



**County of Sacramento**

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August 26, 2022

To: Prospective Proposers

From: Sherrie Antonio  
Airport Economic Development Specialist  
Sacramento County Department of Airports

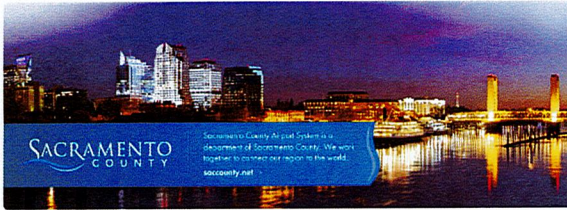
**Subject: Addendum # 1 Request For Proposals (RFP) Passenger Boarding Bridge Inspection, Operation and Maintenance Services - Sacramento County Department of Airports**

Addendum # 1 to the Request for Proposals (RFP) Passenger Boarding Bridge Inspection, Operation and Maintenance Services includes the Pre-Proposal conference list of attendees and the material presented during the conference.

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**PRE-PROPOSAL CONFERENCE ATTENDEE LOG**

**COVER PAGE**



## Passenger Boarding Bridge Operation, Inspection And Maintenance Services Request For Proposal (RFP) Mandatory Pre-Proposal Conference Sign-In Sheet

Date & time:

August 17, 2022 9:00 – 11:00  
am

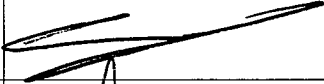
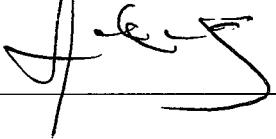
Facilitator:

Sherrie Antonio  
Airport Economic Development Specialist

Division:

Properties & Commercial  
Development

Company	Representative	Signature	Phone Number	E-mail Address
DY Consultants	Dennis Yap, P.E.		(212) 635-3838	<a href="mailto:dyap@dyconsultants.com">dyap@dyconsultants.com</a>
	Seth Young		(386) 334-4111	<a href="mailto:syoung@dyconsultants.com">syoung@dyconsultants.com</a>
Elite Line Services (ELS)	Tyler Elgin		(206) 819-1401	<a href="mailto:telgin@elitelineservices.com">telgin@elitelineservices.com</a>
	Elise Murphy		(214) 551-2533	<a href="mailto:elise.murphy@elitelineservices.com">elise.murphy@elitelineservices.com</a>
Flagship Airport Services, Inc.	Ernest Afandador		(408) 316-5917	<a href="mailto:eafanador@flagshipinc.com">eafanador@flagshipinc.com</a>
	Karl Plares		(408) 977-0155	<a href="mailto:kplares@flagshipinc.com">kplares@flagshipinc.com</a>
JSM & Associates, LLC	Marc Crisenbery		(734) 368-1197	<a href="mailto:marc.crisenbery@jsmairports.com">marc.crisenbery@jsmairports.com</a>
Maybee Welding	Bill Maybee			<a href="mailto:Billmaybee5@icloud.com">Billmaybee5@icloud.com</a>
Oxford ATS	Roland Hill		(817) 888-1747	<a href="mailto:rhill@oxfordats.com">rhill@oxfordats.com</a>
Prime Flight	Wayne Kwan		(415) 359-4355	<a href="mailto:sfowkwan@primeflight.com">sfowkwan@primeflight.com</a>

Professional Business Providers, Inc.	Matthew Fasano		(847) 445-3614	<a href="mailto:mtf@pbpservices.com">mtf@pbpservices.com</a>
TK Airport Solutions	Anthony B. Torres		(817) 822-4225	<a href="mailto:anthony.torres@tkelevator.com">anthony.torres@tkelevator.com</a>
Vanderlande Industries Inc.	Mitch Tanamachi		(323) 573 4030	<a href="mailto:Mitch.Tanamachi@vanderlande.com">Mitch.Tanamachi@vanderlande.com</a>
	Paul Alvarado		(469) 329-0312	<a href="mailto:Paul.alvarado@vanderlande.com">Paul.alvarado@vanderlande.com</a>

# **PRE-PROPOSAL CONFERENCE PRESENTATION**

## **COVER PAGE**

# Passenger Boarding Bridge RFP

08/17/2022







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- 1. Introductions**
- 2. Sequence of Events**
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- 6. PBB Details**
- 7. PBB System Tour Discussion**
- 8. Questions (Chris Marin, Jim Lane, Rick Golden)**
- 9. Conclusion**

# Introductions

## Airport Team

**Sheri Thompson-Duarte**  
**Deputy Director, Operations and Maintenance**

**Sherrie Antonio**  
**Airport Economic Development Specialist**

**Rebecca Fontaine**  
**Administrative Services Officer I**

**Chris Martin**  
**Airport Manager, Facilities**

**Jim Lane**  
**Facilities Airport Manager**

**Rick Golden**  
**Senior Stationary Engineer**

**Joe Conklin**  
**Senior Manager, Facilities, Maintenance**





# Sequence of Events

- ✈ **Welcome**
- ✈ **RFP Information**
- ✈ **Concourse A/B Tour**
- ✈ **Wrap up, Final Questions?**



# Welcome

- Sign in.
- Turn off all communication devices.
- Hold all questions until the end of the presentation.
- **Electronic or video recording of the meeting or any portion of the tour is prohibited.**
- Restrooms are located across the hall.
- We will return to this conference room at the conclusion of the tour.

# Minimum Qualifications

Contractors submitting a proposal must, at a minimum, possess demonstrable skills, detailed knowledge, and applied experience in the following areas:

- Attend the pre-proposal conference.
- Successful proposers will have five (5) or more years of continuous experience within the last ten (10) years in PBB operation, inspection and maintenance services at other airports in the United States that includes a multi-shift (24/7) operation.
- Successful proposers must maintain insurance and worker's compensation policies that meet or exceed the minimum requirements of the County.
- Successful proposers must maintain a qualified business license prior to execution of an agreement.
- Submit full and complete answers in response to questions in this RFP, numbered consecutively, with all requested information attached. Use additional forms and provide as much written text as necessary to effectively communicate the proposed concept and qualifications.
- Provide written clarification or additional information within two (2) business days of request to any written request for such information by the County during the proposal review and evaluation process.
- Submit a complete proposal.

# RFP Timeline

The table below describes the estimated timeline for the RFP process through award of Agreement:

Dates	Event
August 1, 2022	Issuance of RFP
August 11, 2022	RSVP deadline for mandatory pre-proposal conference
August 17, 2022	Mandatory pre-proposal conference
September 2, 2022	Deadline for submitting questions
September 16, 2022	Addenda Issued, if necessary
October 14, 2022	Proposals due date
October 31, 2022	Interview invitation letters sent to proposers (if necessary)
November 10, 2022	Interviews (if necessary)
March 14, 2023	Recommendations of selection presented to Sacramento County Board of Supervisors
May 1, 2023	Effective date of agreement with selected proposer

# Evaluations Of Proposals

The RFP evaluation process will include a specific focused review of each proposal. Each proposal will be evaluated against other proposals received. Written proposals must be formatted and tabbed in the order indicated above and clearly indicate all proposed services offered and the projected price.

Proposals will be evaluated based on the following criteria:

CRITERIA	MAXIMUM POINTS
Completeness of response	Pass/Fail
Qualifications and experience	40
Cost proposal	20
References on projects similar in scope	25
Staffing plan	15
Total:	100

# Disadvantaged Business Enterprise (DBE):

**Department DBE Contact:**

**Renata Daher**  
**[daherr@saccounty.gov](mailto:daherr@saccounty.gov)**  
**Or (916) 874-0914**

**For more information on the DBE program visit the California Department Of Transportation (CALTrans) website at:**  
**<https://dot.ca.gov/programs/civil-rights/dbe-certification-information>**





# Questions

All inquiries regarding this RFP and any request for clarification of the contents of this RFP must be directed in writing, via e-mail to Sherrie Antonio at [AntonioS@Saccounty.gov](mailto:AntonioS@Saccounty.gov) no later than September 2, 2022, at 2:00 PM, Pacific Daylight Time.

Interested parties are hereby notified of the following:

- Telephone inquiries will not receive a response;
- Contractors are not to rely on oral instructions or clarifications to this RFP;
- If modifications to this RFP are necessary, the Department will respond in writing via addendum, which will to be posted to the Sacramento County Department of Airports web site at [http://www.sacramento.aero/scas/opportunities/bids\\_and\\_requests/](http://www.sacramento.aero/scas/opportunities/bids_and_requests/);
- Interested parties are encouraged to regularly check the Sacramento County Department of Airports web site for possible updates related to this RFP;
- Any addendum prepared by the Department that responds to questions received by the deadline for submitting questions will be posted on the Sacramento County Department of Airports' web site; and
- **Contact with any County representative (other than the designated contact person listed above) during this solicitation process is cause for disqualification.**

# Deadline

Submit one (1) original and five (5) hard copies of the submittal, along with one (1) digital pdf copy of the submittal (Adobe Acrobat or compatible program) on a portable media device (such as a flash drive) in a sealed envelope clearly marked, "**Proposal for Passenger Boarding Bridges Maintenance And Inspection Services**", at the location and by the deadline stated below. **All late responses will be rejected.**

Date: Friday, October 14, 2022  
Time: 2:00 PM Pacific Daylight Time  
Location: Sacramento County Department of Airports  
Attention: Sherrie Antonio  
6741 Lindbergh Drive  
Sacramento, CA 95837-1109



# Airport Background

## Airport Operations

County of Sacramento is the owner and operator of Sacramento International Airport.

- Airlines Total=12
- Enplanements=13 Million
- 155 Daily Flights
- Operations= 24/7 365
- Annual Operations=132K
- Projections for increased airline/cargo service.

# Airport Background

## Airport Operations

SMF is served by a mix of low cost, foreign flag, mainline, regional, and all-cargo carriers.

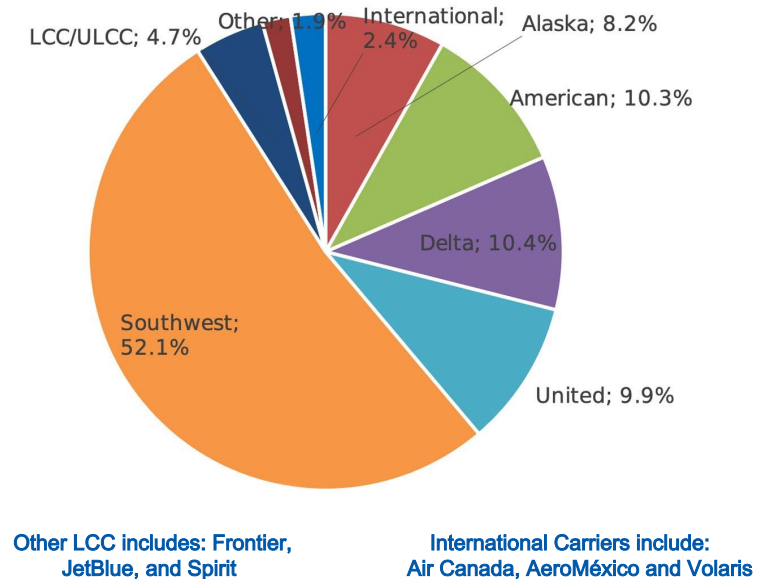
### Southwest

Is the largest carrier at SMF, accounting for approximately 52% of traffic.

### Low Cost Carrier

56.8% of SMF passengers flew on Low Cost Carriers (LCCs) in CY2020 (Southwest, Frontier, JetBlue, and Spirit).

### CY2020 PASSENGERS BY AIRLINE



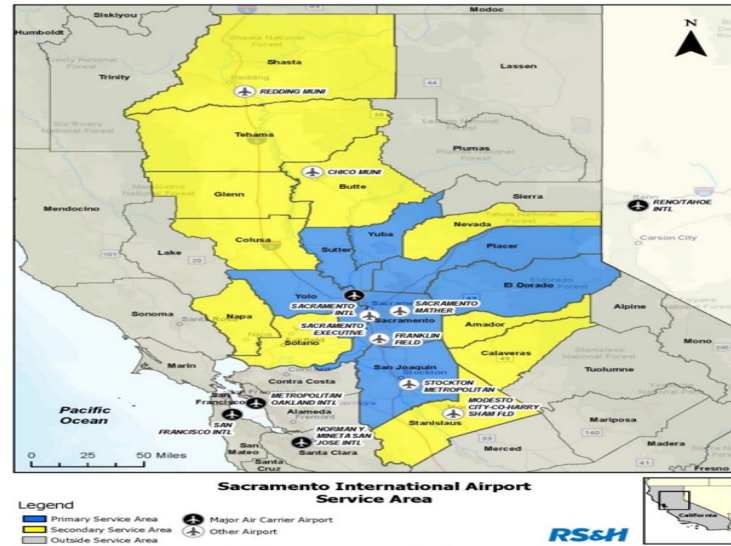
# Airport Background

## Airport Operations

**Twenty-Four (24) hours a day, seven (7) days a week, 365 days a year Operations**

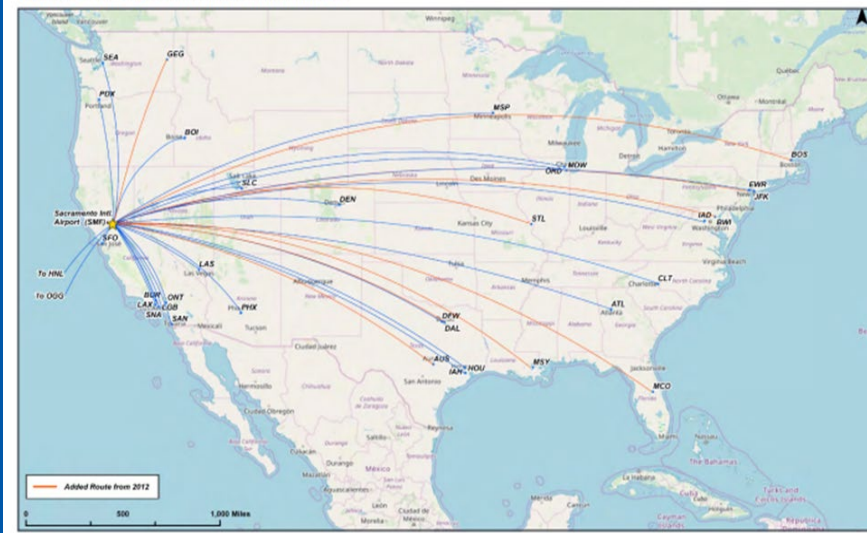
### Sacramento International Airport Service Area 18 Counties

Figure 2-3 SMF Service Area Map



### Non-Stop Domestic Destinations (2018) 36 Destinations

Figure 2-4 Non-Stop Domestic Destinations (2018)





# **Passenger Boarding Bridge (PBB) RFP**



# PBB Details

JetBridge Systems are currently maintained by Sacramento County, Department of General Services Staff

## Proposed, Operations and Maintenance Service Agreement

- Term, Initial
- 10-Years
- Options to extend 1, 5-year term
- Total=15-years

## Two Terminal/Concourse

- A=13 Jet Bridges
- B=19 Jet Bridges

Total= 32

Contractor Line of Responsibility –begins at the door separating the PBB and the concourse

## Jet Bridge Specifics

- Modified JBT Jetway = 7 (Concourse B)
- ThyssennKrupp = 12 (Concourse B)
- Ameribridge = 13 (Concourse A)

## Systems-

- Specifications
- 400Hz Ground Power
- Pre-Conditioned Air
- Bag lifts
- Slides
- Stairs
- Potable water cabinets

# PBB Details

## Contractor Scope – Contractor Responsibility

- Contractor shall within thirty (30) days after the service start date, perform an inspection of the existing PBBs and assess the condition of all equipment covered under this specification to establish a condition baseline.
- The inspection report shall identify all operational and performance deficiencies of each piece of equipment to include an assessment and review of all manufacturer specific maintenance manuals to determine accuracy.
- The report should also include an all PBB parts inventory assessment.
- Inspection report shall serve as a starting point for the Contractor to provide ongoing corrective and preventative maintenance.
- The report shall identify all deficiencies the Contractor claims exist and recommend a priority to correct each.
- A draft copy of the inspection report shall be submitted to the Department within five (5) business days of the inspection completion date.
- Final report shall be submitted to the Department within fifteen (15) business days of the inspection.

# PBB Details

## Contractor Scope – Contractor Responsibility

- ➔ Schedules/performs all preventive maintenance and corrective tasks
- ➔ All non-scheduled maintenance
- ➔ Responsibility for rectifying all fault conditions throughout all operational periods.

### Response-

- ➔ From the time of notification, contractor will have five (5) minutes to arrive at the PBB and begin making repairs.

### Operational Period Responsibility-

- ➔ Contractor will be responsible for maintaining twenty-four (24) hour a day, seven (7) days a week.

# PBB Details

## Contractor Scope – Contractor Responsibility

- Certified (HVAC) technician with at least three (3) years of experience working as a certified technician on staff, at all times.
- Writing and submitting all required or requested daily, weekly, and monthly status reports to the Department.
- Responsible for accurately recording and maintaining a spare parts inventory.
- Responsible for the procurement of all basic and specialty tools and equipment required to perform all maintenance and repairs of the PBBs and the related auxiliary systems.
- Responsible for all consumable materials and supplies as well as all safety Personal Protective Equipment (PPE) required for Contractor's employees.
- Responsible to provide and maintain all Contractors' vehicles.

# PBB Details

## Contractor Scope – Contractor Responsibility

- Maintain fall restraint system certification.
- Assume the responsibility to provide ongoing training.
- Create and provide, PBB Key Performance and Metrics.
- Maintenance services on Department equipment shall be performed in accordance with the manufacturer's operation and maintenance manuals.
- Furnishing all labor, tools, equipment, and material necessary to accomplish the inspection, cleaning, adjustment, preventive maintenance, lubrication, repair, testing/replacement of parts and equipment, supplying of consumables and expendables, and repair of spare equipment for the Department equipment.

# PBB Details

## Contractor Scope – Contractor Responsibility

- PBB or auxiliary subsystem equipment service is interrupted, restoration of service shall be of the highest priority.
- Scheduled or planned maintenance including inspections and Preventive Maintenance (PM) - routine inspections.
- Non-Scheduled Corrective Maintenance (CM).
- Other Maintenance - Other maintenance includes; warranty repairs.
- Staffing should be scheduled for twenty-four (24) hours a day, seven (7) days each week coverage including holidays as per the agreed upon staffing plan. The Contractor will have on call staff that can be called in to assist in emergency repair if onsite staffing is not sufficient.



# PBB Details

## Contractor Scope – Contractor Responsibility

- Store and maintain Department owned spare parts inventory, including critical spares and parts with a long lead time.
- Provide monthly spare parts inventory count.
- Track the warranty period for all components, labor hours for repairs and cost.
- PBB outages will be communicated to the Contractor by the Airport Communication Center (ACC), Airside Operations or the airport maintenance call center.
- Reports are to be submitted within a week after any corrective work, PBB failure reports, PBB performance reports.
- Contractor shall attend a monthly stakeholder meeting.

# PBB Details

## Contractor Scope – Contractor Responsibility

### PBB Key Performance Metrics

- Maintain a ratio of 90% of planned work versus 10% corrective work. Planned work includes; inspections, preventive maintenance, repairs, corrected work discovered from a Contractor inspection, and warranty work.
- Maintain a monthly inspection and preventive maintenance work order completion rate of 97% or greater.

### Systems-

- All auxiliary systems
- 400Hz units
- 400Hz cable hoist PCA units
- PCA hose trolleys
- Wheelchair lift assemblies
- PBB stairs
- Potable water cabinets
- Bag slide assemblies
- All PBBs and their subsystems will be maintained to like new condition, meeting all of the original manufacturer's specifications in operation, parts, and capabilities

# PBB System Tour Discussion

## **Support Locations, Parts Locations**

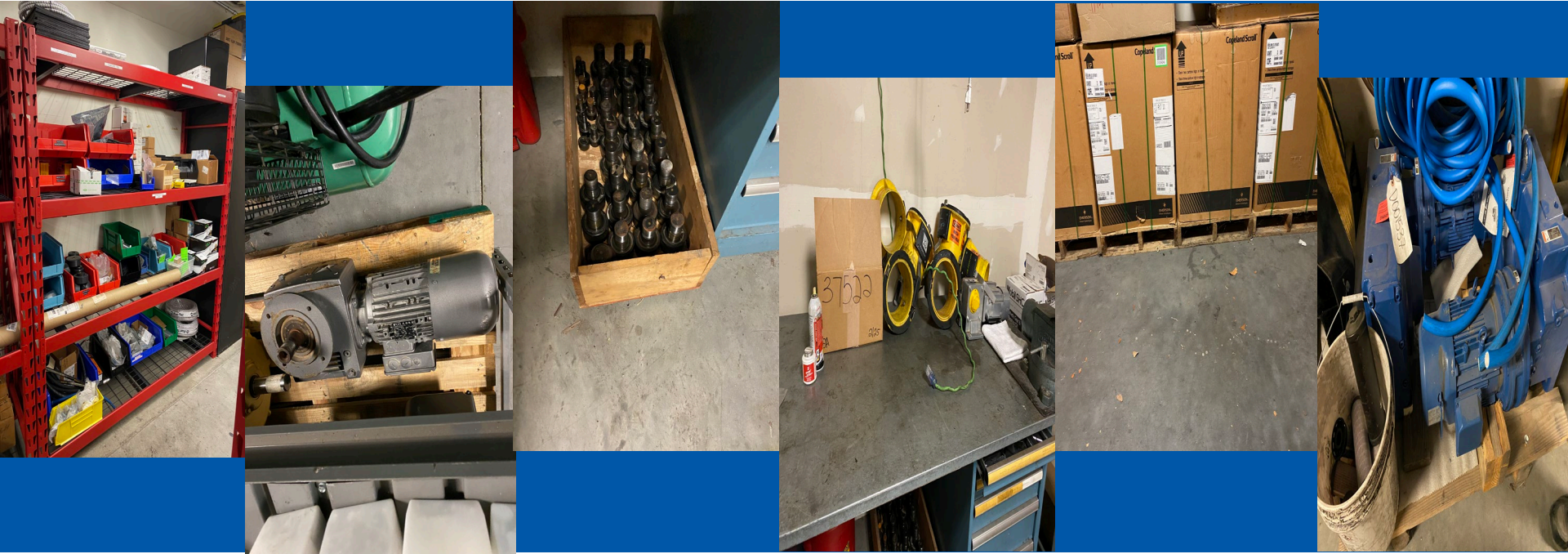
# PBB System Tour Discussion

## Spare Parts Areas



# PBB System Tour Discussion

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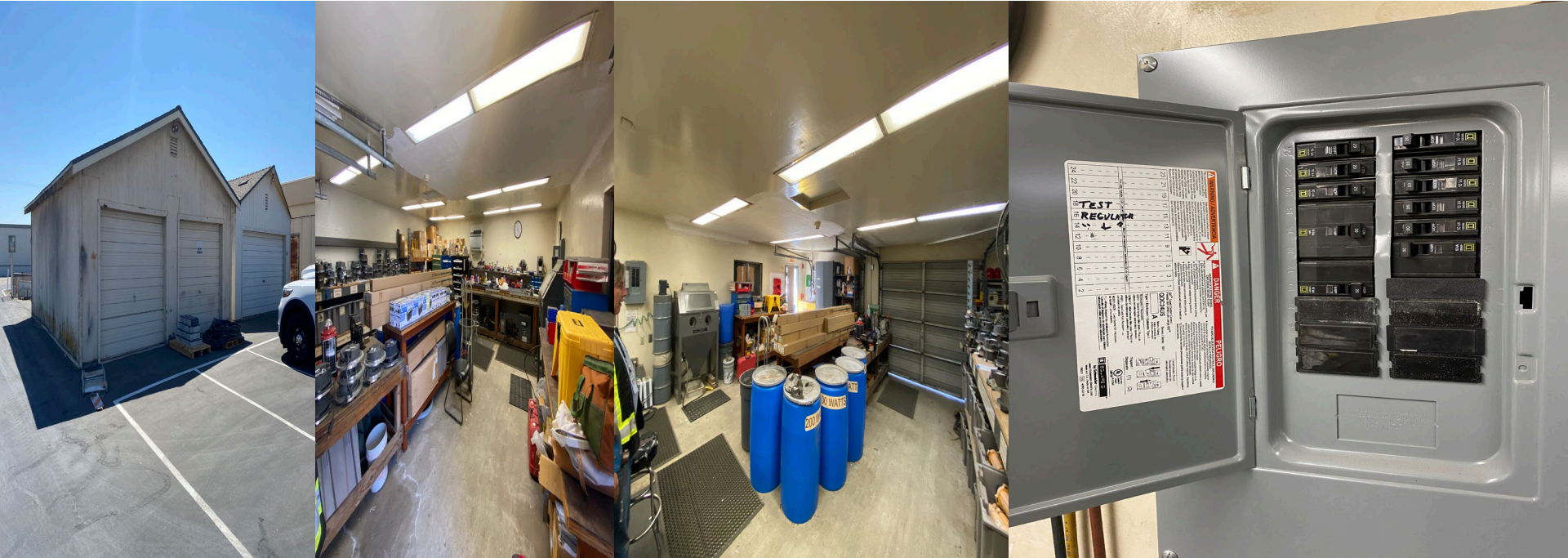




# PBB System Tour Discussion

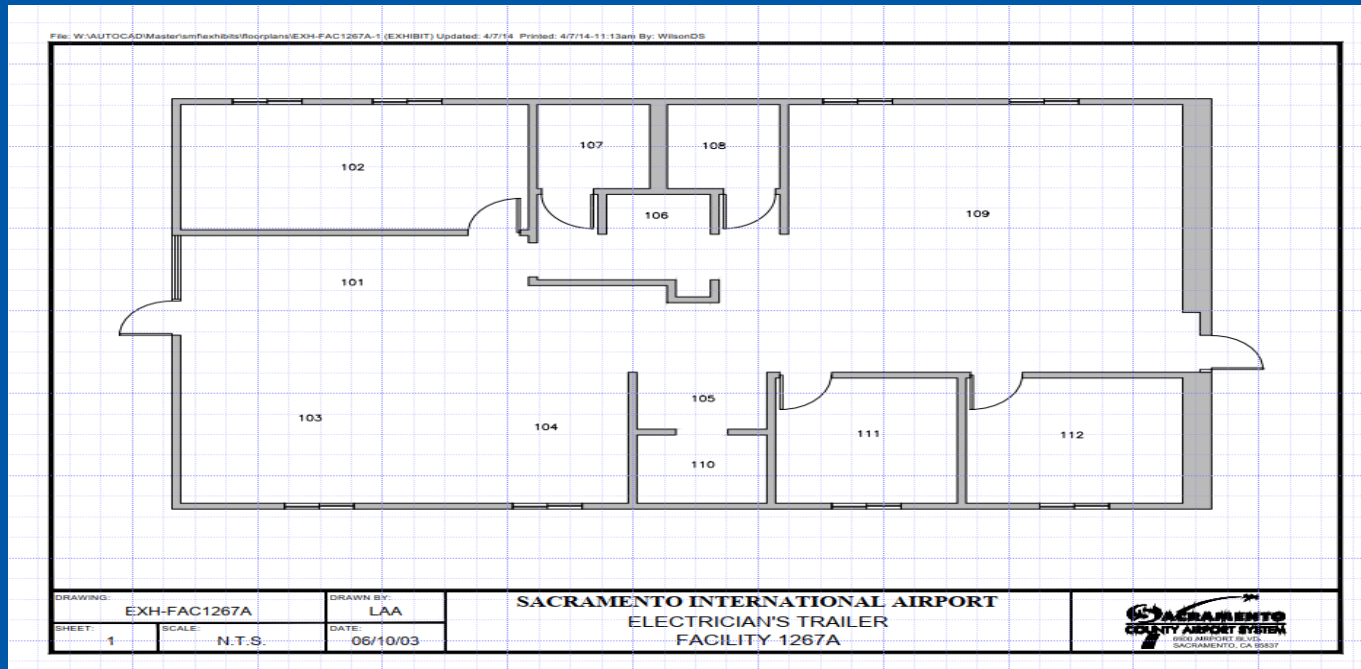
## Airport Operations

### Shop/Spare Parts Locations



# PBB System Tour Discussion

## Office Space

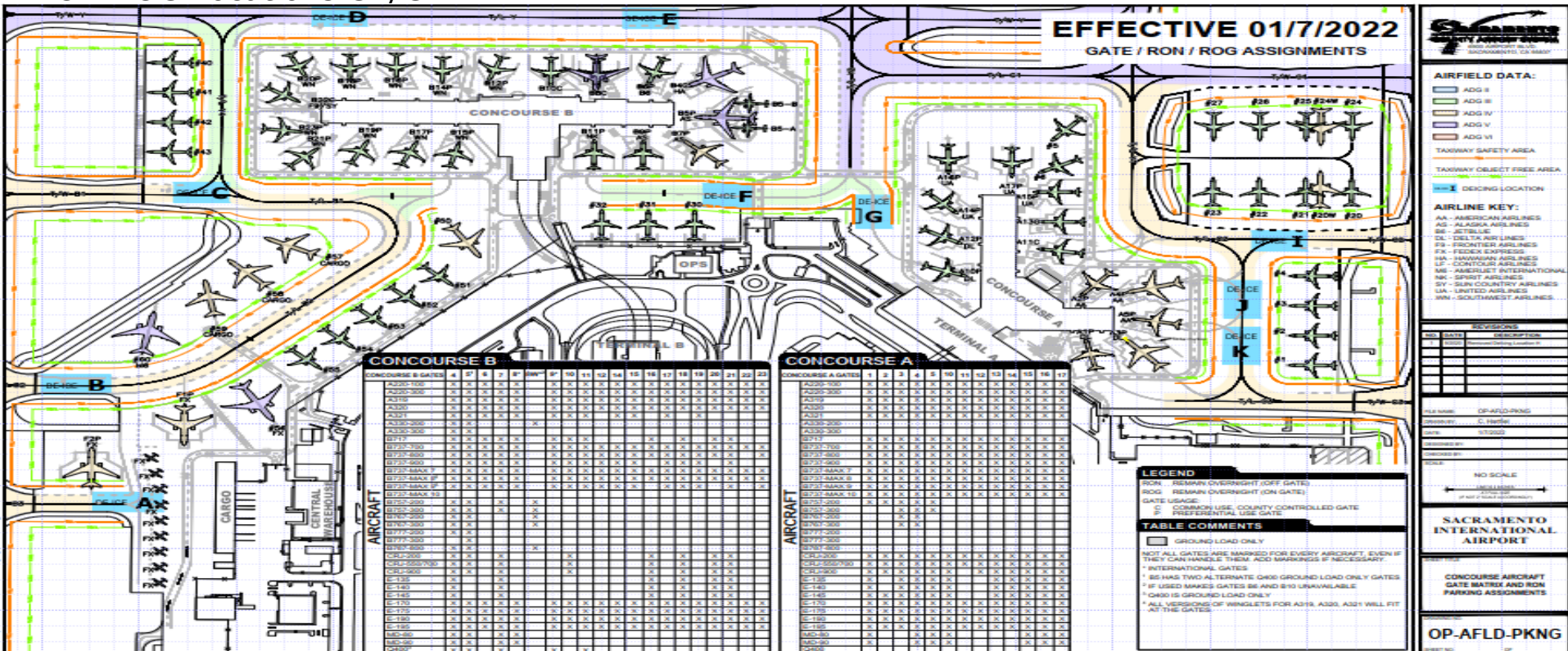


## Facility Locations





## RON ROG Locations CB/CA





# Discussion/Questions

## After the Airport Tour: Chris Martin, Jim Lane, Rick Golden



# Tour Reminders:

Electronic or video recording of the meeting or any portion of the tour is prohibited

10:00-11:30

20 minutes per PBB

Concourse B (PBB 12 and 4)

Concourse A (PBB 15 and 17)

# Questions?

- Please confirm if Davis Bacon ruling and rates apply for this non-construction contract.

**Answer:** The FAA Assurances are a required attachment to all airport agreements. Proposer will need to ascertain whether the Davis-Bacon act applies to their proposal. For more information please see the website at <https://www.dol.gov/agencies/whd/government-contracts/construction/faq/conformance>. \*

- Please provide Davis Bacon determination and prevailing wages for 2022.

**Answer:** For more information please see the website at <https://www.dir.ca.gov/OPRL/DPreWageDetermination.htm>. \*

- Please confirm Professional Liability Insurance is required for this non-professional services contract.

**Answer:** Yes, Professional Liability Insurance is required. There are several professional liability/errors & omissions liability exposures related to this Scope of Work.

- \* **Links are “informational only” and it is up to the proposer to determine what, if any, wages rates apply.**

# Questions?

→ Would you please consider reducing the coverage to \$1,000,000?

**Answer:** We will not reduce our professional liability insurance limit requirement.

→ Will the county provide CMMS for the contractor, or will the county allow the contractor to provide the CMMS?

**Answer:** The Contractor is responsible for providing the Computer Maintenance Management System (CMMS).

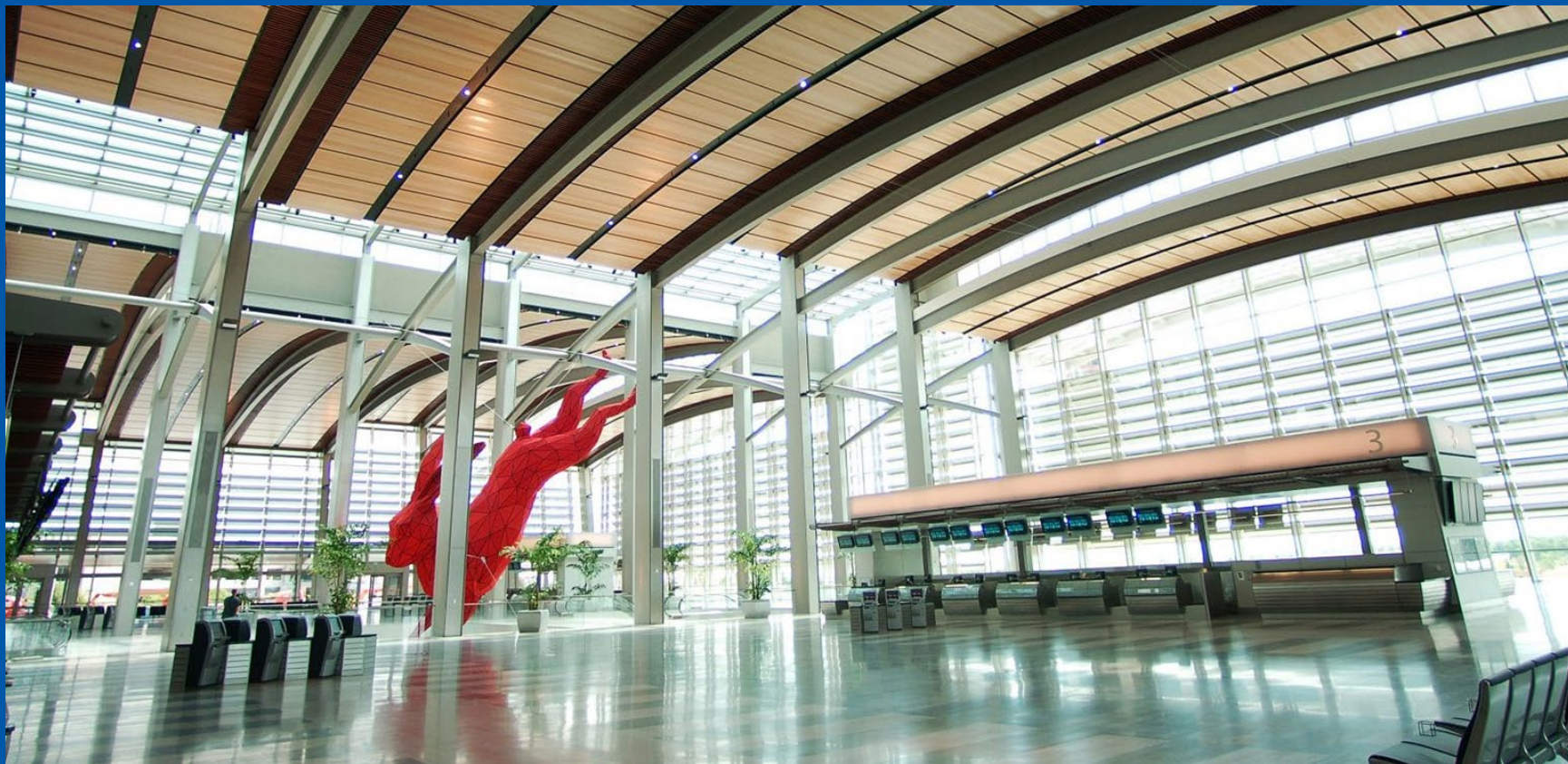
→ What CMMS is the county providing? How many licenses are provided?

**Answer:** The Contractor is responsible for providing the Computer Maintenance Management System (CMMS).

→ Please confirm that there is no formal MWBE % subcontractor requirement for this contract?

**Answer:** The Department's general goal is 3% but there is no specific requirement for this agreement.







# THANK YOU

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**Sherrie Antonio**

Airport Economic Development Specialist

Properties & Commercial Development

Sacramento International Airport

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