "TATA Committee" set up by Govt. in 1986 & a Committee constituted by Planning Commission in 1993 had also developed econometric models to forecast domestic demand. The forecast for international traffic to/from India has been mostly based on trend analysis carried out by Air India and AAI, supplemented by the annual country forecast by aircraft manufacturers and IATA. There has not been any systematic study in profiling passengers across the domestic and international network so far. An assessment of the factors driving the air travel demand in the specific national context is vital from the perspectives of Civil Aviation administration, Regulatory Authorities, Developers of Air Ports & ATC system, Airline Industry and support entities in the areas of MRO, Training Institutes, Catering, Fuelling, Urban Development etc.



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A robust Forecast model is to be developed with base year 2009-10 for the following categories of traffic for short, medium and long terms.

Aircraft Movements - (i) International (ii) Domestic

Passengers - (i) International (ii) Domestic

Freight - (i) International (ii) Domestic

Short-term forecasts should capture recent trends month by month and project these into the immediate future, up to two years ahead. Short-term forecasts are to be published four times a year.

Medium-term forecasts should look seven years ahead and build on the short-term forecasts. The medium-term forecasts should combine flight statistics with economic growth and with models of other important drivers in the industry such as costs, airport capacity, passengers, load factors, aircraft size etc. The medium-term forecast is to be published once per year.

Long-term forecasts should look at a range of distinct possible scenarios for how the air traffic industry might look in 20 years time. This should take into account factors inside the industry (e.g. the growth of small business jets, or of point-to-point traffic) or outside (e.g. the price of oil, or environmental constraints).

A market survey may also have to be undertaken, if need be.



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Annex-II:

Format for Application for Expression of Interest

1. Name and full address of the Organization:
2. Management Structure:
3. Contact Person with designation:
4. Contact telephone numbers and fax No.:
5. Email address:
6. Current operational areas of work:
7. Experience in Forecasting Techniques:
(List of projects carried out with year and cost)
8. Experience in Conduct of Surveys:
(List of projects carried out with year and cost)
9. Experience in Transport related research:
(List of projects carried out with year and cost)
10. Turnover for last three years:
11. Details of expertise available in
 - i) Forecasting:
 - ii) Market research:
 - iii) Transport related research:
12. Regular manpower available on roll
along with their qualification and experience: :
13. Any other credentials in the subject area :



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ANNEXURE-III:

[Agency Evincing Interest in the EOI should also enclose a certificate On Letter Head of Organization as per format given below:]

CERTIFICATE

I, _____, working as _____ in this organization and authorized to issue this certificate certify that:

- (a) We have gone through the contents of advertisement and related documents for this EOI .
- (b) All relevant documents are enclosed with our EOI.
- (c) The details and contents of our EOI are authenticated and based on actual work carried out by our agency, as per record.
- (d) We have understood that in case it is found that our agency is not fulfilling any of the laid down criteria, or relevant details/supporting documents are not found to be enclosed, we will not be given any opportunity for any clarifications and our EOI will be evaluated based on available documents in EOI.

Signature of Authorized Signatory

Name: í í í í í í í í í í í

Designationí í í í

[Please affix Rubber Stamp]

Dated: í í í í í í í í .



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Annexure-IV:

Guidelines to Agencies for Sending EOIs

1. Agency must enclose a covering letter on Agency's Letter Head while sending the EOI.
2. The EOIs must be sent in sealed cover within the stipulated time. The related proof of experience, details of office set-up etc., as asked for, must be enclosed/detailed out for evaluating the EOIs.
3. The details must be furnished as per formats enclosed in this document and strictly as per serial order. The information intended to be supplied should be furnished in such a manner that the same satisfies the need/requirement of EOI under various heads and is self-explanatory.
4. The turnover should be in Indian Rupees and should exactly match with the figures reflected in the Balance Sheet/P&L Account/Receipt & Payment A/c. The relevant portion of the document reflecting the turnover must be highlighted.
5. In case desired documents/proof are not enclosed, the EOI shall be rejected and no clarification/enquiry will be sought/made.
6. The last date of receiving the EOIs shall be adhered strictly. EOIs received after the last date will not be opened and no further action will be taken on such EOIs. However, if the last date is declared as holiday, the next working day on which office is opened will be treated as the last date of receiving the EOIs. The EOIs should be physically received in this office. No plea made over phone/fax/E-mail that EOI is in transit and be accepted due to postal delay etc. shall be entertained.



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