

**CITY OF EL PASO, TEXAS
AGENDA ITEM
DEPARTMENT HEAD'S SUMMARY FORM**

AGENDA DATE: September 27, 2022
PUBLIC HEARING DATE: NA

CONTACT PERSON(S) NAME AND PHONE NUMBER:

Sam Rodriguez, Chief Operations Officer, Aviation, (915) 212-1845
Claudia A. Garcia, Interim Director of Purchasing & Strategic Sourcing, (915) 212-1218

DISTRICT(S) AFFECTED: All

STRATEGIC GOAL: 1 – Cultivate an Environment Conducive to Strong, Sustainable Economic Development

SUBGOAL: 1.4 – Grow the core business of air transportation.

SUBJECT:

The award of Solicitation No. 2022-0245R Air Service Development Consulting Services to InterVISTAS Consulting, Inc. for an initial term of three (3) years for a total initial estimated award of \$225,000.00. The award also includes a two (2) year option for an estimated amount of \$150,000.00. The total value of the contract is, including the initial term plus the option for a total of five (5) years, for an estimated amount of \$375,000.00.

BACKGROUND / DISCUSSION:

The Consultant will assist the Department of Aviation staff to maximize its Air Service Development Program to improve air service for El Paso International Airport. The Consultant will evaluate specific passenger routes/service and formulate a plan to address deficiencies, and represent the City and the Airport at national and international air service conferences as well as at airline headquarter meetings. Additional work will include data gathering and analysis, airline relation development, and provide industry trend analysis with regard to passenger traffic recovery.

SELECTION SUMMARY:

Solicitation was advertised on March 8, 2022 and March 15, 2022. The solicitation was posted on City website on March 8, 2022. The email (Purmail) notification was sent out on March 10, 2022. There was thirty-one (31) viewers online; two (2) proposals was received; none from local suppliers. An Inadequate Competition Survey was conducted.

CONTRACT VARIANCE:

The difference based in comparison to the previous contract is as follows: An increase of \$75,000.00 for the initial term, which represents a 25% increase due to market conditions and inflation.

PROTEST

No protest received for this requirement.

PRIOR COUNCIL ACTION:

NA

AMOUNT AND SOURCE OF FUNDING:

Amount: \$375,000.00

Funding Source: Airport Enterprise Funds

Account: 521120-562-3000-62030

HAVE ALL AFFECTED DEPARTMENTS BEEN NOTIFIED? YES NO

PRIMARY DEPARTMENT: El Paso International Airport

SECONDARY DEPARTMENT: Purchasing & Strategic Sourcing

*****REQUIRED AUTHORIZATION*****

DEPARTMENT HEAD:



Sam Rodriguez, Chief Operations Officer, Aviation

**COUNCIL PROJECT FORM
(RFP)**

*******POSTING LANGUAGE BELOW*******

Please place the following item on the **CONSENT** agenda for the Council Meeting of September 27, 2022.

Strategic Goal 1: Cultivate an Environment Conducive to Strong, Sustainable Economic Development

The linkage to the Strategic Plan is subsection: 1.4 – Grow the core business of air transportation.

Award Summary:

The award of Solicitation No. 2022-0245R Air Service Development Consulting Services to InterVISTAS Consulting, Inc. for an initial term of three (3) years for a total initial estimated award of \$225,000.00. The award also includes a two (2) year option for an estimated amount of \$150,000.00. The total value of the contract is, including the initial term plus the option for a total of five (5) years, for an estimated amount of \$375,000.00.

Contract Variance:

The difference based in comparison to the previous contract is as follows: An increase of \$75,000.00 for the initial term, which represents a 25% increase due to market conditions and inflation.

Department:	El Paso International Airport
Award to:	InterVISTAS Consulting, Inc. Washington, DC
Initial Term:	3 Years
Option:	2 Years
Initial Term Estimated Award:	\$ 225,000.00 (3 years)
Option Term Estimated Award:	\$ 150,000.00 (2 years)
Total Estimated Award:	\$ 375,000.00 (5 years)
Account No.:	521160-562-3000-62030
Funding Source:	Airport Enterprise Funds
District(s):	All

This is a Request for Proposal, service contract.

The Purchasing & Strategic Sourcing and the El Paso International Airport Departments recommend award as indicated InterVISTAS Consulting, Inc. the highest ranked proposer for this procurement. In accordance with this award, the City Manager or designee is authorized to exercise future options if needed.

*******ADDITIONAL INFO BELOW*******

CITY OF EL PASO REQUEST FOR PROPOSAL (RFP) SCORESHEET

PROJECT: 2022-0245R Air Service Development Consulting Services

Evaluation of Submittal

	<i>MAX POINTS</i>	Intervistas Consulting Inc.	Informa Princeton LLC dba Airport Strategy and Marketing LTD
1. Fee's	20	\$112,500.00	\$145,236.00
		20.00	15.29
2. Approach to Scope of Work	25	21.25	19.25
3. Experience of Consulting Firm	20	17.75	17.00
4. Qualifications of Staff	20	18.00	16.50
5. Airline Relationships and Market Promotions	15	12.75	11.75
TOTAL SCORE	100	89.50	79.79
Rank		1	2



**CITY OF EL PASO
REQUEST FOR PROPOSALS TABULATION FORM**



Bid Opening Date: April 6, 2022

Solicitation #: 2022-0245R

Project Name: Air Service Devolpment Consulting Services

Department: El Paso International Airport

BIDDER'S NAME:	LOCATION:	AMENDMENT(S) ACKNOWLEDGED:
Informa Princeton LLC dba Airport Strategy and Marketing LTD	Lake Success, NY	Yes
Intervistas Consulting Inc.	Washington, DC	Yes

RFPs SOLICITED: 10 LOCAL RFPs SOLICITED: 0 RFPs RECEIVED: 2 LOCAL RFPs RECEIVED: 0 NO RFPs: 0

NOTE: The information contained in this RFP tabulation is for information only and does not constitute actual award/execution of contract.

Approved: D.R
Date: 7/15/2022

2022-0245R Air Service Devolpment
Consulting Services

Ailevon LLC
Attn: Brad DiFiore
12770 Coit Road, Suite 1217
Dallas, TX 75251
Brad.difiore@ailevonpacific.com

InterVistas
Attn: Barney Parrella
7200 Wisconsin Avenue, Suite 1103
Bethesda, MD 20814
Barney.parrella@intervistas.com

Accenture
Attn: Brian Stieglitz
161 N Clark St
Chicago, IL 60601
Accenture.direct@accenture.com

Voltaire Aviation
Attn: Kris Nichter
8500 E 116th St, Suite 728
Fishers, IN 46038
kris@voltaireaviation.com

Boyd Group International
Attn: Dan Cohn
78 Beaver Brook Canyon Road
Evergreen, CO 80439

Mead & Hunt
Attn: Joseph Pickering
2011 Commerce Drive, Suite D103
Peachtree City, GA 30269
joseph.pickering@meadhunt.com

Sabre Airlines Solutions
Attn: Justin Danehy
1382 Marion Walk SE
Atlanta, GA 30315
Justin.Danehy@sabre.com

Campbell-Hill Aviation Group, LLC
Attn: Eric Ford
700 North Fairfax Street, Suite 300
Alexandria, VA 22314
eford@av-econ.com

Sixel Consulting Group, Inc.
Attn: Mark Sixel
1180 West 15th Ave.
Eugene, OR 97402
mark@sixelconsulting.com

Trillion Aviation
Attn: Dan Benzon
4301 W William Cannon Dr, Suite
B-150, #293
Austin, TX 78749
dbenzon@trillionav.com