# **Tender Process**

## Public tender

### How does it work?

1.



Go to www.aena.es

Do you have any questions?

Click here

desarrollocomercial@aena.es

2.



Download the bidding conditions

3.



The bidding conditions include the following documentation, to be presented:



Envelope 1 (Administrative documentation)



Envelope 2 (Technical and solvency-related documentation)



Envelope 3 (Economic offer)



#### **Envelope 2**. To be evaluated:

- 1. Brand value
- 2. Management model
- 3. Design of the locale



#### Envelope 3

- 1. Variable Revenue
- 2. Minimum Revenue Guaranteed: From 70 to 80% (Variable Revenue x Estimated Sales)