



City of Austin

Recommendation for Action

File #: 24-5097, Agenda Item #: 57.

7/18/2024

Posting Language

Authorize negotiation and execution of a contract for design, installation, implementation, and staffing of a virtual ramp control system with Saab, Inc. d/b/a Saab, for up to ten years for a total contract amount not to exceed \$45,000,000.

[Note: This solicitation was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9B (Minority-Owned and Women-Owned Business Enterprise Procurement Program). For the goods and services required for this solicitation, there were insufficient subcontracting opportunities; therefore, no solicitation goals were established. However, the recommended contractor identified subcontracting opportunities].

Lead Department

Financial Services Department.

Client Department(s)

Department of Aviation.

Fiscal Note

Funding in the amount of \$8,000,000 is available in the Capital Budget of the Department of Aviation. Funding for the remaining contract term is contingent upon available funding in future budgets.

Purchasing Language:

The Financial Services Department issued a Request for Proposals (RFP) 8100 DJJ3005 for these goods and services. The solicitation was issued on April 8, 2024, and closed on May 30, 2024. The recommended contractor submitted the only responsive offer. A complete solicitation package, including a log of the offer received, is available for viewing on the City's website. This information can currently be found at https://financeonline.austintexas.gov/afo/account_services/solicitation/solicitation_details.cfm?sid=140661.

For More Information:

Direct questions regarding this Recommendation for Council Action to the Financial Services Department - Central Procurement at: FSDCentralProcurementRCAs@austintexas.gov or 512-974-2500. Respondents to the solicitation and their Agents should direct all questions to the Authorized Contact Person identified in the solicitation.

Council Committee, Boards and Commission Action:

July 10, 2024 - To be reviewed by the Airport Advisory Commission.

Additional Backup Information:

This contract will provide virtual ramp control (VRC) system design, installation, operation, and implementation at Austin-Bergstrom International Airport. The VRC system allows ramp control personnel to manage aircraft movements under all weather conditions without interruption. The system integrates with various technologies and end devices to enhance operational awareness and safety for aircraft parking and ramp movements,

encompassing the current terminal and concourse ramp areas, as well as future ramp areas. The VRC system offers a complete turnkey solution covering design, configuration, testing, training, and staffing support services for ramp control management. Additionally, a comprehensive concept of operations plan covering all essential processes will be implemented.

Due to the increasing complexity of the terminal apron and record air traffic levels, a dedicated team for ensuring positive separation of aircraft is essential. Multiple airline safety offices, including those of American Airlines, British Airways, Virgin Atlantic, and United Airlines, have inquired about the implementation of ramp control at the airport. The Federal Aviation Administration has expressed a growing concern about solutions to ramp congestion. Implementing the VRC System will provide the necessary supervision of ramp activity, enhancing passenger and aircraft safety, while maintaining a smaller physical footprint and lower cost than a physical brick and mortar visual ramp tower could.

An evaluation team with expertise in this area evaluated the offers and scored Saab, Inc. d/b/a Saab as the best to provide these services based on price sheet; local business preference; small business preference; qualifications, experience, and references (VRC System); qualifications, experience, personnel and references (ramp control operations); VRC solution project, technical, and support approach; and ramp control operations approach.

Considerable growth in air traffic has necessitated the airport's expansion and need to accommodate current and future passenger activity. A delay in this contract approval will impact the overall safety at Austin-Bergstrom International Airport.