

Media Release

‘Aerobidz’ to benefit airports and their suppliers

GENEVA, 28 September 2007 – The range of products purchased by airports is vast. Products and services ranging from computer systems, concrete, architectural design, and fire rescue trucks down to office stationery, all need to be procured to keep an airport operating. The time and cost involved in going through a proper tendering and procurement process for some of these items is significant. Continuing its priority goal of fostering efficiency at airports, Airports Council International will launch ‘Aerobidz’ at the 16th Annual ACI-North America Conference and Exhibition, in Kansas City, USA.

Aerobidz, the e-tendering service for the global airport industry is a web-based tendering and procurement service specifically designed for ACI member airports and their suppliers.

ACI Director General, Robert J. Aaronson, says, “The tendering process is a vital component of any business improvement project. Selecting the right supplier with the right product, at the right price, is an essential ingredient for success. A web-based system provides the most flexible solution for this often complex activity. “

“Airport management teams also need access to both local and global suppliers of specialised airport products and services. With different languages and time zones, communications with a wider range of suppliers around the world can become quite challenging.”

To assist its 573 airport operator members, ACI is launching Aerobidz in conjunction with MERX, Canada’s leading online tendering company. Aerobidz will streamline the tendering process, reducing distribution costs and time spent on the process. Aaronson says, “Canadian airports already working with MERX report that they appreciate the simplified processes, as well as the reporting and tracking tools that have given their staff the ability to handle the bidding process more efficiently.”

Suppliers to airports will benefit by gaining a fast, simple and centralised location to view tender opportunities for airports worldwide. This tool will provide suppliers with greater flexibility in ordering documentation as well as immediate notification of amendments, and an alert service that will notify them of new opportunities.

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“We believe that by using Aerobidz, our airport members will be exposed to a wider range of suppliers and the potential for cost efficiencies is significant. Our over 500 World Business Partners, who supply the airport industry, will also benefit from a one-stop platform,” Aaronson adds.

Aerobidz will officially be launched on 30 September at the 16th Annual ACI-North America Conference and Exhibition, in Kansas City, USA.

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Notes for editors:

How does it work?

For airports, Aerobidz is a free service that makes posting of tenders a simple and quick process. Airports can log-in to the service and upload tender information in a few simple steps. Creating a new opportunity requires simple information such as closing date, a brief description, tender name, tracking number (of your choice), contact information and the uploading of the documentation. The opportunity will be posted within 24 hours, and any notifications or amendments made at a later date will be automatically sent to suppliers.

For suppliers finding new opportunities has never been easier. Aerobidz is a subscription based service that allows suppliers to easily log in and search for opportunities or have the system alert them automatically of opportunities that match the criteria they have set. After viewing the brief description, a supplier can access the source of the tendering documents for download. Additional features include Virtual Plans Room and Electronic Bid Submission capability.

When is it live?

Aerobidz will be live and fully functional from 30 September 2007.

How can you get involved?

Airports and suppliers can visit the website www.aerobidz.aero and view basic information. An annual subscription fee (50% reduction for ACI World Business Partners) will allow suppliers to download bid documents where available. A free trial is available to suppliers from launch until October 31st 2007. Executives from ACI and MERX will be available at booth #426 in Kansas City for the ACI-NA Conference and Exhibition.

- **ACI** is the global trade representative of airports. It has 573 members operating over 1640 airports in 178 countries and territories. In 2006, ACI members handled 4.4 billion passengers, 85.6 million metric tonnes of freight, and 72.2 million aircraft movements.
- **MERX** is a world leader in providing Electronic Tendering services and is the exclusive Electronic Tendering service for the Government of Canada. MERX has been used by private and public organizations throughout the world for over 10 years.

Further information

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