

Request for Proposals: 2024-015-RFP

Addendum Number: 1

Common Use Passenger Processing System

Due Date and Time: May 9, 2024 at 11:00 am Arizona time

The Request for Proposals (RFP) is modified as set forth in this Addendum. The original RFP Documents and any previously issued addenda remain in full force and effect, except as modified by this Addendum, which is hereby made part of the RFP. Offeror shall take this Addendum into consideration when preparing and submitting its Proposal. Responses to questions are in red.

QUESTIONS

The following questions were asked at the pre-submittal meeting **April 10, 2024**:

Q1: If I have questions before the deadline to submit questions, do I have to wait until that deadline to receive responses from the Airport? Answer: **The Airport will answer questions received in writing periodically throughout the solicitation process for this procurement. Responses will be provided as an addendum and posted on the Airport's website.**

Q2: Do you have a list of which airlines are most frequent at the Airport and will probably be operating here? Answer: **Part of the nature of seasonality is that the airlines do tend to change. We do have year round service with both Allegiant and Sun Country.**

Q3: Will those airlines be included in the solicitation process, such as reviewing and/or providing input on the selection of a firm? Answer: **The airlines will not be reviewing proposals or directly be part of the decision making process in selecting a product/firm. However, Airport staff has been in contact with the airlines' IT departments prior to releasing the RFP.**

Q4: With Allegiant and Sun Country, we know the configuration for the CUPPS positions, and the equipment that is required for the common use self-service kiosks and bag drops. Since the devices Offerors need to provide will vary depending on the airline, such as the kiosks and bag drop, can we make assumptions on which devices we are including vs. quoting as optional (i.e. biometrics). Answer: **We would want the product to be configured for international service.**

Q5: Does there have to be a proposal for all optional project items or can a proposal be submitted for the optional items in which we have a competitive product? Answer: **The proposal needs to address the entire scope of work, including the optional items. If an Offeror, by itself, cannot provide products/services that address the entire scope, including the optional items, Offerors may combine efforts (i.e. subcontract) to achieve this and submit one proposal which would be evaluated as such.**

Q6: What is the reason for replacing the existing system, is it because of performance shortcomings or procurement rules? Answer: **The primary reason is due to age of some of the hardware. Our initial intent was to replace all of the existing hardware. We then were also looking at having to do a large migration with Amadeus to their new platform. Since we are replacing the hardware and the software, it was pragmatic to go out for a competitive bid at this time since we are essentially replacing the entire system.**

Q7: Regarding PCI compliance for the kiosks, if we can provide a dip reader that is PCI compliant that will link to the airline app, is that acceptable? Answer: **Yes, a DIP reader is acceptable at this time, but the kiosk must have the ability to be upgraded to a Chip and PIN reader without having to replace the entire kiosk.**

Q8: You specified that the project award date is in August, 2024 but the project start is in January, 2025. Can the project start before that date to allow more time for implementation, at least the RMS display portion? Answer: **Yes, that would be a negotiating point with the selected Offeror. The primary reason for the proposed start date was the activity level of the terminal. If we felt we could implement systems earlier and would not have a major impact on Airport operations or terminal operations, we would consider an earlier start date.**
In addition, the gap from time of award to project start was to allow enough lead time for the required hardware.

Q9: Beyond Sun Country and Allegiant, what seasonal carriers do you anticipate using? Answer: **We cannot give a definitive answer at this time. In the past we have had Canadian airlines and have been in discussions with most major carriers in the U.S. Sometimes, the Airport does not receive significant notice from the carriers as well.**

Q10: Is there a notification period that the airlines give to be able to get their systems up and running on the common use system prior to telling you they are coming? Answer: **Sometimes. I believe the shortest notification to the Airport was 30 days. Sometimes we know well in advance while other times it is very short.**

Q11: On the CUS Kiosks, it states that the Offeror will supply a custom compatible application for the airlines that intend to use it. We know Allegiant doesn't use kiosks so is that saying there should be a white label Mesa Gateway branded application that would be able to work for Allegiant if they decided to use it, or any other carrier? Or its only the airlines that are providing their own proprietary application? Answer: **It would be the airlines providing their application.**

Q12: Is that the same for the baggage drop as well? Answer: **Yes.**

Q13: Regarding the quantities on the optional items. You have provided the layout area but, is it intended for us to provide our proposed number of kiosks? Answer: **Yes. Based on the information provided in the RFP (i.e. number of enplanements, etc.), we would like Offerors to recommend the number the Airport should purchase.**

Since we have never had them, this is something new that we would be potentially proposing for the Airport and, it is also something that we would need to negotiate with our airlines to make sure they are comfortable with it. We have limited space in our ticketing area and we know that this will consume a portion of that space.

Q14: Would the proposed pricing for the optional items be expected to be held by the Offeror until the Airport decided to purchase them? Answer: **Per the RFP, proposals shall remain valid and irrevocable for one hundred forty (140) days from the RFP due date (due to timing of Board approval).**

Should the airport not move forward with the optional items at contract inception, the Airport and selected Offeror would negotiate pricing for those items, if Offeror's pricing were not held, if/when the Airport elected to purchase them. Future pricing shall be within reason of Offeror's original proposal. In addition, the Airport reserves the right to purchase the optional items from another vendor if an agreement cannot be made between the Airport and Offeror.

We also understand for the kiosks that there may be other costs associated with the implementation, for example construction costs that are undetermined at this time. We understand there is more to it than purchasing the equipment. We are trying to determine the costs for if/when we choose to move in this direction.

INFORMATION

The following item(s) are provided as a matter of information only to all Offerors and do not modify or become part of the Contract Documents:

Attached to this Addendum is a list of attendees at the pre-submittal meeting.

Offeror shall indicate receipt of this Addendum and any previously issued Addenda by completing and including the Addenda Acknowledgement Attachment for the RFP.

ALL OTHER TERMS AND CONDITIONS OF THE RFP REMAIN UNCHANGED.

The above referenced RFP Addendum is hereby issued and executed April 11, 2023 at
Phoenix Mesa Gateway Airport Authority, Mesa, Arizona.

Marian Whilden

Procurement Officer
Phoenix-Mesa Gateway Airport Authority

Attended in person:



SIGN-IN SHEET

Pre-Proposal Conference
Solicitation 2024-015-RFP
Common Use Passenger Processing System
April 10, 2024 1:00 pm
Airport Administration Bldg, Saguaro A/B Conference Rooms

NAME	INITIALS	ORGANIZATION	E-MAIL	PHONE
Zach Peyton	ZP	Collins Aerospace	zachary.peyton@collins.com	562-625-2494
ZEINA LADKI	ZL	SITA	zeina.ladki@sita.aero	972-3107161
JOEY CAMPBELL	JL	EMBROSS	joeyc@embross.com	801-922-4189

Attended via Zoom:

First Name	Last Name	Email	Organization
Christopher	Blasie	christopher.blasie@collins.com	Collins Aerospace
Jake	Stromberg	jake.stromberg@aerocloudsystems.com	AeroCloud
Fabio	Sterpeloni	fabio.sterpeloni@sita.aero	SITA
Micheal	Keen	micheal.keen@collins.com	Collins CAS
Dan	Berry	danielb@embross.com	Embross
Jim	Houghton	james.houghton@materna.group	Materna IPS USA Corp
Drew	McMullen	dmcmullen@artofcontext.com	Art of Context
Colleen	Hamilton	chamilton@artofcontext.com	Art of Context
Tim	Laughlin	tlaughlin@artofcontext.com	Art of Context
Joseph	Campbell	josephc@embross.com	Embross
Erika	Pitrowsky	erika.pitrowsky@sita.aero	SITA
Stephen	Blessing	stephen@simpleway.global	Simpleway
Robert	Bryant	robert.bryant@sita.aero	SITA