

AGENDA



Thursday, November 29, 2007

Purchasing Office
RECOMMENDATION FOR COUNCIL ACTION

Item No. 35

Subject: Authorize execution of a 36-month requirements service agreement with BARRY CLARK & ASSOCIATES, INC., Roanoke, TX, and TRANSYSTEMS/CAMPBELL-HILL, Alexandria, VA, for air service market evaluation and development services in an estimated amount not to exceed \$450,000 each and combined, with three 12-month extension options in an estimated amount not to exceed \$150,000 per extension option each and combined, for a total estimated contract amount not to exceed \$900,000 each and combined.

Amount and Source of Funding: Funding in the amount of \$137,500 is available in the Fiscal Year 2007-2008 Operating Budget of the Aviation Department. Funding for the remaining 25 months of the original contract terms and extension options is contingent upon available funding in future budgets.

Fiscal Note: There is no unanticipated fiscal impact. A fiscal note is not required.

For More Information: Cruz Banda, Buyer II, 974-2133.

Purchasing Language: Best evaluated proposals of three proposals received.

MBE/WBE: This contract will be awarded in compliance with Chapter 2-9C of the City Code (Minority-Owned and Women-Owned Business Enterprise Procurement Program). No subcontracting opportunities were identified; therefore, no goals were established for this solicitation.

Boards and Commission Action: Recommended by the Austin Airport Advisory Committee.

This contract will provide for air service development expertise to assist the Department of Aviation with developing and presenting data and marketing strategies to new and existing air cargo and passenger airlines to expand services in/out of Austin-Bergstrom International Airport. These highly analytical presentations to airlines point out opportunities for increased frequency on existing routes and emphasize opportunities for new non-stop flights to popular destinations. Barry Clark & Associates, Inc., and TranSystems/Campbell-Hill Aviation have extensive air service development experience. Barry Clark & Associates, Inc., has worked successfully with a wide array of clients including Dallas/Fort Worth International Airport, Atlanta Hartsfield International, Raleigh-Durham, Southwest Airlines, and American Airlines. TranSystems Campbell-Hill Aviation, has extensive experience providing airline and airport clients with planning data, fare analysis, passenger traffic forecast, regional jet impact, and other considerations for route enhancements.

It is recommended that one contract be awarded to both of these two proposers due to the specialized expertise of these firms. Barry Clark & Associates will evaluate the air service potential for ABIA's routes through economic analysis and existing market conditions and provide additional database and market analysis by geographic area for routes planning and analysis, with focus on Mexico and regional opportunities. TranSystems/Campbell-Hill Aviation will provide consultation and presentation development for major meetings with corporate airlines where the firm has highly developed contacts and/or an extremely successful track record and will provide regional air cargo development analysis on an as-needed basis.

MBE/WBE Solicited: 15/14

MBE/WBE Bid: 0/0

PRICE ANALYSIS

- a. Adequate competition.
- b. One hundred and eighty-six notices were sent, including 15 MBEs and 14 WBEs. Three proposals were received, with no response from the MBE/WBEs.

APPROVAL JUSTIFICATION

- a. Best evaluated proposal received.
- b. The Purchasing Office concurs with Aviation Department's recommended award.
- c. Advertised in the Austin American-Statesman and the Internet.