

Event	Interview
Interviewee	Mr. Valery Levko Director of Tebodin Ukraine, Kiev office
Date	24 April 2009

Eunite Ukraine (EU): What did it take for the Tebodin Ukraine to get involved in the Lviv and Boryspil airports development?

- Although the basis was there (Tebodin network experience in airports design), it took quite a big amount of resources (manhour) involvement to develop a good commercial proposal.

EU: How does the process of getting an assignment from the government go in Ukraine?

- This was the only experience of Tebodin Ukraine with assignment from the government of Ukraine, before this case we dealt with governmental entities from abroad, or with private companies. According to Ukrainian legislation, main source of information about all projects financed by the Ukrainian government is 'Bulletin of Public Procurement' (<http://www.goszakupki.com.ua/>) that is being issued weekly. All information about current tenders is also available on the web-site of specific Ministry. If we mean airports, we check the web-site of Ministry of Transport and Communications of Ukraine.

EU: What were the biggest problems that you were faced with during the tender procedures? How did you undertake them?

- The biggest problem was to meet the requirements of ToR, because tender documents set contained contradictory provisions. In such cases we announced our opinion to be registered in the protocol of bids opening.

EU: What competitors did you have? From which side did you experience the strongest competition, from local or foreign bidders?

- Our competitors were Ukrainian, Czech and Lithuanian companies. The strongest competition (mainly in financial offer) we experienced from Ukrainian bidders.

EU: Where do you see opportunities for Dutch companies within the Boryspil and Lviv airports development, what are the interesting areas for Dutch companies to focus on?

- To our opinion Dutch companies have to focus on supply of specific hi-tech processing equipment such as baggage-handling system, check in system, UPS, etc.

EU: How will you advise Dutch companies to approach general contractors of construction projects with their commercial proposals?

- We advise to propose turn-key projects (including supply and construction), to construct at own cost with further compensation after commissioning and act as the terminal operator. Participation together with a local partner also increases chances of Dutch companies.