

Case Study

Guernsey Airport – Hold Baggage Screening tender development and evaluation

Customer Background :

Guernsey Airport is a small airport on one of the channel islands, with several air links to airports in the United Kingdom. While the passenger numbers were low, the airport is considered to be an economic enabler for the island and as such is vital that they meet the regulatory requirements.

Challenges :



The existing screening equipment was nearing its end of life and no longer met the security requirements directed by the DfT. The key issue was that the new equipment was far larger and three times heavier than the existing equipment. We needed to go to market to find an innovative partner to implement the new system within the existing terminal.

Solution :



We supported the airport to development of the costing for this upgrade as well as developing several potential layout options. Based on our work to predict future baggage numbers we prepared the employer requirements to go into the tender documentation and the associated evaluation materials. We also assisted in the evaluation process.

Business Impact :



The tender process was fairly straight forward with three bidders invited to bid on the baggage integration work and a further three invited to bid on the new screening equipment to be integrated. The evaluation of the bids were carried out by several members of the team, the results moderated, and the successful bidders were appointed.

Customer Feedback:

Awaiting feedback.

