

01/07/2026



COCHIN INTERNATIONAL AIRPORT LTD

NOTICE INVITING EXPRESSION OF INTEREST (EOI)

Expression of Interest (EOI) is invited from reputed firms/agencies for the implementation and supply of a **Mobile Drug Testing System** for use at Cochin International Airport Ltd (CIAL).

Name of Work
Supply, Installation, Testing, Demonstration and Commissioning of Mobile Drug Testing System for CIAL

Interested firms may submit their application along with supporting documents through the online form/e-mail on or before 22/07/2026.

For details visit: www.cial.aero

MANAGING DIRECTOR

COCHIN INTERNATIONAL AIRPORT LTD

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1. INTRODUCTION

Cochin International Airport Ltd (CIAL) intends to implement a Mobile Drug Testing System for strengthening operational safety, preventive vigilance, airside discipline, and safety compliance within the airport operational environment.

The proposed system is intended for use in safety-sensitive operational areas involving personnel engaged in airside operations, ground handling, vehicle operations, terminal operations, maintenance activities, security-sensitive functions, and other operational support services.

Considering the availability of multiple technologies, testing methodologies, deployment models, and operational concepts in the market, CIAL intends to invite Expression of Interest (EOI) from reputed firms/agencies having expertise in development, supply, integration, and implementation of Mobile Drug Testing Systems and related operational safety solutions.

This EOI is intended to enable CIAL to study available technologies, methodologies, operational practices, and implementation models before finalization of detailed technical specifications and procurement conditions.

2. OBJECTIVES OF THE EOI

The objective of this EOI is:

- i. To understand available technologies and methodologies relating to Mobile Drug Testing Systems.
- ii. To understand operational, technical, legal, and implementation aspects associated with such systems.
- iii. To identify suitable vendors/agencies/system integrators capable of implementing the proposed solution.
- iv. To obtain inputs and suggestions from industry participants for preparation of future tender specifications and operational requirements.
- v. To facilitate a transparent and competitive procurement process at a later stage.

3. SCOPE OF THE PROPOSED SYSTEM

The proposed system may broadly include:

- Mobile and/or portable drug detection/testing solutions.
- Screening, monitoring, or detection mechanisms for prohibited narcotic and psychoactive substances.
- Hardware, software, accessories, consumables, and related operational support systems.
- Data recording, reporting, storage, and monitoring solutions.
- Training, demonstration, implementation support, maintenance, and after-sales service.

Respondents may propose any suitable methodology, testing technology, deployment architecture, operational model, or integrated solution relevant to the intended operational requirement.

4. TECHNOLOGY / SOLUTION APPROACH

CIAL is open to evaluating different technologies, methodologies, and operational concepts available in the market.

Interested firms may submit details regarding:

- Proposed technology and methodology.
- System architecture and operational workflow.
- Deployment model and field applicability.
- Safety, legal, and operational considerations.
- Validation/certification details, if any.
- Similar implementations or case studies.
- Integration capability with airport operational systems, if applicable.
- Any innovative features or additional operational advantages.

The proposed solutions may include portable, handheld, mobile, fixed, cloud-based, AI-enabled, integrated, or any other suitable technology platforms.

5. EXPERIENCE REQUIREMENTS

Interested firms/agencies should preferably have:

- Experience in implementation/supply of similar systems or operational safety solutions.
- Experience with airports, transportation systems, law enforcement agencies, government organizations, defence/security agencies, industrial safety environments, healthcare, or other relevant sectors.
- Local support/service capability in India.

6. TECHNICAL PRESENTATION / DEMONSTRATION

CIAL may conduct technical presentations, discussions, demonstrations, or interaction sessions with shortlisted respondents either physically or virtually.

Respondents may also present:

- Product demonstrations
- Technology concepts
- Operational workflows
- Implementation methodologies
- International or domestic case studies

7. DOCUMENTS TO BE SUBMITTED

Interested firms/agencies may submit:

- Covering letter on company letterhead.
- Company profile and organization details.
- Details of similar projects/experience.
- Product literature/catalogues/brochures, if available.
- Technology overview and methodology details.
- Details of certifications/validations, if applicable.
- Local support/service capability details.
- Indicative budgetary quotation, including the approximate cost of the Mobile Drug Testing System, accessories, software (if applicable), commissioning, training, warranty, annual

maintenance, and the approximate unit cost of disposable mouthpieces/test kits/consumables required for routine operation.

- Any suggestions/recommendations relevant to the project.
- Any other relevant information considered useful for evaluation.

8. IMPORTANT NOTES

- i. This EOI is intended only for understanding available technologies, methodologies, and market capabilities.
- ii. This EOI does not constitute a tender or commitment for procurement.
- iii. Submission of EOI does not guarantee qualification or award of work.
- iv. CIAL reserves the right to modify, expand, reduce, or alter the scope and requirements during future tendering stages.
- v. CIAL reserves the right to accept or reject any or all responses without assigning reasons.
- vi. Detailed technical specifications, qualification criteria, commercial terms, and operational requirements shall be finalized separately by CIAL based on operational requirements and EOI responses received.

9. SUBMISSION DETAILS

Responses may be submitted through:

- Online Form / E-mail / Hard copy submission

Submission Last Date: 22/07/2026

For clarification contact:

Pramod C Nair
Senior Manager – Operations
Cochin International Airport Ltd
Email: pramod@cial.aero
Mobile: 9539489490

For further details visit www.cial.aero/tenders

Sd/-

MANAGING DIRECTOR

COCHIN INTERNATIONAL AIRPORT LTD (CIAL)

ANNEXURE – I
FORMAT FOR COVERING LETTER

(To be submitted on Company Letterhead)

To
Managing Director
Cochin International Airport Ltd
Kochi Airport P.O.
Kerala – 683111

Subject: Submission of Expression of Interest (EOI) for Mobile Drug Testing System for CIAL

I/We _____ hereby submit our Expression of Interest for the proposed Mobile Drug Testing System for Cochin International Airport Ltd.

I/We declare that the information furnished in this application and documents enclosed are true and correct to the best of my/our knowledge.

I/We understand that this EOI is intended only for technical assessment, market study, and understanding of available technologies/methodologies and does not constitute award of work.

I/We understand that CIAL may finalize technical specifications, scope, procurement conditions, and implementation methodology independently based on operational requirements and EOI responses received.

Date: _____

Signature of Authorized Signatory

Name:

Designation:

Company Seal: