



Taking Flight at DEN

March 10, 2022

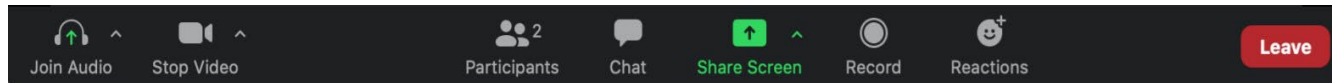


HOUSEKEEPING



Please note the following Zoom housekeeping items as you enter:

- Use the **Chat** as a backchannel for questions and comments & to participate in activities
- Remain on **mute** when you're not speaking. Unmute yourself only when you want to speak.
- Click on **Participants** to **share reactions**



How to change your name on Zoom during a meeting

You can also change your name after a meeting has already started on the desktop or mobile app. Just keep in mind that if you're going through the website, you will be redirected to use the desktop app (in which case you would simply continue from step two):

- Select Participants, located in the bottom toolbar of the meeting window.
- Hover over your name and select More **(desktop)** or tap your name **(mobile)**.
- Click or tap Rename.
- Enter your desired name and click Rename **(desktop)** or Done **(mobile)**.

This event is intended to provide the business community with early notice for potential procurement opportunities at DEN, allow companies to meet DEN project managers, and allow firms to network and foster relationships with each other. Projects included in this event are in their early stages of planning, and critical information about these projects (e.g. dates and goals) may be unknown and are otherwise subject to change. The City and County of Denver may, in its discretion, cancel, modify, or place any project on hold at any time, for any reason.



100 MILLION ANNUAL PASSENGERS

- SUSTAINABILITY & RESILIENCY • EQUITY, DIVERSITY & INCLUSION
- CONTINUOUS STAKEHOLDER INPUT/FEEDBACK • ENHANCING THE CUSTOMER EXPERIENCE

PILLAR 1



POWERING OUR PEOPLE

- Develop Workforce Leadership Strategy
- Establish Center of Excellence and Equity in Aviation
- Implement Career Pathways Program

PILLAR 2



GROWING OUR INFRASTRUCTURE

- Complete Major Infrastructure Projects
- Update Airport Master Plan
- Develop Infrastructure Plan for DEN Real Estate

PILLAR 3



MAINTAINING WHAT WE HAVE

- Complete Concourse Renewal Program
- Update Strategic Asset Management Plan
- Develop Science-Based Greenhouse Gas Emissions Target

PILLAR 4



EXPANDING OUR GLOBAL CONNECTIONS

- Identify Air Cargo Opportunities
- Expand to Disconnected Destinations
- Grow Domestic Network

COMMERCE HUB



The Commerce Hub serves as a resource for small businesses and champion efforts that improve policy, increase access, and position firms to bid on projects across all DEN departments.

There are three primary areas that operate within the Commerce Hub:

- The **ACDBE Program** was designed to level the playing field for small businesses that wish to participate in concession opportunities at airports.
- The **Business Development** portfolio focuses on supporting certified firms and advance the City and County of Denver's priority of small business equity, sustainability, and growth.
- **Community Outreach** is the overarching pillar that helps to connect the community to DEN through events and tailored communications.



Call for Volunteers to Sign Up for the Community Panelist Program!

All volunteer community panelists must:

- Possess relevant knowledge/subject matter expertise for upcoming procurement opportunities
- Attend a panel training
- Be able to meet deadlines, objectively score and complete the evaluation process

Taking Flight at DEN is a monthly outreach event where we can showcase multiple upcoming opportunities, bring together a wider range of audience members, and share DEN's initiatives.

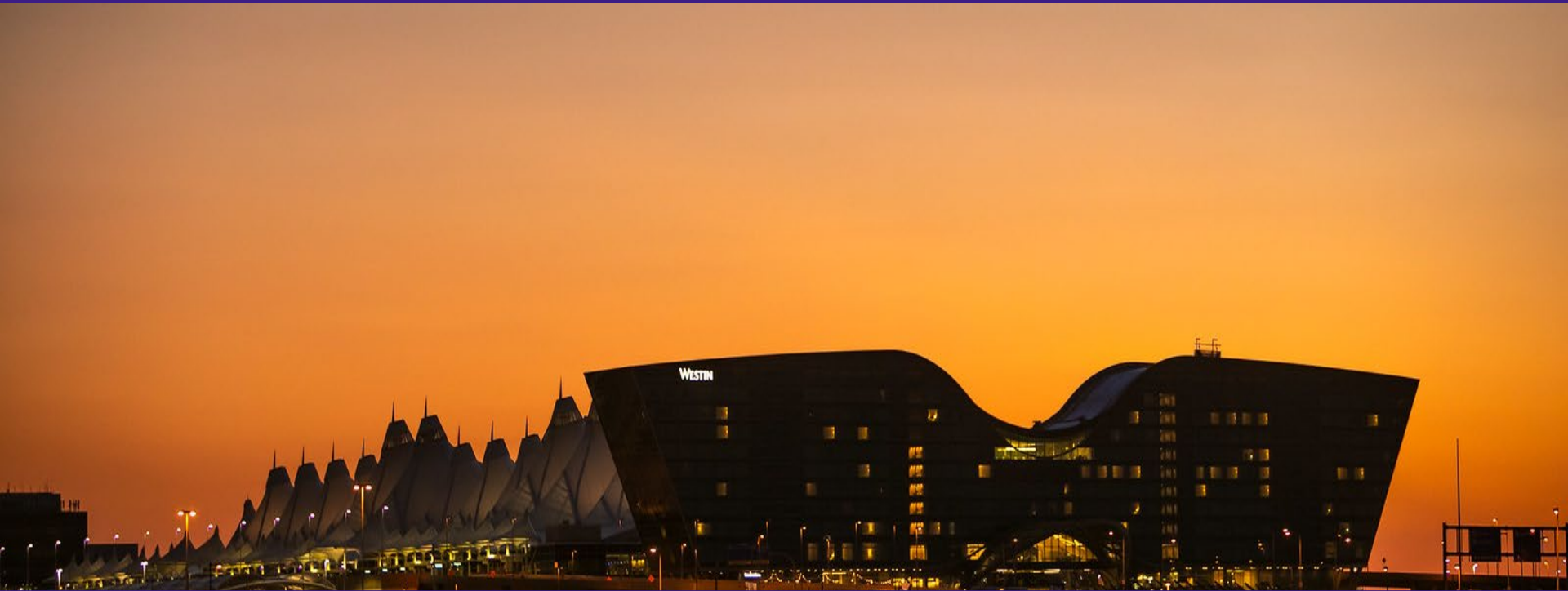
Save the Date

Monthly on the Second Thursday
1 – 2:15 p.m.

Meet the Primes, a new virtual outreach series in 2022. This is a free event intended to bring together firms who are working as construction and concession primes at DEN and help connect them with local, small, and historically underutilized firms.

Calendar (3rd Thursday, Every Other Month)

- April 21 – Car Rental
- June 16 – Specialty Trades (large first-tier firms)
- August 18 – Concessions
- October 20 – TBD



Commissioning and Quality Assurance Services + SBE Defined Pool
James Glavin, AIM

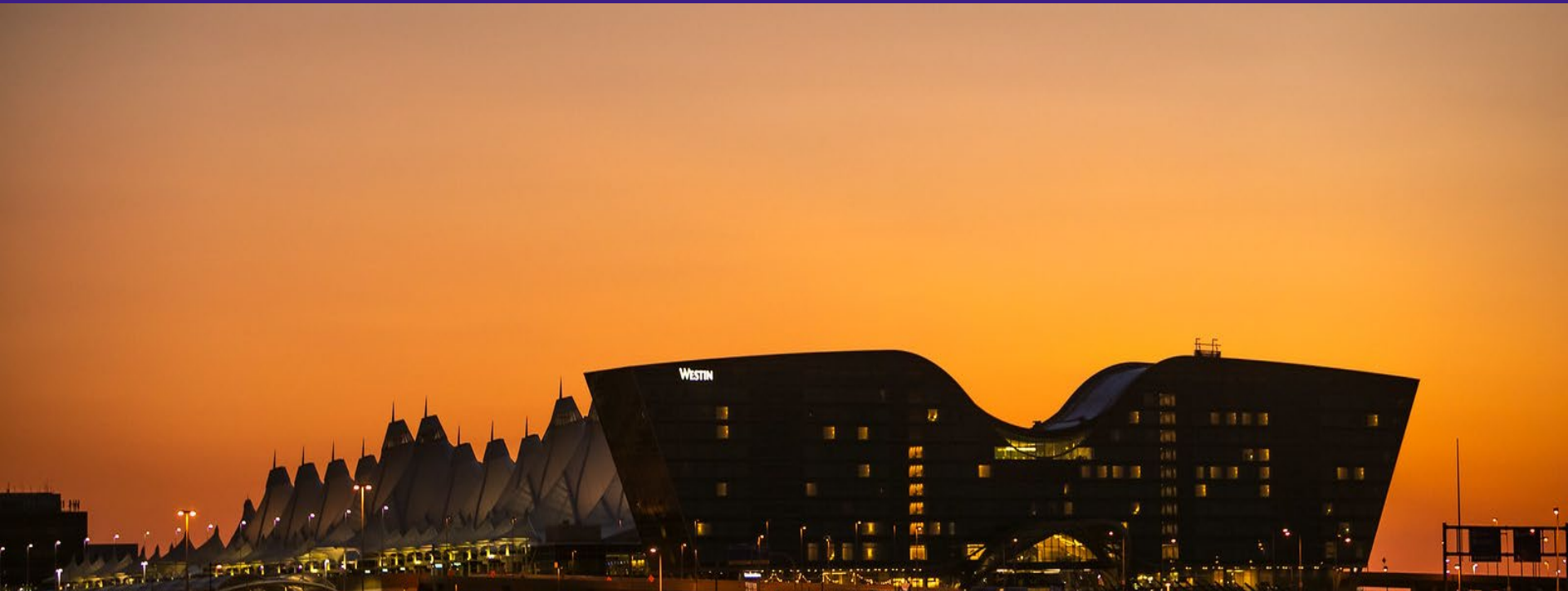
Scope

- Task-based contract
- Two procurements
 - Main contract: Multiple award, \$50M total capacity
 - SBE Defined Pool: Single award, \$5M capacity
- Primary focus on facilities projects
- Quality Assurance inspection
 - Comply with CCD general contract conditions, Title 17
 - Excludes IBC chapter 17 special inspection
- Commissioning (Cx)
 - New construction and remodel project Cx
 - LEED project / Envision project Cx
 - Monitoring-Based Cx, retro-Cx, envelope Cx

Commissioning and Quality Assurance Services / SBE

- **Anticipated Advertisement Date:** May 2, 2022
- **Anticipated Proposals Due Date:** May 31, 2022
- **Estimated Project Value:** \$50,000,000 + \$5,000,000 SBE
- **DSBO/Hub Assigned Goal:** 30% MWBE + 30% Self-Perform (SBE)
- **Expected Construction Start Date:** December 2022

**Dates are tentative and subject to change*



2022 Annual Airfield Pavement Rehabilitation
Terry Seifert, AIM

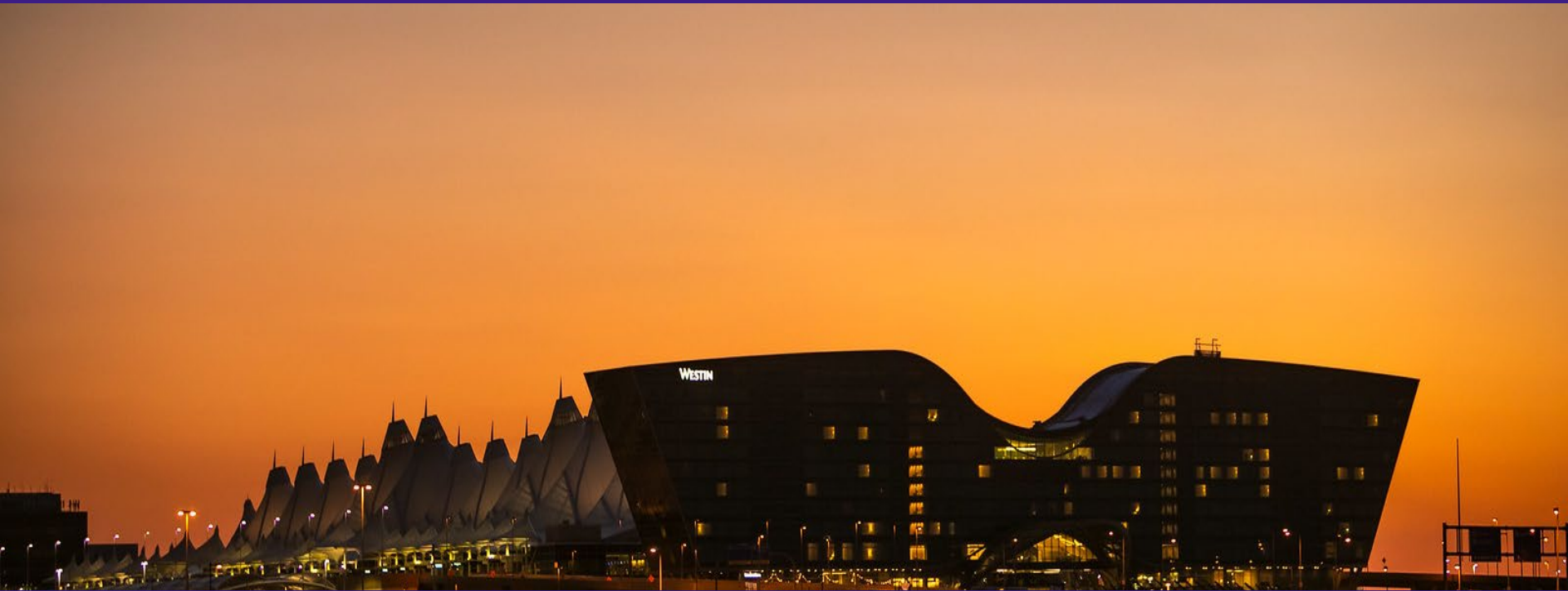
Scope

This project will replace deteriorated concrete pavement, improve any deficient taxiway safety areas, and further upgrade the airfield lighting on taxiways BN, & BS and panels at Gate 1 on the airfield complex. In addition, the project will refresh the surface painted pavement markings, add new lighting controls to runway complex 16L-34R and electrical power controls to gate 1, and replace the joint seal near the center core of concourses B and C.

Project Name

- **Anticipated Advertisement Date:** March 31, 2022
- **Anticipated Proposals Due Date:** April 15, 2022
- **Estimated Project Value:** \$4M
- **DSBO/Hub Assigned Goal:** 16% MWBE
- **Expected construction start date:** July 15, 2022, with completion October 15, 2022

**Dates are tentative and subject to change*



Environmental and Sustainability Planning
Khurram Qadri, Sustainability

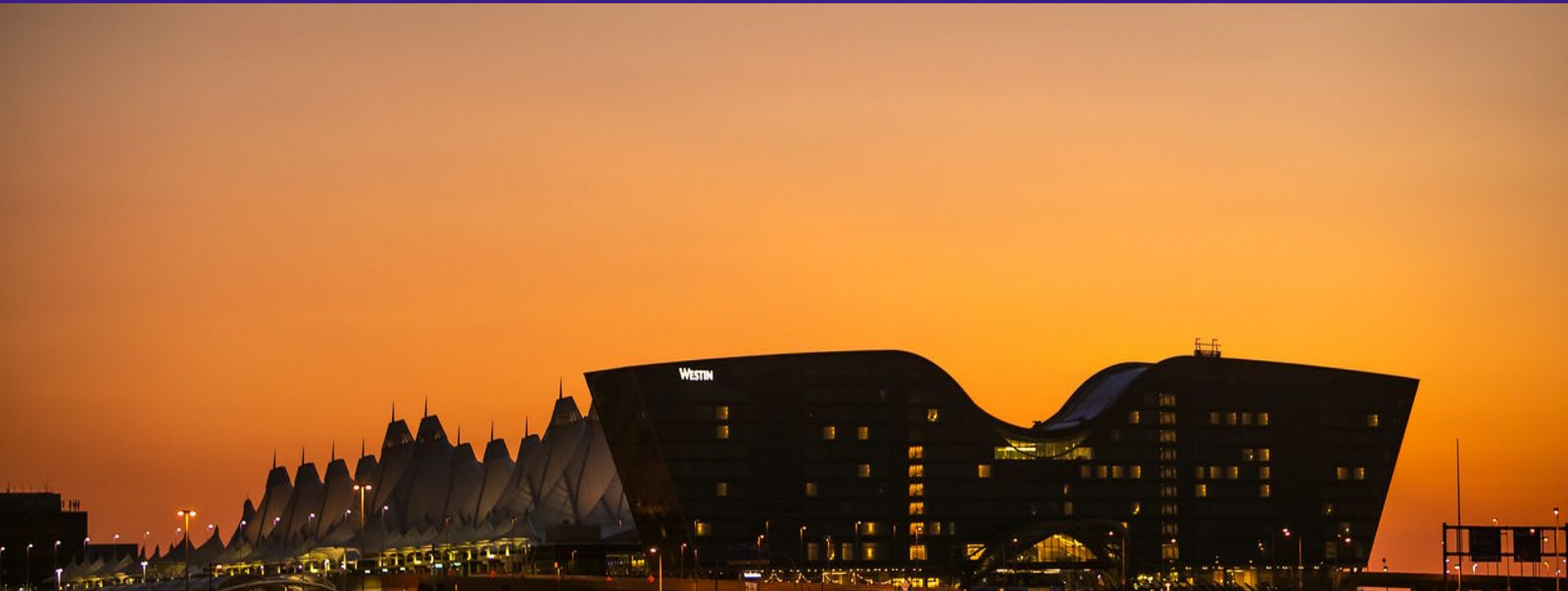
Scope

This contract will provide consulting services for environmental planning, wetlands management, emissions management, green and resilient buildings and infrastructure, sustainability business frameworks, and sustainable development programs. Work will be performed under this contract on a task basis.

Project Name

- **Anticipated Advertisement Date:** March 18, 2022
- **Anticipated Proposals Due Date:** April 25, 2022
- **Estimated Project Value:** \$1.2M
- **DSBO/Hub Assigned Goal:** 15%
- **Anticipated Contract Start Date:** October 1, 2022

**Dates are tentative and subject to change*



Materials Laboratory Testing
Glenn Frieler, AIM

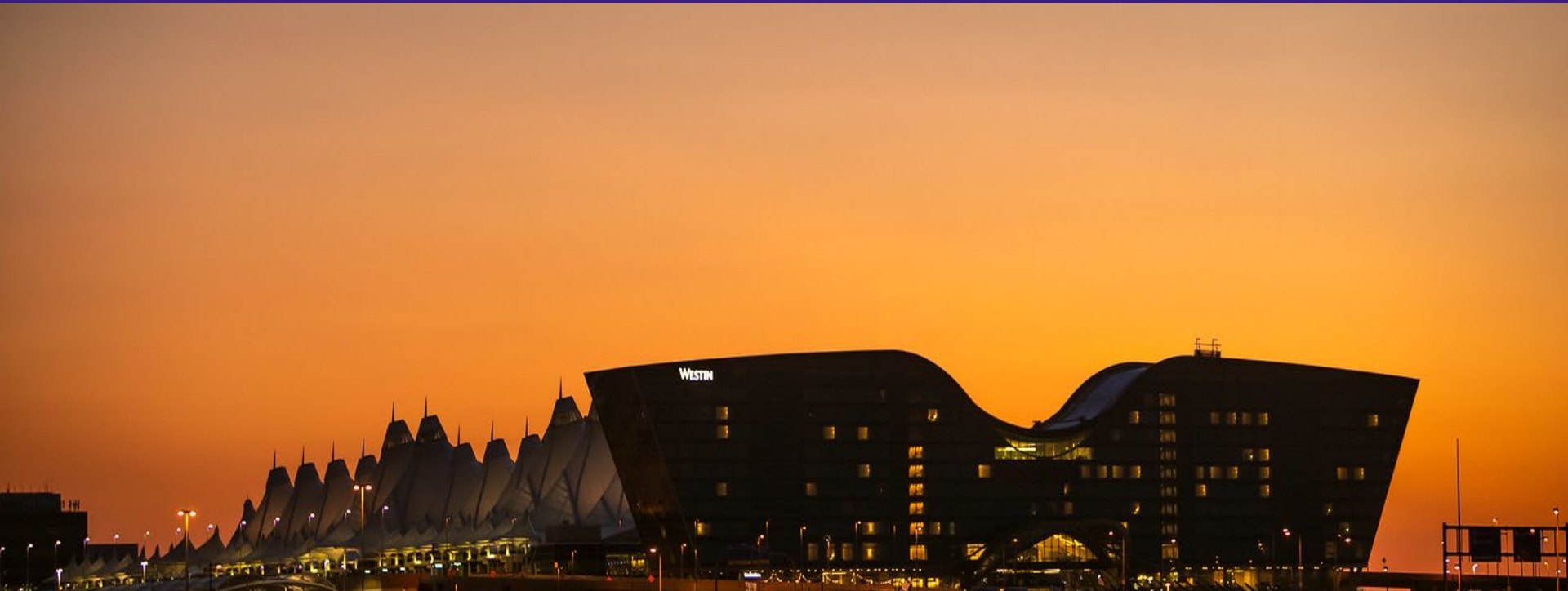
Scope:

- Task order-based contract
- Airfield and Landside
- FAA specifications and requirements for Airfield projects
- CDOT specifications and requirements for Landside projects
- Qualified experienced and certified personnel
- All equipment and facilities necessary to do the work

Quality Assurance Materials Testing

- **Anticipated Advertisement Date:** March 11, 2022
- **Anticipated Proposals Due Date:** April 11, 2022
- **Estimated Project Value:** \$15M
- **DSBO/Hub Assigned Goal:** 30%
- **Estimated Award Date:** September 11, 2022

**Dates are tentative and subject to change*



On-Call Co-Sourcing Services for DEN Internal Audit
Usha Yarlagadda, Internal Audit

Scope

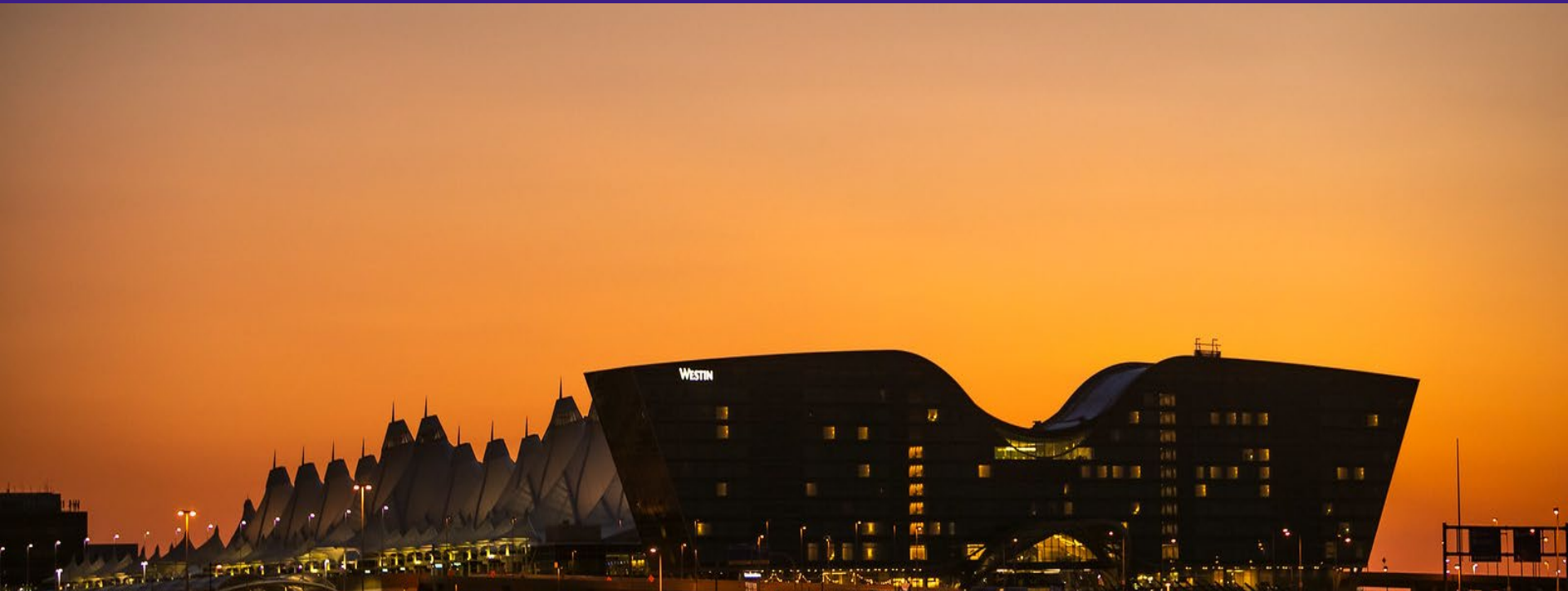
The Department of Aviation for the City and County of Denver is requesting proposals for the purposes of selecting a firm to provide an external quality assessment of Denver International Airport's Internal Audit for compliance with Institute of Internal Auditor's International Standards for the Professional Practice of Internal Auditing, to include:

1. Evaluate the efficiency and effectiveness of IA
2. Identify opportunities to enhance the IA activity's management of resources and work processes
3. Evaluate IA's organizational structure and resources
4. Examine auditing techniques and methodologies for testing systems of control
5. Assess the IA's internal quality assessment process and the provision of consulting services
6. Identify ways to enhance policies and practices as well as coordination with the external auditors

Project Name

- **Anticipated Advertisement Date:** March 15, 2022
- **Anticipated Proposals Due Date:** April 26, 2022
- **Estimated Project Value:** \$40,000
- **DSBO/Hub Assigned Goal:** N/A
- **Additional Information:** N/A

**Dates are tentative and subject to change*



Air Service Development Consulting
Shawn Burke, Air Service Development

Scope

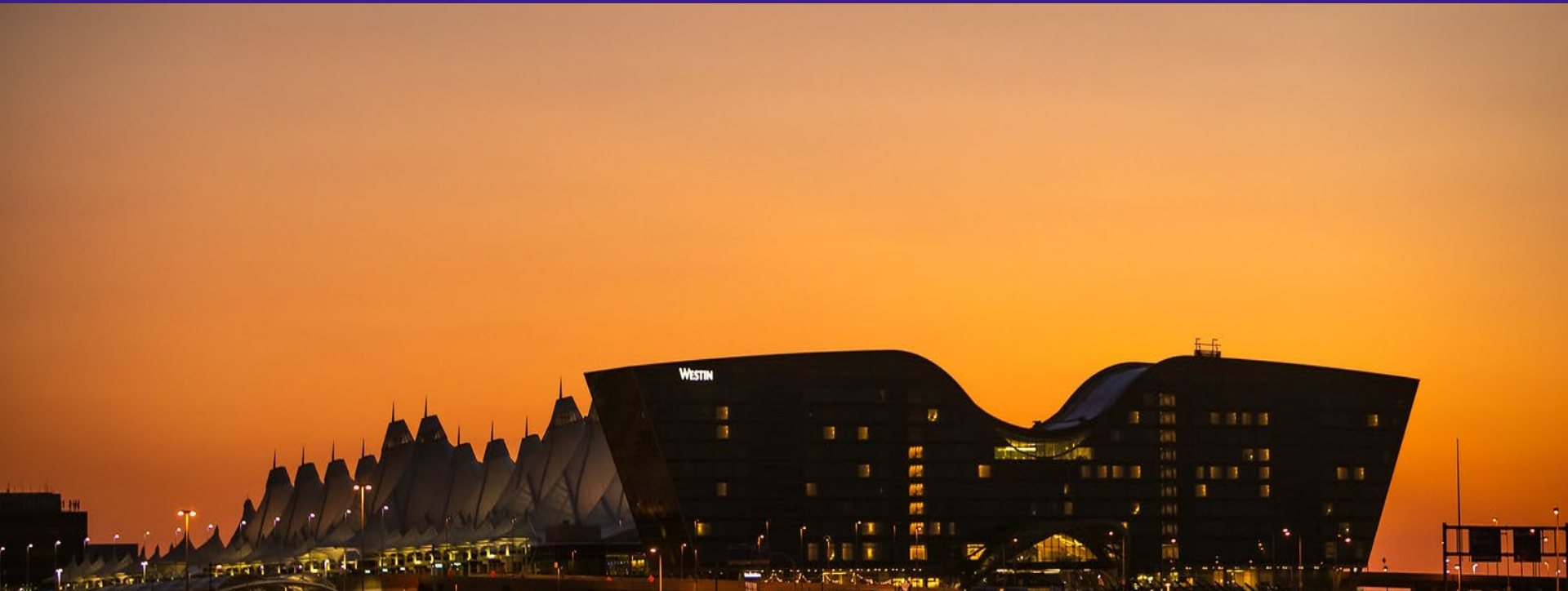
The Department of Aviation for the City and County of Denver is requesting proposals for the purposes of selecting firm(s) to assist in the retention and development of commercial air service opportunities at DEN. Key areas include:

- **Market Analysis and Industry Monitoring:**
 - Develop analyses, forecasts, etc. and monitor trends of the commercial airline industry and impacts to DEN.
- **Strategic Planning:**
 - Provide strategic direction related to domestic and international air service at DEN.
- **Reporting and Analysis:**
 - Disseminating and analyzing large, complex data sets to provide periodic reports including economic impacts of new or existing services.
 - Identify new data sources and incorporate data into business case scenarios.
- **Relationship and Contact Development**
 - Assist staff in arranging appointments with senior airline officials.

Air Service Development Consulting Services

- **Anticipated Advertisement Date:** March 15, 2022
- **Anticipated Proposals Due Date:** April 26, 2022
- **Estimated Project Value:** \$1.5M
- **DSBO/Hub Assigned Goal:** N/A
- **Additional Information:** N/A

**Dates are tentative and subject to change*



Air Service Graphic Design
Shawn Burke, Air Service Development

Scope

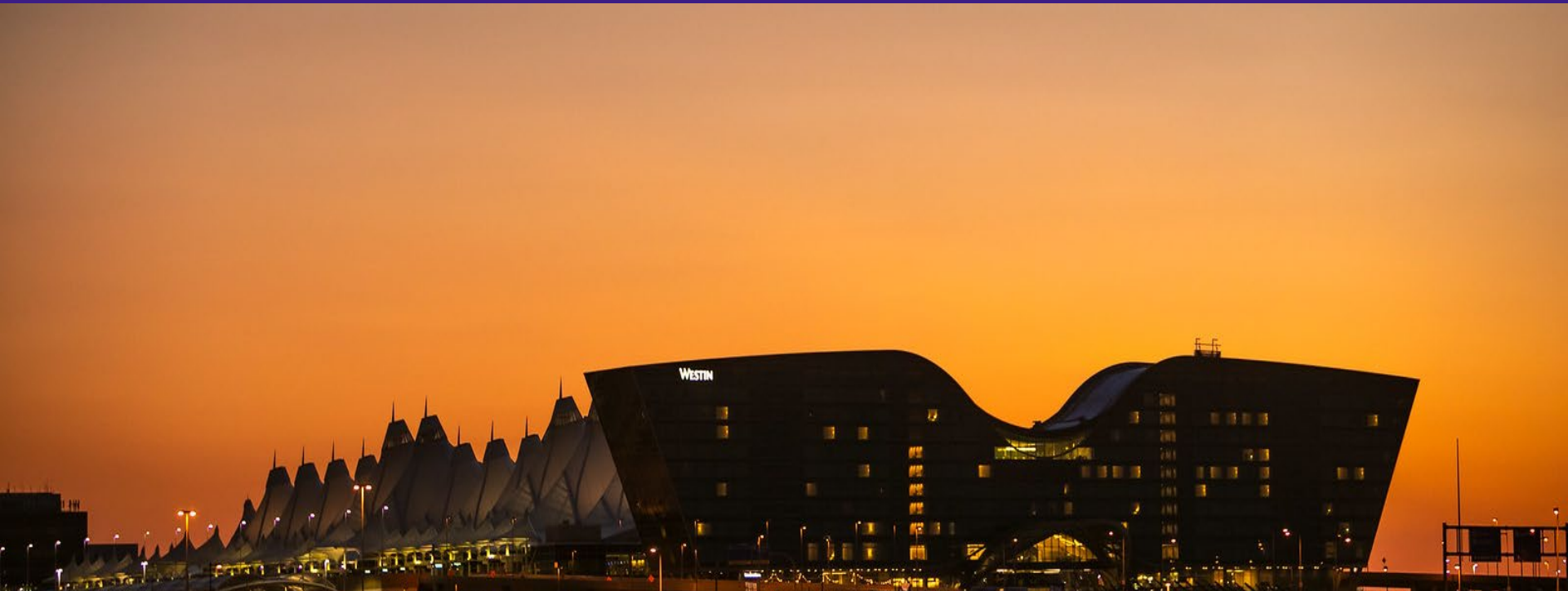
Graphic design and creative support are critical components of Air Service Development efforts at DEN.

- Development of map visuals, infographics, graphic portrayals of statistical data including demographics, economic trends, and air service demand data. These graphics will be used primarily in PowerPoint presentations and ongoing updates.
- Collateral material development such as brochures, banners, flyers, etc.
- Other projects as assigned to support air service development (i.e., campaign development to support air service milestones, anniversaries, new service announcements, etc.)
- Ad-hoc projects to support ongoing marketing and branding initiatives at DEN.
- Developing or introducing new ways to effectively display and communicate data.

Graphic Design Services – Air Service Development

- **Anticipated Advertisement Date:** March 31, 2022
- **Anticipated Proposals Due Date:** May 12, 2022
- **Estimated Project Value:** \$450,000
- **DSBO/Hub Assigned Goal:** SBE Defined Selection Pool
- **Additional Information:** N/A

**Dates are tentative and subject to change*



Pest Control/Removal Services
Florentino Alamillo, OPS

Scope

- This is a Professional Service contract for pest control services at DEN
- Services will be provided in Public and City Spaces at DEN
- Wildlife Management does not fall within the scope of work of this project
- The removal of wild animals such as rabbits, squirrels, deer, etc. are not included in the scope of work of this project
- This contract will be solicited through a competitive Request for Bids
- The successful proposer ***will provide*** all required personnel, equipment, and materials required to perform pest control services

- **Anticipated Advertisement Date:** June 2022
- **Anticipated Proposals Due Date:** August 2022
- **Estimated Project Value:** \$450,000
- **DSBO/Hub Assigned Goal:** N/A
- **Additional Information:** Two-year contract with three one-year options to extend

**Dates are tentative and subject to change*

BREAKOUT ROOMS



Purchasing Buyer/ Project Manager	Solicitation title	Email
Terry Seifert, AIM	2022 Annual Airfield Pavement Rehabilitation	terry.seifert@flydenver.com
Khurram Qadri, Sustainability	Environmental and Sustainability Planning	khurram.qadri@flydenver.com
James Glavin	Commissioning and Quality Assurance Services + SBE Defined Pool	james.glavin@flydenver.com
Florentino Alamillo, OPS	Pest Control/Removal Services	florentino.alamillo@flydenver.com
Glenn Frieler, AIM TPS	Materials Laboratory Testing	glenn.frieler@flydenver.com
Usha Yarlagadda, Internal Audit	On-Call Co-Sourcing Services for DEN Internal Audit	usha.yarlagadda@flydenver.com
Shawn Burke, Air Service Development	Air Service Development Consulting	shawn.burke@flydenver.com
Shawn Burke, Air Service Development	Air Service Development Graphic Design	shawn.burke@flydenver.com



<https://forms.office.com/r/LfhJq5Bqws>