

Date: 05.04.2024	RFI of ULD Management Solution	Space Control & ULD Management NA-C
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1 Introduction

- 1.1 THAI AIRWAYS INTERNATIONAL PUBLIC COMPANY LIMITED, whose principal place of business is situated at 89 Vibhavadi Rangsit Road, Bangkok 10900, Thailand represented by Cargo & Mail Comercial Department .
- 1.2 TG has ULD around 9,000 units and 50 Wide body Aircraft (A350-900 , A330, B787-800, B787-900, B772-ER , B773-ER) operate cover European, Australia, Northern, Indo-china, Southern, Western and Middle east (54 destinations)

2 Submission of Proposals :

2.1 Service Provider Company Profile

Please tell us about

- a) Your our key personnel contract point.
- b) The number of years the company has been established.
- c) The total number of staff you have by country.
- d) Your financial statement.
- e) Your company annual report.
- f) Business continuity plan.
- g) Your customers and networks
- f) Other information that is useful for consideration

2.2 General information on ULD Outsourcing Request for Proposal

2.2.1 Must be a company that has experience in providing ULD management worldwide not less than 5 years.

(Yes , NO)

2.2.2 Must be a company whose address can be specified and have a stable financial status and never went bankrupt.

(YES , NO)

2.2.3 Must be a company with a valid ULD license according to IATA regulations. (YES , NO)

2.2.4 Must be a company that has never been a blacklist and carious lawsuits value above USD 1 million from customers. (YES, NO)

3 Supplier Response Format

3.1 Response Format (questions or pricing table)

A plan for ULD management solution around 3, 5, 7 year period that is most beneficial to TG and Table pricing in each ULD type.

SERVICE OFFER

Vendor/Manufacture shall mark Yes when your product comply to spec. if there is none comply items and ensure that your product/specifications is better than specific, vendor shall mark in NO and shall attach detail of such better feature in the proposal. In case of no additional detail such items is assumed not comply with the spec.

No.	Item Description	Standard Service	Add On service
1	Global ULD accessibility	(Yes or No)	(Yes or No)
2	24/7/365 ULD operations	(Yes or No)	(Yes or No)
3	Flexibility in ULD requirement	(Yes or No)	(Yes or No)
4	Combined ULD fleet management	(Yes or No)	(Yes or No)
5	Fleet acquisition clause	(Yes or No)	(Yes or No)
6	Fleet buyback clause	(Yes or No)	(Yes or No)
7	ULD stock balancing and empty position reduction	(Yes or No)	(Yes or No)
8	Dedicated ULD management team (BKK, Thailand)	(Yes or No)	(Yes or No)
9	Dedicated account management (BKK, Thailand)	(Yes or No)	(Yes or No)
10	Ground staff for general ULD support worldwide	(Yes or No)	(Yes or No)
11	ULD repair and maintenance at BKK HUB	(Yes or No)	(Yes or No)
12	ULD repair and maintenance at destinations	(Yes or No)	(Yes or No)
13	Identify normal wear and tear and excessive repair	(Yes or No)	(Yes or No)
14	Accessory purchasing & logistics coordination	(Yes or No)	(Yes or No)
15	Accessory control and stock balancing	(Yes or No)	(Yes or No)
16	Proactive special ULD control and management.	(Yes or No)	(Yes or No)
17	Proactive on loan / borrowed ULD follow up	(Yes or No)	(Yes or No)
18	Proactive stock discrepancy check	(Yes or No)	(Yes or No)
19	Proactive non-returned / lost ULD follow up	(Yes or No)	(Yes or No)
20	Digitally enabled and analytics	(Yes or No)	(Yes or No)

SERVICE FEES

The follow fees shall apply to a ULD Full Outsourcing Management:

No.	Item Description	Estimated Quantities	Base Rental Fee per ULD per month		
			3-year contract	5-year contract	7-year contract
1	Certified Fabrics/Canvas Door AKE		\$ _____	\$ _____	\$ _____
2	Certified Solid/Metal Door AKE		\$ _____	\$ _____	\$ _____
3	Certified PLA pallet with net		\$ _____	\$ _____	\$ _____
4	Certified PAG pallet with net		\$ _____	\$ _____	\$ _____
5	Certified PMC pallet with net		\$ _____	\$ _____	\$ _____

The ULD quantities and types represent estimates for the Term and may be increased or decreased based on operational needs by Thai Airways at its sole discretion. The estimated quantities are solely for guidance purposes only and shall in no way whatsoever constitute a guaranteed minimum order by Thai Airways to the Supplier.

VOLUME DISCOUNTS PER ULD

No.	Item Description	% Discount on the Base Rental Fees
1		(____%)
2		(____%)
3		(____%)

SUPPLIER COMPANY PROFILE

No.	Item Description	Quantity
1	General Company Information	
2	Number of years the company has been established.	
3	Number of staff	

4	Number of customers	
5	Financial statement and Annual report	
6	Business continuity plan.	
7	Other information that is useful for consideration	

SUPPLIER ENTIRE ULD TYPE and QUANTITY

No.	Item Description	Quantity
1	ULD Type	
2	ULD Type	
3	ULD Type	
4	ULD Type	

SUPPLIER STATIONS

No.	Item Description	Figure
1	Number of global airport coverage	(<input type="text"/> Stations)
2	Number and percentage of overlap stations	(<input type="text"/> Stations, <input type="text"/> %)
3	Number of repair and maintenance stations	(<input type="text"/> Stations)
4	Number and percentage of overlap repair and maintenance stations	(<input type="text"/> Stations, <input type="text"/> %)

* TG network can be found in www.thaicargo.com

3.2 Proposals with more than one Option and Alternative Proposals (can accept more than one kind of proposal options)

4 Supplier Presentations (Teams Presentation Session Before Submission) , what ever soft file or hard copy can be submit.

5 Terms and Conditions

5.1 General

5.1.1. Greater flexibility with scalable stocks accommodating seasonality & immediate requirement and enabling growth

5.1.2 Hassle-free solution with reliable 24/7/365 services by operation control center (occ) based in bangkok, thailand or head office of service provider.

5.1.3 Customer centric problem solving with onsite ground service & global customer success managers

5.1.4 Revenue maximization opportunities with accessibility to the ULD stock around the globe.

5.1.5 Proactive operational excellence improvements with digitally enabled analytics

5.2 Supplier Code of Conduct

TG is extremely keen to adopt best ULD management solution for cost reduction and increase efficiencies and are focused on working with partners and vendors who believe in delivering long-term value and continuous improvement through innovation, technology and best-practice adoption. If you are interested

If your company are interesdted in this competitive bidding to select the potential vendor to ptovide intergreated ULD Management solution to cover TG's entire net work. Please sent your intnttion to below email address :

Thanarkorn.h@thaiairways.com cc bknacoffice@thaiairways.com.

The closing time and date for receipt of intention in response to this bidding is 12pm (BKK Time) on 20APR 2024.

Best regards,

Thanarkorn Hutajuta
Tean Lead Cargo Space & ULD Management
Thai Airways International Public Company Limited
Suvarnabhumi Airport, OPC Building 6th Floor
333 Moo 1, Nong Prue, Bangphli, Samut Prakarn 10540, Thailand