

**ROMATSA**  
**REQUEST FOR INFORMATION**  
**FOR**  
**New CWP Consoles 2026**

**Bucharest**

**June, 2026**

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## 1. Introduction

The Romanian Air Traffic Services Administration (ROMATSA) is a self-financed public enterprise, under the coordination of the Ministry of Transport of Romania, being the certified National Air Navigation Service Provider (ANSP), responsible for the provision of Air Traffic Services (ATS), composed of the Air Traffic Control Service (ATC Service), the Flight Information Service (FIS) and the Alerting Service (ALRS), the provision of Communications, Navigation and Surveillance (CNS) services, the Meteorological Service for International Air Navigation and part of the Aeronautical Information Services (AIS), as well as part of the Search and Rescue Services.

The air navigation services provided by ROMATSA are:

- **en route** air traffic control and information in the Bucharest FIR, currently provided by the Bucharest Regional Control Centre - ACC
- **terminal** air traffic control (approach and aerodrome) and information from 4 APPs and 16 TWRs

ROMATSA is currently in the process of modernizing the current ACC operational consoles. Before launching any formal procedure, ROMATSA requests a prospection of preliminary offers from interested economic operators on any relevant aspect of the project: organization, timetable and available technical solutions. Therefore, ROMATSA has decided to initiate information exchanges with suppliers of operational room furniture through this Request for Information (RFI), which guarantees equal access to information, transparency and fairness.

ROMATSA invites suppliers to submit an information package covering technical, operational and safety aspects, containing the technology, products and solution currently available for the new consoles. The information provided will be used in the procurement process of the new consoles, with the aim of signing the contract during 2025.

## 2. Request for Information's objectives

Through this RFI ROMATSA aims to identify suppliers of furniture for the operational room and the technical monitoring room, interested in the ROMATSA console modernization project and the related contract, and to identify technologies and products available on the market, which may be beneficial for the project.

This RFI is not a call for tender (CFT) in accordance with Romanian public procurement rules, so neither ROMATSA nor any other economic operator will be obliged to make any commitment following the exchange of information within this RFI. Therefore, the response to the request for information is considered a NON-BINDING OFFER.

The responses and any subsequent discussions will be used only to refine and focus the project strategy and procurement specifications towards the formal consultation that will take place at a later stage. ROMATSA will not organize any pre-selection of applications through this RFI.

Any interested supplier of operating room or monitoring room furniture is invited to respond to the current RFI, and submit in-depth information about their systems (e.g. system component requirements/specifications would be welcome), technical and financial proposal. Responses may focus on specific aspects of the project. It is not necessary to systematically address all of the requirements outlined below.

The following chapters provide more information on the console modernization project, including questions on issues of specific interest to this project. Opinions and suggestions are particularly welcome on:

- Effective risk management to make the short/medium term credible: the initial version of the new system must be delivered on time to allow ROMATSA to meet the proposed target date (2026)
- Pragmatic technical solutions to meet the short/medium term objectives, key regulatory requirements.
- Operational trade-offs to avoid regressions in terms of current operations when the solution will be implemented, while ensuring compliance with the full operational requirements when implementing the final version of the new furniture.
- Principles for work sharing between ROMATSA and the future supplier.

### **3. Project scope**

The scope of the project covers all activities related to the definition, development, customization, implementation and step-by-step testing of the new consoles with the objective of achieving operational requirements by 2026.

The project for which this RFI was prepared refers to the modernization of the operational and technical furniture within the ACC room and the monitoring room respectively.

The project for the new consoles will consist of the following operating environments:

- 3.1** CWP Consoles for the ACC Operational Room
  - 63 ACC CWP consoles
- 3.2** CWP Consoles for AIS Services (INFO)
  - 14 CWP INFO consoles
- 3.3** OPS Room Supervisor (SUP)
- 3.4** FDO Consoles (FDO)
  - 5 CWP FDO consoles
- 3.5** Consoles for the Technical Monitoring Room
  - 19 Technical Monitoring Consoles

The future operational furniture supplier will be responsible for the installation and testing of the operational furniture for all operating environments involved. The supplier will be involved in the decommissioning of all existing furniture along with the transition, transfer and installation process of hardware from using the existing consoles to the new CWP 2026 consoles.

### **4. Project Roadmap**

Our intention is to install the new CWP consoles in the operations room without affecting the daily 24/7 activities, using an “island-like” layout, by deactivating one island at a time, along with relocating operational capabilities to functional islands. This activity should not interfere with daily operations, minimizing noise and other factors that could cause unwanted effects. Also, consider working on the final stage of delivery and assembly during periods of low traffic, especially during the night.

## 5. Project Presentation:

### 5.1 Operational Concept

The operational concept for implementing the CWP console modernization in the ACC operational room is to maintain the layout in “islands” as presented in the ACC room master plan, attached to this RFI – **Figure 1**.

Following the completion of the ACC room and technical monitoring room modernization, the room layout will be as shown in **Figure 2 and 3** (ACC room) and **Figure 4** (technical monitoring room). The ACC room master plan shows two categories of consoles: CWP's depicted in white and consoles depicted in blue. The meaning of the colors and the set of associated operations is as follows:

- The positions depicted in white represent consoles in position at the time of the start of the modernization project. For these positions:
  - a ROMATSA technical team will clear the frame of all equipment inside.
  - Once the action is completed, the future console supplier will dismantle, with ROMATSA's technical assistance, the old frame,
  - will install the new frame together with all its components
  - Finally, the ROMATSA technical team will also install the cable, together with the furniture supplier's specialists, all the equipment in the new structure.
- The positions shown in blue represent added consoles, non-existent at the time of the project start and for which the following actions will be carried out:
  - ROMATSA will prepare the technological air intake, for cooling the equipment in the consoles and the necessary power supply.
  - The console supplier will install the new frame in position together with all its components. During this stage, the console supplier will also ensure the preparation of the floor for the installation of the frame.
  - Finally, the ROMATSA technical team will install, together with the furniture supplier's specialists, the necessary equipment in the new structure.

### 5.2 Operational Requirements and operating capacity

The new consoles will need to offer more versatility to accommodate any type of display screens, communication systems and, at the same time, to provide ATCO and ATSEP with a more ergonomic layout of the equipment used.

### 5.3. Functional requirements

The functional description for the furniture details and the equipment provided are available in the document “RFI Technical Description - Modernization of ACC Consoles 2026 – EN” and in files, developed in Google Sketchup. All files can be obtained following an express request made by the applicant. The Google Sketchup files (.skp) can be viewed using the WEB-oriented application (link: <https://app.sketchup.com/app?hl=ro>).

Even if the objects in the Sketchup projects are presented in real scale, the presentation is indicative. The supplier of the operational furniture will have to make his own measurements and will be responsible for them and the composition of the furniture, according to the technology used. In order to obtain the final measurements for the project components, the supplier is welcome to visit our site.

## **5.4. Technical, non-functional requirements**

The new consoles will comply with the following requirements:

The system shall be based on modern architecture and technologies and shall implement the best available technical solutions considering the cost/benefit ratio. The supplier shall indicate which specific capabilities and configurability will be provided and how.

**5.4.1** The system must comply with the performance mentioned in the specific requirements based on chap. 3 - Scope of the project

**5.4.2** In order to ensure the highest degree of user acceptability, the development process will allow for operational validations throughout the development life cycle, based on prototypes. Any advanced functions must be made available gradually to avoid the "big-bang" effect.

**5.4.3** The consoles and working positions supplied must also be equipped with the following categories of materials. The quantities and detailed characteristics will result from the description contained in the document **"RFI Technical Description - Modernization of ACC Consoles 2026 – EN"**:

- Individual connectors (radio, USB, audio connectors, etc.)
- Patch Panel LAN
- Power distribution panel (PDU).
- 19" rack, 160cm high
- 19" frame
- LED lighting inside the cabinet
- Matrix position ID display system
- FO - LAN media converters
- Automatic transfer switch (ATS) for power supply distribution
- A4 clipboard
- Ambient microphone.

**5.4.4** Potential suppliers must demonstrate proven experience in operational implementations of all promoted functions in a complex operational environment in Europe.

## **6. Scope**

In the broadest definition, the scope of the procurement procedure will cover the entire project:

- Step-by-step definition / customization, development and testing of the new CWP 2026 ROMATSA console;
- Supporting research and development activities through prototype creation, specific study
- The deployment / installation and integration of the system's components, n ROMATSA premises;
- Civil works related to the installation of system components.
- The hardware procurement, support to installation and testing

Based on the responses to this RFI and the internal analysis, ROMATSA will launch a call for tender (CFT) which will be concluded with a contract award.

The expected deadline for responding to the RFI is 2 months from the date of its issuance.

## **7. Guidelines for RFI responses**

### **7.1 ROMATSA commitments**

At this stage, neither ROMATSA has committed, for the realization of the project, to launch a request for quotation at a later stage, nor the responses of the ATM CWP and technical console suppliers, who will respond to this RFI, create contractual obligations.

The technical and programming description of the new console provided in this document does not constitute a reference specification. ROMATSA reserves the right to modify its requirements, both in terms of technology and implementation term, independently or not of ROMATSA's analysis of the responses to this RFI.

System suppliers may not request any payment from ROMATSA as a result of the work in response to the RFI.

ROMATSA will analyze the responses with the objective of consolidating the request for quotation. ROMATSA undertakes to guarantee the confidentiality of the information provided by the console and technical suppliers in accordance with the RFI confidentiality policy described in chapter 7.5 below.

### **7.2 Communication plan**

This RFI is published on the ROMATSA website starting Monday Tuesday, July 28, 2025. It can be accessed using the link: .....

#### **7.2.1 Prior to receipt of responses**

Interested ATM CWP Console and Technical Console suppliers may submit written requests for additional details or a list of questions regarding the content of this document to the contacts listed below. ROMATSA will attempt to provide written responses as soon as possible.

#### **7.2.2 Reply to receipt**

Responses to this RFI must be provided in English. It must be sent to the ROMATSA contacts specified in section 7.4 below.

The following must appear on the envelope: "Response to ROMATSA Request for Information CWP Console 2026". Possible digital response?

Each ROMATSA CWP 2026 ATM supplier providing a response is invited to appoint a person who will be its contact point with ROMATSA.

### 7.2.3 After receipt of responses

After receipt of responses, ROMATSA may request oral presentations, on-site visits or additional information to complete or clarify the responses. Furthermore, ROMATSA may request additional demonstration of the existence of components, cited as potentially reusable in the responses.

ROMATSA cannot commit to providing dedicated feedback for each RFI response. However, it will attempt to do so.

## 7.3 *Layout and contents*

The RFI is an invitation to console suppliers to demonstrate their strengths, experience, capabilities and interest in undertaking such an ambitious project.

Beyond the company presentation, the RFI can be structured as shown below:

**Chapter I** - Executive summary of the information provided and the recommended solution(s) (summary of sections I-VII)

**Chapter II** - Answers on the operational aspect

**Chapter III** - Answers on the technical aspect

**Chapter IV** - Answers and advices on the management of the Program, which mainly focuses on the timely delivery of STEP1, including

- Strategy analysis,
- Risk analysis,
- Planning and financial aspects,
- Role sharing between the supplier and the customer.

**Chapter V** - Other information considered relevant by the economic operator

**Chapter VI** - Confidential information (see chapter 7.5 below for detailed information)

The financial and programming information requested in points IV and V can be detailed as follows:

- Financial references: budgets and brief descriptions of equivalent operations completed by the economic operator;
- Budget assessment: main elements and elements (development, manufacturing and support), relative or absolute costs, fixed costs, induced costs (licenses, third-party equipment ...), financial flows over the entire duration of the operation and associated assumptions;
- WBS / simplified planning: description of macro tasks and associated time links between macro tasks, analysis of related risks.

ROMATSA is aware that some system providers may not be able or willing to address all the issues listed above. However, they are encouraged to provide information on issues for which they have specific expertise to value.

Responses may also be made by a consortium of several ATM CWP and technical console suppliers.

ATM CWP and technical console suppliers are free to propose any variant for any element of the project. They may also address issues not raised by ROMATSA in this document.

The response will be in the form of A4 documents. It will also be provided on digital media (CD-ROM or DVD).



## 7.4 ROMATSA points of contact

Mr. David ȘERBAN, for Operational information, and Mr. Adrian IONESCU, for technical information, are the contact persons for this RFI. Any questions or responses related to this RFI should be sent to both contact persons.

|  |  |
|--|--|
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|--|--|

## 7.5 Confidentiality policy

By submitting their contribution in response to the current RFI, suppliers expressly accept that ROMATSA reserves the right to use the information received for the purpose of:

- defining the procurement strategy and procedure for the completion of the ROMATSA ATM CWP and technical consoles;
- defining potential technical, financial, operational and legal specifications for the procurement requirements of the ROMATSA ATM CWP console 2026 or component operations;
- general notions related to defining the project follow-up.

Any information, whether technical, operational, financial or otherwise, submitted in response to the RFI, which the supplier wishes to keep confidential, will be identified as such by means of an ad-hoc statement. ROMATSA will ensure that the trade secret of any information cited as confidential by means of such a statement is respected and protected.

In the absence of such a statement, ROMATSA considers that the information provided by the suppliers will not be subject to any restrictions on use and/or release to third parties.

Figure 1

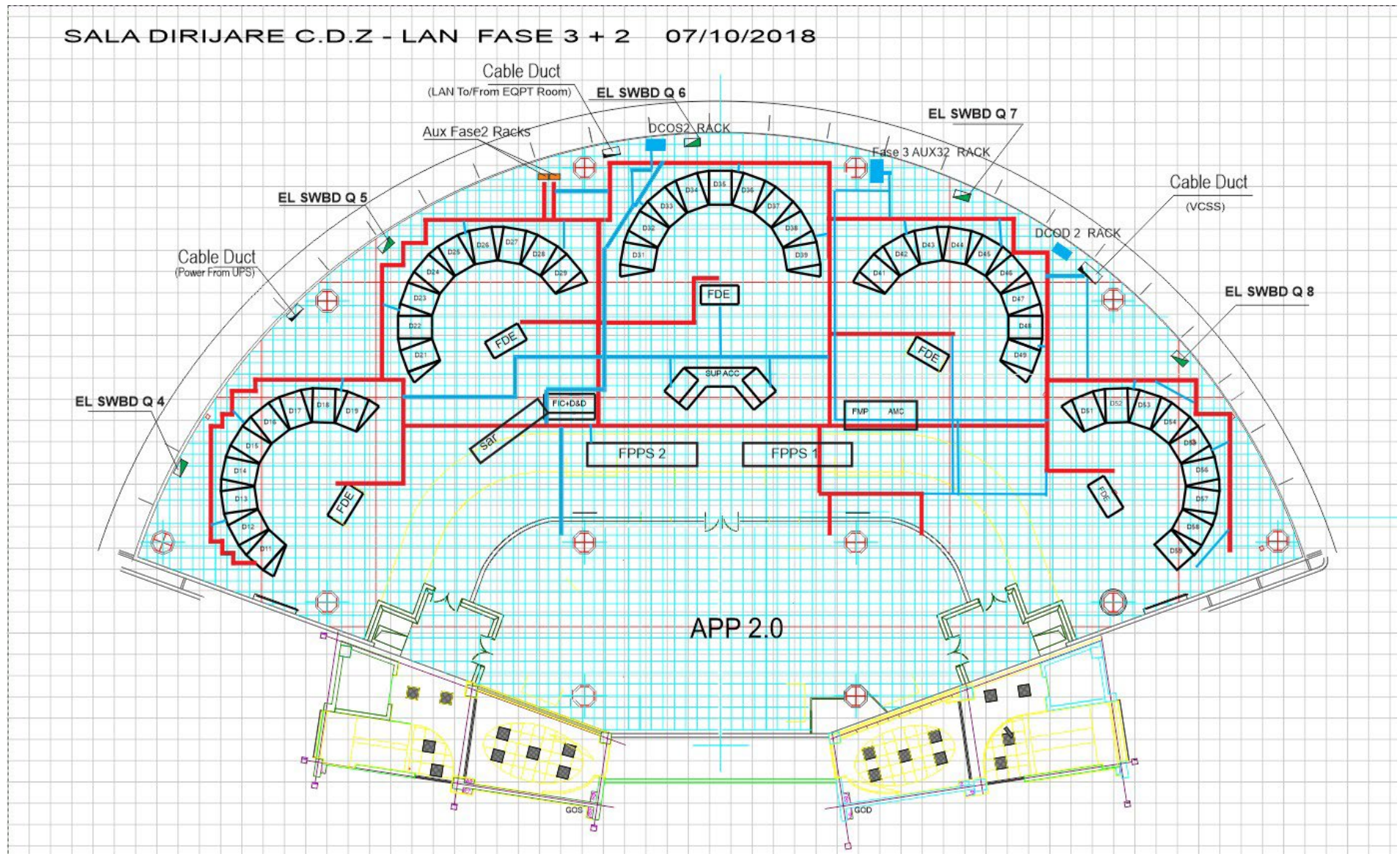


Figure 2

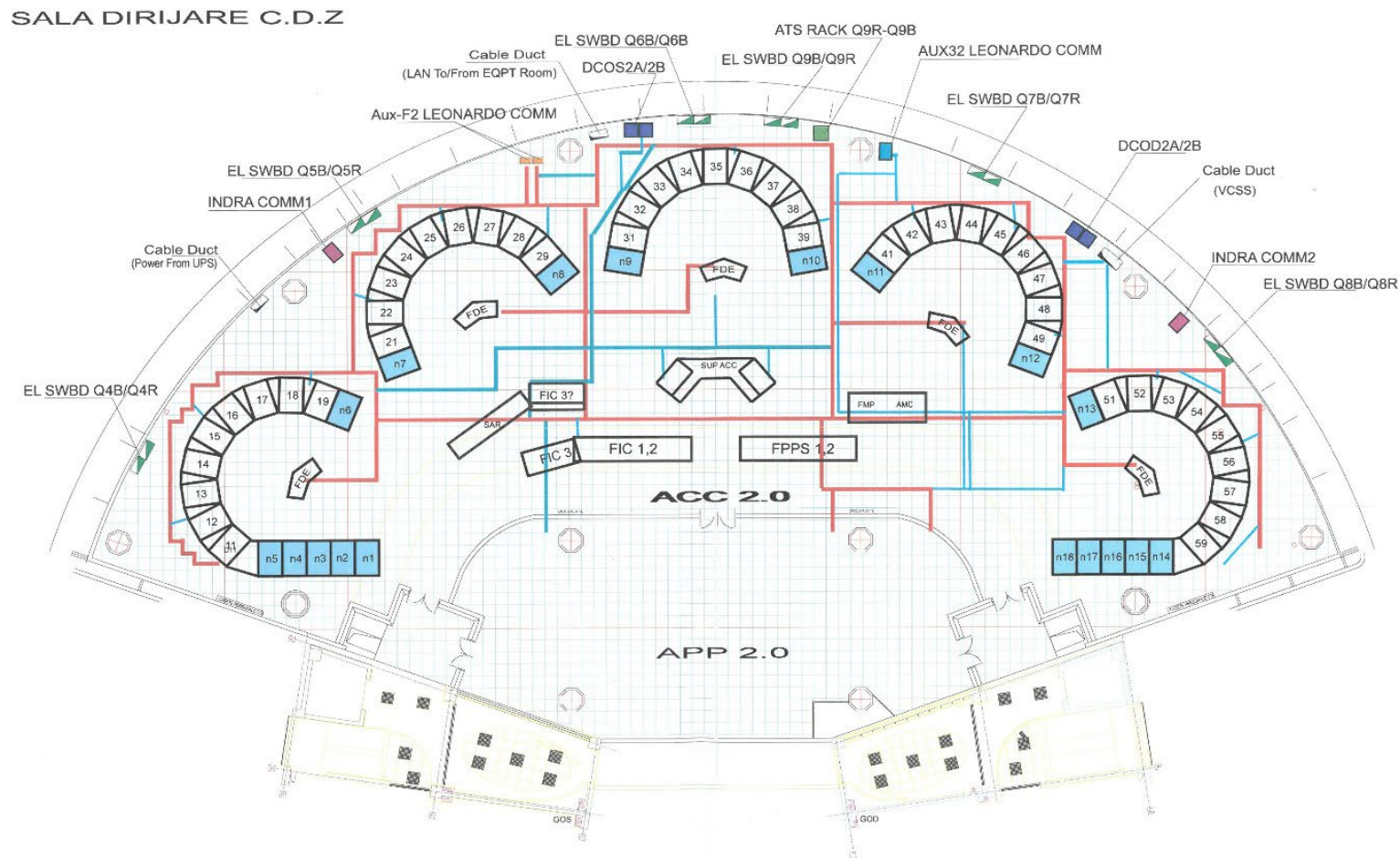
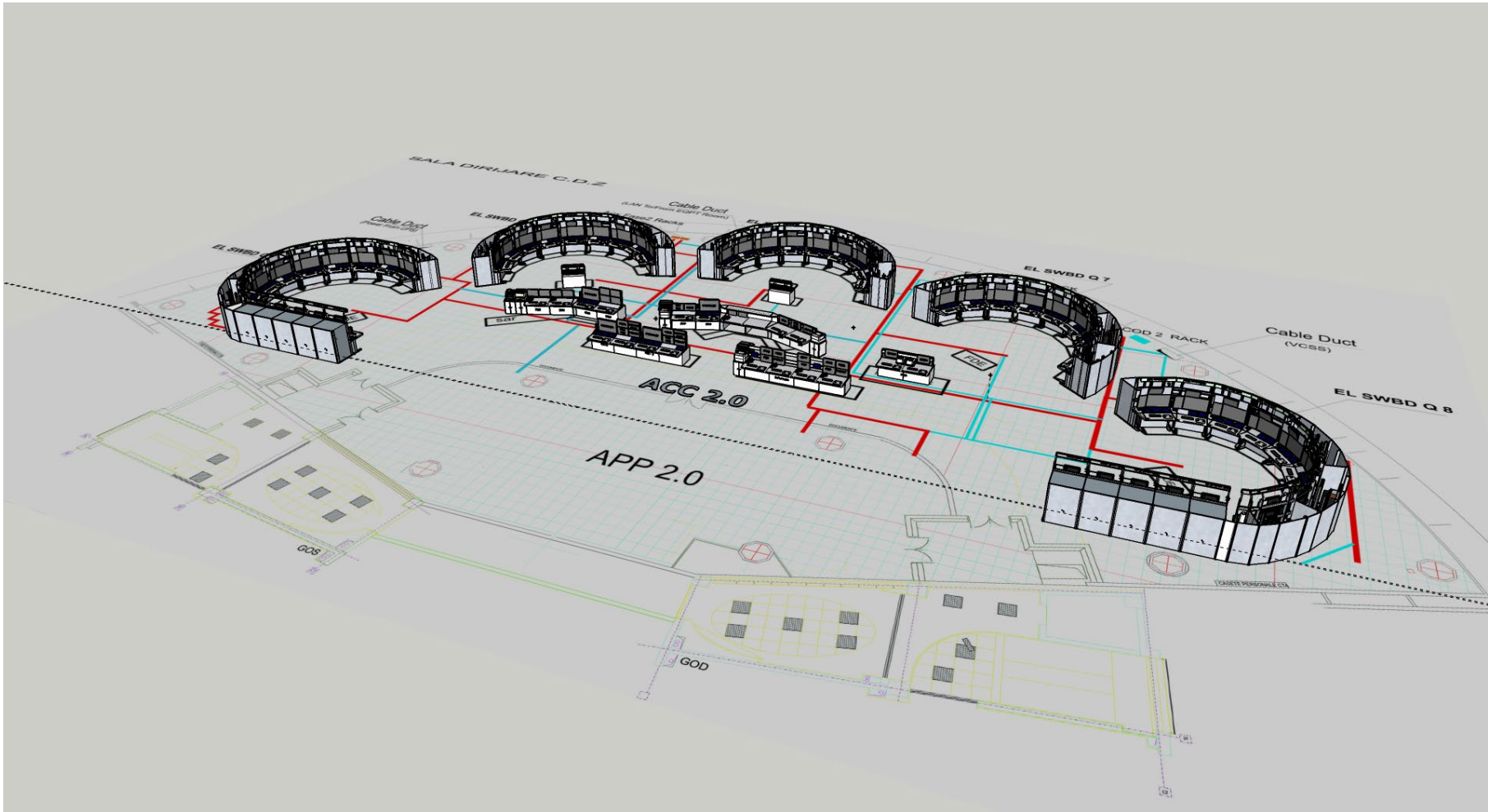




Figure 3



**Figure 4**

