

## AGENDA



## Recommendation for Council Action

## AUSTIN CITY COUNCIL

Regular Meeting: November 9, 2017

Item Number: 035

## Purchasing Office

Authorize negotiation and execution of a contract with GCR, Inc., to provide system upgrade and continued maintenance and support on the property and revenue management software system for a term of five years in an amount not to exceed \$468,543. (Note: Sole source contracts are exempt from the City Code Chapter 2-9C Minority Owned and Women Owned Business Enterprise Procurement Program; therefore, no subcontracting goals were established.).

<b>Lead Department</b>	Purchasing Office.
<b>Fiscal Note</b>	Funding is available in the Fiscal Year 2017-2018 Capital Budget of the Aviation Department.
<b>Purchasing Language</b>	Sole Source.
<b>For More Information</b>	Inquiries should be directed to the City Manager's Agenda Office, at 512-974-2991 or <a href="mailto:AgendaOffice@austintexas.gov">AgendaOffice@austintexas.gov</a> or to the buyer, Sai Xoomsai Purcell, at 512-974-3058 or <a href="mailto:Sai.Xoomsai@austintexas.gov">Sai.Xoomsai@austintexas.gov</a> .
<b>Council Committee, Boards and Commission Action</b>	October 10, 2017 - Recommended by the Airport Advisory Commission on a 9-0 vote, with Commission Members Michael Watry and Nadia Barrera-Ramirez absent at this vote.
<b>Client Department(s)</b>	Aviation.

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### **Additional Backup Information:**

The contract will provide maintenance, support and system upgrades for the AirportIQ Business Manager (ABM) property and revenue management software system used by Aviation to monitor tenant contracts and compliance, and also for invoicing, accounts receivable, statistics collection and reporting, lease and space management, and rates and charges reconciliations.

The upgrades will:

- Migrate/convert 17 years of existing airport data into the new system
- Interface with the airport existing telecommunications system and flight tracking system
- Assist in managing various aspect of the airport aeronautical, commercial, and space usage activity, allowing the airport to pinpoint the most effective means to manage, track, and generate revenue
- Provide custom database implementation

Aviation initially purchased the system in 1999 from GCR, Inc. and has since contracted with them for upgrades, maintenance, and support for this critical system. GCR, Inc. is the system manufacturer and the sole provider for maintenance, support, and system upgrades. These services include specialized technical assistance as well as software and licensing support.

A delay in approving or failure to approve this contract will prevent the airport from leveraging new technologies and efficiencies built into the newest version of the product including automated billing processes, workflow, revenue and compliance monitoring and dashboards and enhanced security. Additionally, delaying this contract would greatly hinder the airport's ability to best manage the airport facility, tenant contracts, and revenue resources.