



RFP 25-06MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES

San Diego Unified Port District
Attention of Mr. Michael Bautista, Procurement Analyst II
1400 Tidelands Avenue
National City, CA 91950

Cape Canaveral, 22nd April 2025

Letter of Introduction

Dear Mr. Bautista,

We are grateful for the opportunity to submit our proposal for the inspection and maintenance services of the ADELTE passenger boarding bridge and FMT mobile passenger gangway at the Cruise Terminals in the Port of San Diego. ADELTE is committed to providing high-quality, timely solutions tailored to your specifications.

Since 1991, ADELTE has been a global leader in the design, manufacture, and service of Airport and Seaport Passenger Boarding Bridges (PBBs/SPBBs), serving both airport and cruise terminals worldwide. Our expertise spans a wide range of life-cycle services, including maintenance programs, refurbishments, upgrades, relocations, removals, and spare parts provision. We have also successfully completed refurbishment projects for PBBs/SPBBs from various manufacturers around the world.

Having thoroughly reviewed the tender documents, we confirm full compliance with all the outlined requirements. Although we were unable to attend the virtual information meeting on April 1st or submit questions by the April 8th deadline, we would like to inform you that our Global Technical Services Engineer, Mr. Rafael Gras, recently visited your facilities. As a result, we are fully informed about the status of the ADELTE passenger boarding bridge and FMT mobile passenger gangway.

Our extensive experience and unwavering commitment are reflected in the attached reference list, which highlights similar successful projects. ADELTE takes full responsibility for the turnkey delivery, including design, manufacture, transport, installation, testing, commissioning, warranty, as well as ongoing preventive and corrective maintenance, inspections, refurbishments, upgrades, and spare parts for both Seaport and Airport PBBs.

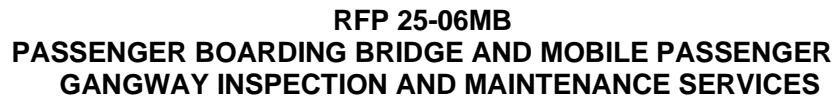
Our dedicated team, consisting of ADELTE professionals and trusted subcontractors, is fully prepared to meet all contract requirements. We are confident in our ability to deliver the required services within the specified timeframe and budget, ensuring the successful completion of all tasks.

This proposal is fully aligned with the tender document requirements, and we are eager to collaborate with you on this project to enhance the operational excellence of the Port of San Diego. We look forward to the opportunity to work together on this exciting initiative.

Yours faithfully,

A stylized signature in blue ink over the ADELTE logo, which consists of three slanted parallel lines followed by the word "ADELTE" in a bold, sans-serif font.

Alex Sivila
Director North America



_____04/22/2025_____
(Date)



RFP 25-06MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES

MINIMUM QUALIFICATIONS

Firms submitting proposals should meet the following minimum qualifications. Please answer "yes" or "no", and include an explanation, As Needed.

1. Proposer has a liability insurance policy with a policy limit amount as required on the Sample Agreement or a statement from their broker that the Proposer can have such insurance in place after notice of award.

☒ **Yes** ☐ **No**

2. Proposer has current workers' compensation insurance policy as required by the Labor Code or is legally self-insured pursuant to Labor code section 3700 ET. Seq. or is exempt because Proposer has no employees. Proposer has continuously had workers' compensation insurance or state approved self-insurance.

☒ **Yes** ☐ **No** ☐ **Exempt**

3. Proposer has automobile liability insurance policy with a policy limit of at least \$1,000,000 per claim or a statement from their broker that the Proposer can have such insurance in place after notice of award.

☒ **Yes** ☐ **No**

4. At any time during the last five years, has your firm, or any of its owners or officers been convicted of a crime involving the bidding, awarding or performance of a government contract or agreement?

☐ **Yes** ☒ **No**

5. Is your firm currently in a bankruptcy case, in Chapter 11, an applicant for Chapter 11, or an adjudicated bankrupt?

☐ **Yes** ☒ **No**



RFP 25-06MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES

SPECIAL QUALIFICATIONS

Proposers should provide the following information relevant to its operations as the basis for evaluation:

6. OTHER REQUIRED PROPOSAL INFORMATION

A. REFERENCES

Provide a list, including names, addresses, and phone numbers of at least three (3) clients that your firm has served within the last two (2) years with a scope of service similar to this RFP. By providing references, you are authorizing the District to contact such clients for an appraisal of the services they received from your firm.

Client Name, Address, Email and Phone Number	Number of Years performing similar scope of services	Describe services provided
Port Canaveral; 445 Challenger Road, Cape Canaveral, Florida 32920. Mr. Kenneth Lum , Automation Project Manager, Canaveral Port Authority. klum@portcanaveral.com 321-403-9345	11	Since 2011 our company has installed a total of 9 SPBBs at Cruise Terminals 3, 5, 6, 8, 10 in Port Canaveral. For these 9 ADELTE SPBBs our company is contracted until the end of 2025 to provide preventive maintenance support four times a year, with our two Field Technical engineers based there.
Manhattan and Brooklyn, New York; 711 12th Avenue, NY 10019. USA. Mr. Ken Winkler , General Manager, Manhattan Cruise Terminal. ken.winkler@portsamerica.com 212-641-4448	7	At the Cruise Terminals of Brooklyn and Manhattan, where our company installed a total of 8 SPBBs since 2006, our company is currently contracted to perform 2 annual preventive maintenance visits for the ADELTE SPBBs installed in both Manhattan and Brooklyn Cruise Terminals. Next to these contracted services, our company also performs Corrective Maintenance tasks and provides Spare Parts
Cape May, New Jersey & Lewes, Delaware; DMB Plaza & I295, New Castle, DE 19720. Douglas Cooper , Senior Manager Maintenance Operations, DRBA. Douglas.Cooper@DRBA.net 425-931-1731	11	At the Ferry Terminals of Cape May and Lewes our company installed a total of 2 SPBBs in 2013. We are currently contracted until 2026 to perform 3 annual preventive maintenance visits & an Annual Technical Inspection (ATI). Next to these contracted services, our company also performs Corrective Maintenance tasks and provides Spare Parts.



RFP 25-06MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES

B. PENDING LITIGATION

Are you, or any of the principals in your organization holding more than a 10% interest, presently a party to any pending litigation, liens, claims or judgments?

☐ Yes ☒ No

If yes, provide detailed information for each action. Include a listing of any lawsuit or litigation and the result of that action resulting from (a) any public project undertaken by the Proposer or by its Sub-Service Providers where litigation is still pending or has occurred within the last five years or (b) any type of project where claims or settlements were paid by the Proposer or its insurers within the last five years.

C. CONFLICT OF INTEREST

Does the company have any existing or potential conflicts of interest with the District?

☐ Yes ☒ No

If yes, attach a statement detailing the conflicts of interest.

D. SMALL BUSINESS ENTERPRISE (SBE) BONUS POINTS

Is the Proposer claiming Small Business Enterprise (SBE) Bonus Points?
Note: This is for prime Proposer only. If claiming SBE Bonus points for Sub-Service Providers, indicate so on Attachment D.

☐ Yes ☒ No

If yes, indicate SBE type (DBE, WBE etc.) and Certifying Agency below, and provide copy of SBE Certification.

SBE Type and Certifying Agency: _____

E. SERVICE PROVIDER/CONTRACTOR REGISTRATION PROGRAM

Proposer's Department of Industrial Relations (DIR) PWC Registration
Number _____ and expiration date _____, 20____.



RFP 25-06MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES

ATTACHMENT B
EXCEPTIONS TO AGREEMENT

Exceptions to the Agreement. If Proposer takes exception to the Sample Agreement, the Proposer must state the reason for the exception and state the specific proposed Agreement language to include in place of the provision. At the discretion of the District, exceptions not called out here will not be negotiable after the due date for submission of proposals.

X I acknowledge that any exceptions to the Agreement, listed below, are not preferences but are absolutely necessary for acceptance of an Agreement with the District.

1. Exceptions: Identify below if Proposer takes exception to the Sample Agreement (CHECK ONE):

EXCEPTIONS X	NO EXCEPTIONS
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2. List of Exceptions: If Proposer has exceptions to the Sample Agreement, as acknowledged above, please provide in the preferred format below.

Agreement Provision to which exception is taken	Reason for Exception	Proposed Agreement Language
a) The deductible or self-insured retention on this Commercial General Liability shall not exceed \$5,000 unless	Our insurance deductible amount is 25.000 EUR	a) The deductible or self-insured retention on this Commercial General Liability shall not exceed \$30,000 unless

Name of Proposer (Company): _____ADELTE TECHNOLOGIES INC_____

Signature

____04/22/2025_____
Date



RFP 25-06MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES

ATTACHMENT C
FEE SCHEDULE

FIXED FEE

Term 1 (07/01/25 – 6/30/26)

Item No.	Item	Quantity	Price Per Service	Total
1	Quarterly Preventive Inspection/ Maintenance CST SFMT	4	\$ 15.765.-	\$ 63.060.-
2	Quarterly Preventive Maintenance Broadway Pavilion SPBB	4	\$ 11.925.-	\$ 47.700.-
3	Technical Service Call	1	\$ 9,000.-	\$ 9,000.-

Term 2 (07/01/26 – 6/30/27)

Item No.	Item	Quantity	Price Per Service	Total
1	Quarterly Preventive Inspection/ Maintenance CST SFMT	4	\$ 16.555.-	\$ 66.220.-
2	Quarterly Preventive Maintenance Broadway Pavilion SPBB	4	\$ 12.525.-	\$ 50.100.-
3	Technical Service Call	1	\$ 9,450.-	\$9,450.-



RFP 25-06MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES

Term 3 (07/01/27 – 6/30/28)

Item No.	Item	Quantity	Price Per Service	Total
1	Quarterly Preventive Inspection/ Maintenance CST SFMT	4	\$ 17.385.-	\$ 69.540.-
2	Quarterly Preventive Maintenance Broadway Pavilion SPBB	4	\$ 13.155.-	\$ 52.620.-
3	Technical Service Call	1	\$ 9,920.-	\$ 9,920.-

Term 4 (07/01/28 – 6/30/29)

Item No.	Item	Quantity	Price Per Service	Total
1	Quarterly Preventive Inspection/ Maintenance CST SFMT	4	\$ 18.255.-	\$ 73.020.-
2	Quarterly Preventive Maintenance Broadway Pavilion SPBB	4	\$ 13.810.-	\$ 55.240.-
3	Technical Service Call	1	\$ 10,420.-	\$10,420.-



RFP 25-06MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES


Term 5 (07/01/29 – 6/30/30)

Item No.	Item	Quantity	Price Per Service	Total
1	Quarterly Preventive Inspection/ Maintenance CST SFMT	4	\$ 19.170.-	\$ 76.680.-
2	Quarterly Preventive Maintenance Broadway Pavilion SPBB	4	\$ 14.500.-	\$ 58.000.-
3	Technical Service Call	1	\$ 10,940.-	\$ 10,940.-

*All rates shall be considered part of the fully burdened hourly rates stated in this Agreement: vehicle expenses, parking, tolls, film, postage, facsimiles, computer usage, printing, normal copying and document reproduction, blue print services, travel, telecommunications, photography, and all other costs and expenses incurred in completing such services.

**DO NOT MODIFY THE ABOVE FEE SCHEDULE;
DOING SO MAY DEEM YOUR PROPOSAL NON-RESPONSIVE.**

Name of Proposer (Company): ADELTE TECHNOLOGIES INC _____



Signature

____04/22/2025_____
Date



RFP 25-06MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES



ATTACHMENT D
PROPOSER'S SUB-SERVICE PROVIDERS

Name, Address and DIR Registration Number (if applicable) of Sub-Service Provider	Type of Service	SBE Type (DBE, WBE etc.)	*Certifying Agency	**Percent of Service	Dollar Value of Services
N/A	N/A	N/A	N/A	N/A	N/A
*All services to be provided by ADELTE TECHNOLOGIES, INC.					

* Must provide copy of SBE Certification.

**Must provide percentages of work to be subcontracted. If unknown, what is your overall percentage for all subs combined for the project?



**RFP 25-06MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES**



**ATTACHMENT E
EQUAL OPPORTUNITY PROGRAM BONUS POINTS**

ADA SCOPE ENHANCEMENT: The District shall award five (5) points to a firm's total score from the evaluation criteria/matrix that has included ADA Enhancements that are **OVER AND ABOVE MINIMUM REQUIREMENTS AND WITHIN THE SCOPE OF SERVICES**, including taking into consideration Universal Design. The Proposer must submit written documentation to support their ADA Enhancements for the District's review and consideration.

Is your firm proposing ADA enhancements within the scope of services for the added bonus points? Yes ___ No x__

May include, but not be limited to the following **examples** listed below:

Incorporation of Universal Design
Review by recognized ADA committee or organization
ADA outreach
Wider sidewalks as applicable
More disabled parking as applicable
Features such enhanced Crosswalks (latest technology)

PROPOSER'S ADA PROGRAM AS PER THIS SCOPE OF SERVICE: _____



RFP 25-06MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES



STAFFING: The District shall award five (5) points to a firm's total score from the evaluation criteria/matrix that has staff with disabilities as defined by the ADA, or that has included one or more Disabled Veteran Business Enterprise (DVBE) subcontracting firm(s). The Proposer **MUST** submit DVBE certification documentation and workforce statistical data reporting number and percentage of total employees with disabilities as defined by the ADA.

Acceptable Agency DVBE Certification documentation: Central Contractor Registration (CCR) or State of California Department of General Services (DGS)

Is your firm claiming DVBE or Staffing bonus points? Yes___ No_x_

Please complete workforce statistical data:

Job Group	Disabled Staff	
	#	%
Officials/Managers		
Professionals		
Technicians		
Sales Workers		
Admin Support		
Craft Workers		
Operators		
Laborers		
Service Workers		
Total:		



RFP 25-06MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES



VETERAN'S STATUS: The District shall award five (5) points to a firm's total score from the evaluation criteria/matrix that has Veteran's status or has staff with Veteran's status. **Documentation of a firm's Veteran's status is acknowledged through the firm's good faith by completing the statistical data report listed below.**

Is your firm claiming Veteran's Status bonus points? Yes___ No_x__

Please complete workforce statistical data:

Job Group	VETERANS STATUS	
	#	%
Officials/Managers		
Professionals		
Technicians		
Sales Workers		
Admin Support		
Craft Workers		
Operators		
Laborers		
Service Workers		
Total:		



RFP 25-06MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES



ATTACHMENT F
STATEMENT REGARDING DIVERSITY, EQUITY, AND INCLUSION

Proposers represent that they are an equal opportunity employer, and it shall not discriminate against any subconsultant, employee or applicant for employment because of race, religion, color, national origin, handicap, ancestry, sex, gender, gender expression, sexual orientation, or age. Such non-discrimination shall include, but not be limited to, all activities related to initial employment, upgrading, demotion, transfer, recruitment or recruitment advertising, layoff or termination.

Provide here a written statement of Proposer's commitment to diversity, equity, and inclusion, which shall include a commitment and brief description of its plan to implement good faith efforts to recruit subconsultants and employees in a non-discriminatory manner.

ATTACH ADDITIONAL SHEETS IF NECESSARY

At ADELTE TECHNOLOGIES, INC., we are deeply committed to fostering diversity, equity, and inclusion (DEI) across all aspects of our operations. We believe that embracing a wide range of backgrounds, perspectives, and talents strengthens our company and enhances the quality of services we provide.

As part of this commitment, ADELTE TECHNOLOGIES, INC. actively implements good faith efforts to recruit, hire, and engage subconsultants and employees in a non-discriminatory manner. Our plan includes:

- Conducting broad and inclusive outreach to attract a diverse pool of qualified candidates and subconsultants.
- Partnering with organizations and networks that support underrepresented groups within the industry.
- Ensuring all job postings and procurement opportunities clearly communicate our commitment to equal opportunity.
- Maintaining fair and transparent evaluation and selection processes that emphasize qualifications and value diversity.
- Providing ongoing DEI training to our leadership and hiring teams to support inclusive decision-making.

We are proud to champion an environment where all individuals are respected, valued, and empowered to contribute to our collective success.

Alex Sivila, Director North America.



RFP 25-06MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES

Page 15 of 31 A



ATTACHMENT G




Employment and Ownership Report

Submitted to:

**Diversity, Equity, and Inclusion
Port of San Diego**

Submitted by:

Name of Business	ADELTE TECHNOLOGIES INC
Contact Person	Alex Sivila
Address	2727 Ponce de Leon Blvd
City, State, Zip Code	Coral Gables, Florida, 33134
Phone Number	321-210-8208
E-Mail Address	Asivila@adelte.com
Date	04/22/2025
Signature	

The submittal of this information and subsequent DEI updates and/or reports required by Agreement language is for recordkeeping and tracking purposes only and will not be used as a basis for decisions, unless Service Provider fails to provide such information.



RFP 25-06MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES



A. Employment Report

	Number of Employees – Report Employees in only one category						
Job Categories	Race/Ethnicity						
	Women						
	White	Black or African American	Hispanic	Native Hawaiian or Other Pacific Islander	Asian	American Indian or Alaska Native	Two or More Races
	A	B	C	D	E	F	G
Executives							
Mid-Level Executives			1				
Professionals							
Technicians							
Sales Workers							
Admin Support							
Craft Workers							
Operatives							
Laborers							
Service Workers							
Total			1				



RFP 25-06MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES



	Number of Employees – Report Employees in only one category						
Job Categories	Race/Ethnicity						
	Men						
	White	Black or African American	Hispanic	Native Hawaiian or Other Pacific Islander	Asian	American Indian or Alaska Native	Two or More Races
	H	I	J	K	L	M	N
Executives							
Mid-Level Executives			2				
Professionals			5				
Technicians			1				
Sales Workers							
Admin Support							
Craft Workers							
Operatives							
Laborers							
Service Workers							
Total			8				



RFP 25-06MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES



	Number of Employees – Report Employees in only one category							
Job Categories	Race/Ethnicity							
	Nonbinary							
	White	Black or African American	Hispanic	Native Hawaiian or Other Pacific Islander	Asian	American Indian or Alaska Native	Two or More Races	Total Col A-U
	O	P	Q	R	S	T	U	V
Executives								
Mid-Level Executives								
Professionals								
Technicians								
Sales Workers								
Admin Support								
Craft Workers								
Operatives								
Laborers								
Service Workers								
Total								



RFP 25-05MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES

B. Explanation for Completing Employment Data

Employment data must include ALL current full-time and part-time employees. Employees must be counted by sex and race/ethnic category for each of the occupational categories. You may acquire the race/ethnic information necessary for this report either by voluntary self-identification surveys of the workforce, or from post-employment records, or visual surveys of the workforce. Eliciting information on the race/ethnic identity of an employee by direct inquiry is not allowed.

For the purpose of this report, an employee may be included in the group to which they appear to belong, identifies with, or is regarded in the community as belonging. However, no person should be counted in more than one race/ethnic group. The race/ethnic categories for this survey are:

- Hispanic or Latino – A person of Cuban, Mexican, Puerto Rican, South or Central American, or other Spanish culture or origin regardless of race.
- White – A person having origins in any of the original peoples of Europe, the Middle East, or North Africa.
- Black or African American – A person having origins in any of the Black racial groups of Africa.
- Native Hawaiian or Other Pacific Islander – A person having origins in any of the peoples of Hawaii, Guam, Samoa, or other Pacific Islands.
- Asian – A person having origins in any of the original peoples of the Far East, Southeast Asian, or the Indian Subcontinent, including, for example, Cambodia, China, India, Japan, Korea, Malaysia, Pakistan, the Philippine Islands, Thailand, and Vietnam.
- American Indian or Alaska Native – A person having origins in any of the original peoples of North and South America (including Central America), and who maintain tribal affiliation or community attachment.
- Two or More Races – All persons who identify with more than one of the above five races.

To assist you in determining where to place your jobs within the occupational categories, a description of job categories is as follows:

- ***Executives (Officials and Managers):*** Individuals, who plan, direct and formulate policies, set strategy and provide the overall direction of enterprises/organizations for the development and delivery of products or services, within the parameters approved by boards of directors or other governing bodies. Residing in the highest levels of organizations, these executives plan, direct or coordinate activities with the support of subordinate executives and staff managers. They include, in larger organizations, those individuals within two reporting levels of the CEO, whose responsibilities require frequent interaction with the CEO. Examples of these kinds of managers are chief executive officers, chief operating officers, chief financial officers, line of business heads, presidents or executive vice presidents of functional areas or operating groups, chief



RFP 25-05MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES

information officers, chief human resources officers, chief marketing officers, chief legal officers, management directors and managing partners.

- **Mid-Level Executives:** Individuals who serve as managers, other than those who serve as Executive/Senior Level Officials and Managers, including those who oversee and direct the delivery of products, services, or functions at group, regional or divisional levels of organizations. These managers receive directions from the Executive/Senior Level management and typically lead major business units. They implement policies, programs, and directives of executive/senior management through subordinate managers and within the parameters set by Executive/Senior Level management. Examples of these kinds of managers are vice presidents and directors, group, regional or divisional controllers; treasurers; human resources, information systems, marketing, and operations managers. The First/Mid-Level Officials and Managers subcategory also includes those who report directly to middle managers. These individuals serve at functional, line of business segment or branch levels and are responsible for directing and executing the day-to-day operational objectives of enterprises/organizations, conveying the directions of higher-level officials and managers to subordinate personnel and, in some instances, directly supervising the activities of exempt and non-exempt personnel. Examples of these kinds of managers are: first-line managers; team managers; unit managers; operations and production managers; branch managers; administrative services managers; purchasing and transportation managers; storage and distribution managers; call center or customer service managers; technical support managers; and brand or product managers.
- **Professionals:** Most jobs in this category require bachelor and graduate degrees, and/or professional certification. In some instances, comparable experience may establish a person's qualifications. Examples of these kinds of positions include accountants and auditors; airplane pilots and flight engineers; architects; artists; chemists; computer programmers; designers; dietitians; editors; engineers; lawyers; librarians; mathematical scientists; natural scientists; registered nurses; physical scientists; physicians and surgeons; social scientists; teachers; and surveyors.
- **Technicians:** Jobs in this category include activities that require applied scientific skills, usually obtained by post-secondary education of varying lengths, depending on the particular occupation, recognizing that in some instances additional training, certification, or comparable experience is required. Examples of these types of positions include drafters; emergency medical technicians; chemical technicians; and broadcast and sound engineering technicians.
- **Sales Workers:** These jobs include non-managerial activities that wholly and primarily involve direct sales. Examples of these types of positions include advertising sales agents; insurance sales agents; real estate brokers and sales agents; wholesale sales representatives; securities, commodities, and financial services sales agents; telemarketers; demonstrators; retail salespersons; counter and rental clerks; and cashiers.
- **Administrative Support Workers:** These jobs involve non-managerial tasks providing administrative and support assistance, primarily in office settings. Examples of these types of positions include office and administrative support workers; bookkeeping; accounting and auditing clerks; cargo and freight agents; dispatchers; couriers; data entry keyers; computer



RFP 25-05MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES

operators; shipping, receiving and traffic clerks; word processing and typists; proofreaders; desktop publishers; and general office clerks.

- **Craft Workers:** Most jobs in this category include higher skilled occupations in construction (building trade craft workers and their formal apprentices) and natural resource extraction workers. Examples of these types of positions include boilermakers; brick and stone masons; carpenters; electricians; painters (both construction and maintenance); glaziers; pipe layers; plumbers, pipe fitters and steamfitters; plasterers; roofers; elevator installers; earth drillers; derrick operators; oil and gas rotary drill operators; and blasters and explosive workers. This category also includes occupations related to the installation, maintenance and part replacement of equipment, machines, and tools, such as: automotive mechanics; aircraft mechanics; and electric and electronic equipment repairers. This category also includes some production occupations that are distinguished by the high degree of skill and precision to perform them, based on clearly defined task specifications, such as millwrights, etchers, and engravers; tool and die makers; and pattern makers.
- **Operatives:** Most jobs in this category include intermediate skilled occupations and include workers who operate machines or factory-related processing equipment. Most of these occupations do not usually require more than several months of training. Examples include textile machine workers; laundry and dry-cleaning workers; photographic process workers; weaving machine operators; electrical and electronic equipment assemblers; semiconductor processors; testers, graders, and sorters; bakers; and butchers and other meat, poultry, and fish processing workers. This category also includes occupations of generally intermediate skill levels that are concerned with operating and controlling equipment to facilitate the movement of people or materials, such as: bridge and lock tenders; truck, bus, or taxi drivers; industrial truck and tractor (forklift) operators; parking lot attendants; sailors; conveyor operators; and hand packers and packagers.
- **Laborers:** Jobs in this category include workers with more limited skills who require only brief training to perform tasks that require little or no independent judgment. Examples include production and construction worker helpers; vehicle and equipment cleaners; laborers; freight, stock, and material movers; service station attendants; construction laborers; refuse and recyclable materials collectors; septic tank services; and sewer pipe cleaners.
- **Service Workers:** Jobs in this category include food service, cleaning service, personal service, and protective service activities. Skill may be acquired through formal training, job-related training, or direct experience. Examples of food service positions include cooks; bartenders; and other food service workers. Examples of personal service positions include medical assistants and other healthcare support positions; hairdressers; ushers; and transportation attendants. Examples of cleaning service positions include cleaners; janitors; and porters. Examples of protective service positions include transit and railroad police and fire fighters; guards; private detectives and investigators.



RFP 25-05MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES

C. Statement of Ownership

Is your firm currently certified as any of the following (check all that apply) and if so, please identify the certifying agency:

- | | |
|---|---|
| <input type="checkbox"/> Small Business Enterprise (SBE) certified by: | <input type="checkbox"/> Veteran owned business (VBE) certified by: |
| <input type="checkbox"/> Woman owned business (WBE) certified by: | <input type="checkbox"/> LGBTQIA+ owned business certified by: |
| <input type="checkbox"/> Minority owned business (MBE) certified by: | <input type="checkbox"/> HUBZone |
| <input type="checkbox"/> Disabled Veteran owned business (DVBE),
certified by: | <input type="checkbox"/> Other: |

Please check here ☐ if you believe you are eligible for any of the above certifications, and for WBE or MBE please voluntarily self-identify as follows and DEI staff will contact you with certification information:

Gender:	Ethnicity:	
<input type="checkbox"/> Woman	<input type="checkbox"/> Hispanic or Latino	<input type="checkbox"/> Native Hawaiian/Pacific Islander
<input type="checkbox"/> Male	<input type="checkbox"/> White	<input type="checkbox"/> American Indian/Alaska Native
<input type="checkbox"/> Nonbinary	<input type="checkbox"/> Black or African American	<input type="checkbox"/> Two or More Races

Type of Legal Business Structure: (check all that apply)

<input type="checkbox"/> Sole Proprietorship	<input checked="" type="checkbox"/> Corporation
<input type="checkbox"/> Limited Liability Partnership	<input type="checkbox"/> Limited Liability Company
<input type="checkbox"/> Partnership	<input type="checkbox"/> Privately Held
<input type="checkbox"/> Publicly Traded	<input type="checkbox"/> Other, please describe:

Identify the majority owner(s) of the firm:

Name/Title:	Address:	Email:	Phone:	% Owned:	Years Owned:
ADELTE GROUP S.L.	Avenida Josep Tarradellas 20 – 4th Floor, 08029 – Barcelona, Spain	Jflorete@adelte. com	+ 34 933 632 294	100	19



RFP 25-05MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES

ATTACHMENT H
PROPOSAL RESPONSE FORM
San Diego Unified Port District

APPROACH TO THE PROJECT

1. Describe your company's approach to inspecting, maintaining, and repairing passenger boarding bridges (PBBs) and mobile passenger gangways (MPGs) to ensure operational reliability and compliance with industry standards.

R:

ADELTE possesses the capability, proven extensive knowledge and experience to perform the described and requested service for the 2 SPBBs installed at the port of San Diego.

Upon contract award, a Project Team will be established by ADELTE, and this group of people will be responsible for executing the assigned scope of works. The make-up of the Project Team will be maintained throughout the duration of the whole project to assure consistency in quality of product and service and to take maximum advantage of the experiences gained in working on similar projects around the world. Key members of the Project Team will attend a project "kick-off" meeting to finalize the scope of works, dates for the material submission and external parties that need to be coordinated to ensure the project delivery schedule is achieved.

ADELTE will assign a GTS Project Manager whose role will be overall project management and coordination, control, and execution of the works. The Project Manager will also be involved with the safety of the site and coordinate with the Safety Officer. The Project Manager will be assisted by a competent staff of creative industrial and mechanical engineers and other appropriate technical disciplines needed to perform the scope of work as assigned by the tender documents

ADELTE will develop a comprehensive schedule of the preventive maintenance visits and will have the designated staff available to travel to San Diego in the scheduled dates.

If at any moment, the preventive maintenance or technical inspection visits detect that corrective measures, upgrades, or refurbishments are recommended, ADELTE will prepare an exhaustive report described those recommendable actions and their reasons.

2. Provide a detailed preventative maintenance plan, including inspection frequencies, key tasks, and methodologies for identifying and addressing wear, corrosion, or mechanical issues.

R:

The proposed preventive maintenance program scope of works includes the following:

- 4 annual visits of 4 working days each, with the following manpower:
 - o 1 ADELTE Global Technical Services Manager
 - o 1 ADELTE Field Service Engineer



RFP 25-05MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES

- 1 of these visits would be an Annual Technical Inspection visit, which will include the submittal by ADELTE of technical reports with pictures, status description, and recommended corrective measures if any.
- 24-hour-per-day, 7-day-per-week emergency callback service.
- On-site Response Time: 2 hours or less of a repair technician.

During the rest of the year the rest of the year, monthly visual and operational checks should be performed by the Port Staff, to check if nothing unusual happened. Those are routine and easy tasks, but it is recommendable that they are performed once a month. Visual and operational recommendable checks would be shared by ADELTE as soon as the contract begins.

The scope of works of the (4 annual) preventive maintenance visits includes, but is not limited to, inspection, checking, testing and lubrication of the mechanical, electrical, and hydraulic equipment of the SPBB:

1. SPBB General Visual Aspects including:

2. Detection of Paint Damage and Corrosion

- Structural inspection
- Structure joints adjustment
- Corrosion (external and internal zones)
- Flooring

3. Traction System

- Movements. Check correct functioning
- Check motors/brakes
- Check motors consumptions
- Check motors and gearboxes oil level
- Lubrication

4. Tunnels

- Movements. Check correct functioning
- Limit Switches for movements. Adjust and check correct functioning

5. Elevation Gantries

- Movements. Check correct functioning
- Inspect gantry movement guides
- Check motors/brakes
- Limit Switches for movements. Adjust and check correct functioning
- Check motors consumptions
- Check motors and gearboxes oil level
- Lubrication



RFP 25-05MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES

6. Cabin

- Movements. Check correct functioning
- Check guide mechanisms
- Limit Switches for movements.
- Adjust and check correct functioning
- Inductive sensors. Adjust and check correct functioning

7. Automatic Mode

- Check correct functioning
- Check limit switches
- Check sensors

8. Power Supply

- Check main enclosure
- Check main protection adjustment
- Electrical measures
- Check auxiliary power equipment

9. Hydraulic System

- Check pressure, flow and speed
- Cylinders articulations and joints inspection
- Oil level

10. Services

- Interior and exterior lights. Check correct functioning
- Emergency lights. Check correct functioning
- Sockets. Check correct functioning and voltage
- Handrails inspection and cleaning
- Tunnel and walkway rubber water tightness
- Emergency stops. Check correct functioning

11. Human Machine Interface

- Check configuration
- Check command and signalling correct functioning
- Software and PLC control verification

Annual Programm /Schedule:

An example or estimation of the proposed first annual preventive maintenance program (July 2025-June2026) for the two mentioned Passenger Boarding Bridges would be as it follows:



RFP 25-05MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES

	Month	Visits	ADELTE Men-power	Working days
1	July 2025	First inspection & Preventive Maintenance visit by ADELTE	1 ADELTE GTS Manager & 1 ADELTE FTS Engineer	4
2	August 2025	Monthly visual and operational check	By client operators	2
3	September 2025	Monthly visual and operational check	By client operators	2
4	October 2025	Preventive Maintenance Visit by ADELTE	1 ADELTE GTS Manager & 1 ADELTE FTS Engineer	4
5	November 2025	Monthly visual and operational check	By client operators	2
6	December 2025	Monthly visual and operational check	By client operators	2
7	January 2026	Preventive Maintenance Visit by ADELTE	1 ADELTE GTS Manager & 1 ADELTE FTS Engineer	4
8	February 2026	Monthly visual and operational check	By client operators	2
9	March 2026	Monthly visual and operational check	By client operators	2
10	April 2026	Preventive Maintenance Visit by ADELTE	1 ADELTE GTS Manager & 1 ADELTE FTS Engineer	4
11	May 2026	Monthly visual and operational check	By client operators	2
12	June 2026	Monthly visual and operational check	By client operators	2

The above first year proposed schedule would be revised and defined together with the client, and final dates would be always scheduled in agreement between both parties.

Additionally, the 24/7 call assistance service is also included in this proposal, and it will allow the Port of San Diego to call at any time during the week (24h per day, 7 days per week), and an ADELTE Global Technical Services Engineer will respond and give the desired remote assistance to help solving an issue or making a diagnosis. Moreover, a local company of Global Technical Services based in San Diego will be provided as an emergency contact to assist on-site in less than two hours from the emergency call.

Regarding the ADELTE call assistance service offered, ADELTE will provide a cell phone number to benefit from remote assistance whenever it will be required, during 24h a day and 7 days a week. The cell phone number will be redirected to different experienced Electro-mechanical Engineers of ADELTE's Global Technical Services department.

Thanks to the Remote Access System developed by ADELTE this remote assistance could be performed more efficiently and quicker than without it. The latest generation ADELTE SPBBs installed already have a Remote Access System incorporated, which consists of connecting the PLC system to a router, to allow ADELTE to see the HMI messages remotely. The advantages of this system are further described below.



RFP 25-05MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES

With this system ADELTE will be able to connect remotely to the SPBB screen and will be able to faster diagnose and remotely assist in solving basic issues of the SPBB. This device allows ADELTE Global Technical Services Engineers instant and remote access to the SPBB control system at any given moment from the offices in Barcelona; and they could access to the main screen failures messages and to historical data

3. How do you ensure minimal disruption to passenger and port operations during scheduled maintenance and inspections?

R:

ADELTE GTS Engineers will coordinate the preventive maintenance visits with the San Diego designated personnel and together will schedule the visits whenever it is less disturbing for the Port Operations. However, ADELTE will require non-cruise calls during normal working hours when performing the preventive maintenance tasks.

4. What measures do you take to ensure ADA compliance, safety regulations, and best practices for passenger boarding equipment?

R:

ADELTE has a large experience in the design, manufacture, installation, refurbishment and preventive maintenance of Seaport Passenger Boarding Bridges for the USA, where it is always mandatory to fulfill with the ADA regulations. It is understood by ADELTE the importance of always considering this regulation and ensure its compliance at any time.

5. Explain how your team documents and reports inspection findings, maintenance activities, and compliance with regulatory requirements.

After each visit, ADELTE will provide the following technical documentation:

- **Maintenance Checklist (to be filled during the PM works)**
- **Technical report**, with all the observations, photographs, analysis and conclusions coming up from the
- visit:
 - General state of SPBB
 - Electrical connections, measures, cabinets and Boxes
 - Control Panel
 - General Services
 - Traction System
 - Electromechanical Gantries
 - Active Cabin
 - Building connection
 - Ramps for People with Reduced Mobility (ADA)



RFP 25-05MB PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER GANGWAY INSPECTION AND MAINTENANCE SERVICES

To correctly check the Preventive Maintenance program carried out of the SPBB, it would be required to have the Preventive Maintenance checklists of the maintenance tasks done during the year. In this report all the necessary corrective works to be carried to make the SPBB fully operational will be identified.

The Preventive Maintenance records, as it is developed up until today, could be performed in two different ways/systems:

- Fulfilling the preventive maintenance checklists in excel file & with the Word/PDF report after the annual technical inspection. This information would be performed and received by both parties and saved in their servers or equivalent.
- Fulfilling the same documents and ADELTE will provide certificates with a QR code, which will address to an Owncloud web site where all the registers would be uploaded.

PREVENTIVE MAINTENANCE CERTIFICATES

**INSPECTION
CERTIFICATE**

EQUIPMENT SERIAL NUMBER:

☐ TECHNICAL INSPECTION PERIODICITY: 1 3 6 12

☐ MAINTENANCE

CHECKED BY ADELTE TECHNICIAN:

HAS REVISED THIS INSTALLATION AT: / / 20

NEXT INSPECTION DATE: / / 20

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ADELTE
INSPECTION & MAINTENANCE

CAPABILITY TO PERFORM

1. Provide details on your team's technical qualifications, certifications, and experience in maintaining and repairing passenger boarding bridges and mobile gangways.

R:

ADELTE draws upon over 25 years of extensive expertise in the comprehensive lifecycle management of Seaport Passenger Boarding Bridges (SPBBs) for Cruise Terminals. From design, manufacture, transport, and installation to commissioning and ongoing life-cycle maintenance support services, our commitment to excellence is unwavering.

As of April 2025, ADELTE has successfully delivered over 190 SPBBs to Cruise and Ferry terminals across 69 ports worldwide. Currently, our dynamic project portfolio includes 15 PBBs slated for delivery within the next two years, strategically positioned in the USA, Europe, North Africa, and Asia.

Our Global Technical Services (GTS) team, headquartered in Barcelona, spearheads life-cycle maintenance support for PBBs at airports and seaports. Comprising highly qualified and experienced engineers and technicians, the GTS team not only conducts regular preventive and corrective maintenance services but also



RFP 25-05MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES

undertakes upgrades, refurbishments, inspections, operator training, dismantling, disposals, and spare parts management.

With GTS offices strategically located in the USA (Florida), Latin America (Argentina, Chile, Colombia, and Panama), Greece, and India, alongside a network of local service support partners worldwide, ADELTE ensures a robust global presence.

A pivotal strategic objective for ADELTE is to enhance client satisfaction with our products and services. Our focused efforts in strengthening the GTS team have recently culminated in securing a contract from Broward County in Florida. This contract entrusts us with the preventive and corrective maintenance and operational support for all boarding bridges installed by FMT in Port Everglades (since one year ago).

Notably, ADELTE boasts an exemplary product safety and viability record. We have neither been involved in past nor are currently entangled in any litigation related to product liability or safety concerns. Our dedicated workforce adheres to a commitment to clients, suppliers, partners, and colleagues, maintaining a continuous focus on delivering sustainable results while upholding our Corporate Values of Innovation, Communication, Quality, Safety, Integrity, Service, and Teamwork.

2. What is your typical response time for emergency service requests?

R:

The call attendance service is provided 24/7 and in the unusual event of not being able to pick up the phone, in less than two hours, an ADELTE Engineer would contact the client. The repair time depends on the manufacture delivery time of the material required for each specific case. If the required material is available on-site as a spare part of the Port stock, ADELTE typically provides service in 24hours if it's an emergency.

3. Do you offer 24/7 emergency repair services, and if so, what is your availability for urgent maintenance needs?

R:

Please, refer to the previous answer.

4. How do you ensure quality control and adherence to contractual performance standards?

R:

ADELTE leverages extensive experience in delivering a comprehensive range of After-Sales Services, supported by highly qualified staff dedicated to upholding ADELTE's exacting standards for San Diego Seaport Passenger Boarding Bridges (SPBBs).

With a global installation record exceeding 190 Seaport PBBs, ADELTE offers clients a suite of After-Sales services. These include Preventive and Corrective Maintenance, Annual or Occasional Technical Inspections, Training, Spare Parts provisioning, Upgrades, and Refurbishments, along with a tailored On-Call Assistance service. Notably, our innovative Remote Access System (RAS) allows ADELTE's Global Service engineers in Barcelona to remotely access clients' PBBs, facilitating rapid diagnostics and minimizing downtime.

ADELTE is committed to supporting clients throughout the entire lifecycle of their SPBBs post-project handover. Our team takes pride in the long-standing tenure and expertise of our personnel, ensuring continuity and excellence in service delivery.



RFP 25-05MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES

RELEVANT EXPERIENCE

1. Provide at least three references from clients with similar passenger boarding bridge and mobile gangway inspection and maintenance service needs, preferably in the maritime, cruise, or aviation industries. Include:
 - Client name
 - Contract period
 - Scope of work performed
 - Contact information

R:

Please, refer to the attachment A, 6.A, References Table.

2. Describe your experience working with ports, cruise terminals, airports, or similar large-scale transportation infrastructure.

R:

ADELTE Ports & Maritime S.L.U. is a company of ADELTE Group S.L., an engineering organization with six decades of experience in the design, manufacturing, supply and maintenance of innovative solutions and results-driven services to enhance airports, seaports, and road transport operations worldwide. ADELTE Ports & Maritime ("ADELTE") is based in Barcelona, Spain.

ADELTE usually performs pre-assembly of the SPBBs at the port of Barcelona and transport overseas the whole SPBBs fully assembled to the port of destiny. Moreover, big tunnels and other sub-assemblies are usually transported from the factory or manipulated on-site with the assistance of cranes.

3. Outline your experience in retrofitting, upgrading, or replacing PBB and MPG components to meet changing operational needs.

R:

Our company boasts extensive expertise in the upgrade and refurbishment of Airport and Seaport Passenger Boarding Bridges. Between the extensive list of upgrade and refurbishment projects undertaken for PBBs at airport, cruise, and ferry terminals over the past decade; below, we highlight three notable upgrade and refurbishment projects executed between 2022 and 2025, offering a glimpse into the kind of services akin to the scope required for the port of San Diego:

1. MOBILE ALABAMA CRUISE TERMINAL – MOBILE, USA

ADELTE was contracted in 2022 to upgrade the PLC system as well as the control system of the PBB designed, manufactured, and installed by our company in 2009. The project was executed in 2022.

2. PORT CANAVERAL, CRUISE TERMINALS 3, 6 and 10 – CANAVERAL, USA

ADELTE was contracted in 2023 to upgrade the HMI systems the 6 PBBs, designed, manufactured, and installed by our company. The project was executed in 2023.

3. GALVESTON CRUISE TERMINAL 25 – FMT SPBB:

ADELTE was contracted in 2024 a comprehensive refurbishment of the electrical, PLC and control system of an FMT SPBB installed at the Cruise Terminal 25, at Galveston Port. It was successfully completed 2 months ago, February 2025.



RFP 25-05MB
PASSENGER BOARDING BRIDGE AND MOBILE PASSENGER
GANGWAY INSPECTION AND MAINTENANCE SERVICES

COST AND PRICE

1. Proposer shall complete, sign, date & submit Attachment C - Fee Schedule. No additional information is required.

— — — — — — — — — — — — — — —

To complete the **Proposal Package** with the information not provided in the attachment H, the following information is required:

Proposer's entire rate sheet to be submitted as part of the Proposal Package and it may or may not be included as part of the resulting agreement(s)

R:

	Man-power Daily Rates for corrective & emergency works	
E1	Labor rate Engineer onsite Mon-Fri 7am-4pm	150.00 \$/h
E2	Labor rate Engineer onsite Monday-Friday Overtime	240.00 \$/h
E3	Labor rate Engineer onsite Weekends and holidays 7am-4pm	240.00 \$/h
E4	Labor rate Engineer onsite Weekends and holidays overtime	360.00 \$/h
M1	Labor rate Mechanic Mon-Fri 7am-4pm	90.00 \$/h
M2	Labor rate Mechanic onsite Monday-Friday Overtime	130.00 \$/h
M3	Labor rate Mechanic onsite Weekends and holidays 7am-4pm	130.00 \$/h
M4	Labor rate Mechanic onsite Weekends and holidays Overtime	210.00 \$/h

These prices include:

- Corrective maintenance tasks daily fee. They will be billed separately according to the above table.

These prices do not include:

- Travel time and travel expenses
- Taxes.