

AIRPORT COMMISSION  
CITY AND COUNTY OF SAN FRANCISCO  
RESOLUTION NO. 22-0080

**AWARD OF PROFESSIONAL SERVICES CONTRACT NO. 50240 TO PROFESSIONAL BUSINESS PROVIDERS, INC., FOR OPERATION, MAINTENANCE, REPAIR AND ON-CALL SERVICE OF AIRPORT-OWNED BAGGAGE HANDLING SYSTEM AND PASSENGER BOARDING BRIDGES, IN A TOTAL CONTRACT AMOUNT NOT TO EXCEED \$13,114,615, FOR A THREE-YEAR TERM EFFECTIVE AUGUST 1, 2022, WITH ONE 2-YEAR OPTION TO EXTEND**

- WHEREAS, the Airport owns three Baggage Handling Systems (BHSs) and 60 Passenger Boarding Bridges (PBBs) in the Domestic Terminals; and
- WHEREAS, the Terminal 2 BHS, the Baggage Carousel 10 in Terminal 3, and 40 PBBs are currently operated and maintained through a Contract with Vanderlande Industries, Inc. (Vanderlande) which is set to expire on September 30, 2022. The Airport continues to need operation, maintenance, repair and on-call services; and
- WHEREAS, if the Commission awards Contract No. 50240 as recommended by the Airport Director, the Airport Director will terminate the current Contract to be effective concurrently with the effective date of the new Contract, to ensure there is no overlap in service; and
- WHEREAS, on August 31, 2021, by Resolution No. 21-0175, the Commission authorized issuance of a Request for Proposals (RFP) for operation, maintenance, repair and on-call service of certain Airport-owned BHSs and PBBs; and
- WHEREAS, on December 13, 2021, the Airport received three proposals, all of which were deemed responsive to the RFP. A three-member evaluation panel reviewed and scored the proposals and interviewed the proposers; and
- WHEREAS, based on the scoring of the proposals, interviews, and cost proposals according to the terms of the RFP, Vanderlande was the highest ranked proposer; however, Vanderlande's United States headquarters is in a Covered State as defined in San Francisco Administrative Code Chapter 12X, and subject to limited exceptions, Chapter 12X prohibits the City from entering into a contract with a Proposer headquartered in a Covered State; and
- WHEREAS, Professional Business Providers, Inc. (Professional Business Providers), is the second ranked proposer, and meets all of the requirements to be awarded this Contract; and
- WHEREAS, Staff successfully negotiated the scope of services, contract terms and conditions, and calculation of charges with Professional Business Providers, and recommends that it be awarded this Contract; now, therefore, be it

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- RESOLVED, that this Commission awards Professional Services Contract No. 50240 to Professional Business Providers, Inc., for operation, maintenance, repair and on-call service of Airport-owned Baggage Handling Systems and Passenger Boarding Bridges, in an amount not to exceed \$13,114,615 for a three-year term effective August 1, 2022, with one 2-year option to extend, exercisable at the sole discretion of the Commission; and, be it further
- RESOLVED, that the Commission Secretary is hereby directed to request Board of Supervisors approval of Contract No. 50240 pursuant to San Francisco Charter Section 9.118(b).

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*I hereby certify that the foregoing resolution was adopted by the Airport Commission*  
at its meeting of \_\_\_\_\_ - **MAY 17 2022** \_\_\_\_\_

  
\_\_\_\_\_  
Secretary



**MEMORANDUM**

May 17, 2022

TO: AIRPORT COMMISSION  
Hon. Eleanor Johns, President  
Hon. Malcolm Yeung, Vice President  
Hon. Everett A. Hewlett, Jr.  
Hon. Jane Natoli  
Hon. Jose F. Almanza

22-0080  
MAY 17 2022

FROM: Airport Director

SUBJECT: Award of Professional Services Contract No. 50240 to Professional Business Providers, Inc., for Operation, Maintenance, Repair and On-Call Service of Airport-Owned Baggage Handling Systems and Passenger Boarding Bridges in the Domestic Terminals

DIRECTOR'S RECOMMENDATION: AWARD PROFESSIONAL SERVICES CONTRACT NO. 50240 TO PROFESSIONAL BUSINESS PROVIDERS, INC., FOR OPERATION, MAINTENANCE, REPAIR AND ON-CALL SERVICE OF AIRPORT-OWNED BAGGAGE HANDLING SYSTEMS AND PASSENGER BOARDING BRIDGES IN THE DOMESTIC TERMINALS, IN A TOTAL CONTRACT AMOUNT NOT TO EXCEED \$13,114,615, FOR AN INITIAL THREE-YEAR TERM EFFECTIVE AUGUST 1, 2022, WITH ONE 2-YEAR OPTION TO EXTEND, EXERCISABLE AT THE SOLE DISCRETION OF THE COMMISSION.

**Executive Summary**

Staff requests that the Commission award Professional Services Contract No. 50240 for Operation, Maintenance, Repair and On-Call Service of Airport-owned Baggage Handling Systems (BHSs) and Passenger Boarding Bridges (PBBs) in the Domestic Terminals to Professional Business Providers, Inc. (Professional Business Providers). The total Contract not-to-exceed amount is \$13,114,615. The initial term is three years, with one 2-year option to extend, exercisable at the sole discretion of the Commission. If awarded, the Airport will terminate the current Contract to be effective concurrently with the effective date approved by the Commission for the new Contract, to avoid any overlap in service.

**Background**

The Airport owns three BHSs and 60 PBBs in the Domestic Terminals. Some of these systems are under permit to the airlines who are responsible for their operation, maintenance, and repair. The exceptions are the BHSs in Harvey Milk Terminal 1 (HMT1), Terminal 2, and Baggage Carousel 10 in Terminal 3, as well as 26 PBBs in Boarding Area B, nine in Boarding Area C, and five in Boarding Area D. Except for the BHS in HMT1, these systems are currently operated and maintained through a Contract with Vanderlande Industries, Inc. (Vanderlande) which is set to expire on September 30, 2022. If awarded, the Airport will terminate the current Contract with Vanderlande to be effective

THIS PRINT COVERS CALENDAR ITEM NO. 3

AIRPORT COMMISSION CITY AND COUNTY OF SAN FRANCISCO

LONDON N. BREED MAYOR    ELEANOR JOHNS PRESIDENT    MALCOLM YEUNG VICE PRESIDENT    EVERETT A. HEWLETT, JR.    JANE NATOLI    JOSE F. ALMANZA    IVAR C. SATERO AIRPORT DIRECTOR

concurrently with the effective date of the new Contract to ensure there is no overlap in service. The BHS in HMT1 is a new system and is maintained under a separate Contract with Beumer Lifecycle Management LLC (Beumer).

On August 31, 2021, by Resolution No. 21-0175, the Commission authorized issuance of an RFP for Contract No. 50240 for Operation, Maintenance, Repair and On-Call Service of Airport-owned BHSs and PBBs, as well as to enter into contract negotiations with the highest-ranking firm.

By the due date of December 13, 2021, the Airport received three proposals, all of which were deemed responsive to the RFP.

Professional Business Providers is a qualified service provider based in Chicago, Illinois, with over twenty years of experience in the aviation industry providing operations, maintenance, and installation services for BHSs and PBBs of similar size and complexity to those used at SFO. Professional Business Providers currently operates and maintains all mechanical and electrical components of the inbound and outbound BHSs as well as the PBBs at Chicago Midway International Airport, Detroit Metropolitan Airport, and the New Orleans International Airport terminal activated in 2020.

### **The Selection Process**

A three-member evaluation panel reviewed the proposals and interviewed the proposers. The panel consisted of one member from Norman Y. Mineta San Jose International Airport, Facilities and Engineering; one member from Oakland International Airport, Airport Equipment Systems; and one member from the San Francisco International Airport, Terminal Systems.

Based on the scoring of the proposals, interviews, and costs proposals according to the terms set forth in the RFP, the final rankings and scores were as follows:

<u>Proposer Name</u>	<u>Score (out of 925)</u>
1. Vanderlande Industries, Inc.	867.33
2. Professional Business Providers, Inc.	673.93
3. Symbrant Aviation Services	554.52

Vanderlande ranked the highest based on its score. However, Vanderlande's headquarters is in the State of Georgia. San Francisco Administrative Code Chapter 12X prohibits the City from entering into a contract with a Proposer that has its United States headquarters in a state on the Covered State List. As of January 1, 2020, Georgia was on the Covered State List due to having prohibitive abortion laws, and, as of March 6, 2022, Georgia again qualified for the list based on its voter suppression laws.

Professional Business Providers is the next highest ranked proposer and meets all of the requirements for award of this Contract. Staff successfully negotiated the scope of services, contract terms and conditions, and calculation of charges with Professional Business Providers. The term of the Contract will be three years with one 2-year option to extend, exercisable at the sole discretion of the Commission. The Contract amount is not to exceed \$13,114,615. A Notice of Intent to Award was issued on April 29, 2022, without protest.

In light of the COVID-19 crisis and its impact on Airport finances, Staff has considered the financial implications of the proposed contract award and has determined that the services are essential for the continued safe and secure operation of the Airport. The proposed contract accounts for appropriate fees to assure the financial feasibility of the procurement of the services specified in the Contract.

As the Contract exceeds \$10,000,000, pending Commission authorization, the Airport will request the Board of Supervisors to approve this Contract as required by San Francisco Charter Section 9.118(b).

**Recommendation**

I recommend the Commission award Professional Services Contract No. 50240 to Professional Business Providers, Inc., for Operation, Maintenance, Repair and On-Call Service of Airport-Owned Baggage Handling Systems and Passenger Boarding Bridges – in a total Contract amount not to exceed \$13,114,615, for a three-year term with one 2-year option to extend, exercisable at the sole discretion of the Commission and direct the Commission Secretary to request approval of Contract No. 50240 from the Board of Supervisors pursuant to San Francisco Charter Section 9.118(b).



Ivar C. Satero  
Airport Director

Prepared by: Jeff Littlefield  
Chief Operating Officer

Attachment