

INDUSTRY DAY



Upcoming Projects: Other Airport Contracts

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Property Management and Business Development Division

- Acts as a liaison to airport tenants, concessionaires, airlines, general aviation, and other stakeholders.
- Directs the negotiation, preparation, processing, implementation, and enforcement of over 160 revenue-generating leases and agreements, including:
 - Airlines
 - Food & Beverage Concessions
 - Retail Concessions
 - 3rd party Development Contracts
 - Passenger services
 - Advertising
 - Cargo
 - FBOs
 - Hotels
 - Rental Car Companies
 - In-flight Catering
 - Ground Handlers
 - Support services (FAA, Customs, TSA, wheelchairs, telecom) at the airport.



Future Business Opportunities

- New Terminal B Concessions
 - Food & Beverage/Retail
- Master Vending Operator in Terminal A (BJT)
- Passenger Lounges
- West Gate Expansion Concessions
 - Food and Beverage/Retail
- RFPs will be released for each of these opportunities
- Airport Website and Industry Websites such as ACI-NA/AAAE/AMAC/AXN



AUS Purchasing

- Provides support for the Aviation Department to procure goods and/or services (non-construction)
- Performs informal solicitations for commodities and services up to \$50,000
- Partners with Financial Services Department - Central Procurement on formal solicitations over \$50,000
- Types of commodities and services procured:
 - Janitorial supplies and equipment
 - Road maintenance parts and materials
 - Vehicle parts and repairs
 - Equipment repairs and maintenance
 - Professional consulting services
 - Airport Systems support and commodities
 - Landscaping equipment and supplies
 - IT hardware and peripherals
 - MRO components (i.e. electrical, plumbing, etc.)
 - Facilities Systems services and supplies



AUS Purchasing

Advice for Those Interested in Responding to Solicitations:

- Keep your vendor registration profile up to date with correct commodity codes and an active email address
- Attend related solicitation meetings (Pre-Bid/Response meeting)

Common Challenges to Being Selected:

- Vendor information not updated on the City of Austin Finance Website
- Unable to meet Airport Security Requirements
- Not submitting required information

Active/Future Solicitation Opportunities

Aviation Information Technology Consulting Services

Air Service Market Evaluation & Development Services

Window Washing Services

Radio Frequency Support Services

Common Use and Passenger Self Service Processing Technologies

Chlorine Dioxide Onsite Generation Services

Shared Use Equipment, Consumable Supplies & Parts

Parking Management & Shuttle Services

Maintenance & Repair Services for Variable Frequency Drive



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Questions

