INDUSTRY DAY

Upcoming Projects:
Other Airport Contracts

John Gallo and Valerie Slaughter
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
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

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<td>Air Service Market Evaluation &amp; Development Services</td>
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<td>Window Washing Services</td>
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<td>Radio Frequency Support Services</td>
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<td>Common Use and Passenger Self Service Processing Technologies</td>
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<td>Shared Use Equipment, Consumable Supplies &amp; Parts</td>
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<td>Maintenance &amp; Repair Services for Variable Frequency Drive</td>
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