



# Pinellas County

## Staff Report

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File #: 24-0649A, Version: 1

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### **Subject:**

Agreement with Amadeus Airport IT Americas, Inc. for Common Use Passenger Processing Systems.

### **Recommended Action:**

Approval of the agreement with Amadeus Airport IT Americas, Inc. for Common Use Passenger Processing Systems (CUPPS).

- This agreement is for CUPPS and allows efficiency and ease of use for employees and passengers. These systems involve using the same equipment regardless of airline, whereas historically, each airline would have its own designated check-in desks and technical systems.
- Allegiant operates over 95% of airport flights and has recommended and approves the Amadeus system.
- This agreement contains a total not to exceed in the amount of \$694,155.78 for a five-year term; Because the year one expenditure amount of this contract exceeds the County Administrator's delegated authority of \$250,000.00 in a fiscal/calendar year, this item is presented for Board approval.
- Funding for the first year of this agreement is included in the Fiscal Year (FY) 2024 budget in the amount of \$431,910.00 in the Airport Revenue and Operating Fund. Funding for the second year of this agreement is included in the requested FY25 Budget submission. Funding for years three through five will likely be requested in future budgets.

Contract No. 23-0959-N; in a first-year annual estimated expenditure of \$404,556.96 and an estimated annual expenditure of \$72,399.70 for years 2-5, for a not to exceed the amount of \$694,155.78, effective for 60 months; Authorize the Chairman to sign and the Clerk of the Circuit Court to attest.

### **Strategic Plan:**

Practice Superior Environmental Stewardship

3.1 Implement green technologies and practices where practical.

Foster Continual Economic Growth and Vitality

4.1 Proactively attract and retain businesses with targeted jobs to the county and the region.

4.4 Invest in infrastructure to meet current and future needs.

4.5 Provide safe and effective transportation systems to support the efficient flow of motorists, commerce, and regional connectivity.

Deliver First-Class Services to the Public and Our Customers

5.1 Maximize partner relationships and public outreach

5.4 Strive to exceed customer expectations.

**Summary:**

This agreement is for a common use passenger processing systems (CUPPS) and allows efficiency and ease of use for employees and passengers. These systems involve using the same equipment regardless of airline, whereas historically each airline would have its own designated check-in desks and technical systems. This agreement has a term of sixty months with a total expenditure not-to-exceed \$694,155.78.

Alliant Airlines operates over 95% of Airports flights and has approved the Amadeus System.

**Background Information:**

On January 10, 2023, County Airport and BTS representatives flew down to Fort Lauderdale International Airport to see the Amadeus system in use by Spirit Airlines and JetBlue Airlines. The system provides for efficiency and ease of use for employees and passengers whereby the same equipment is utilized regardless of airline, whereas historically each airline would have its own designated check-in desks and technical systems

Airport does not have exclusive use ticket counter or gate space. It has calculated rates and charges on how the air carriers utilize the space. When Air Carrier's share space, and each air carrier has to have their own hardware equipment, (multiple that by 3 air carriers) and that is how much hardware equipment is at a position.

**Fiscal Impact:**

Estimated five (5) year expenditure not-to-exceed: \$694,155.78.

Funding for this is derived from Airport's operating budget (Airport Revenue and Operating Fund).

This contract is included in the FY24 Adopted Budget and the FY25 Budget submission from the Airport Department. Historical comparative cost data was not available for the new system and support delivered by the contract.

**Staff Member Responsible:**

Tom Jewsbury, Director, Airport  
Mark Sprague, Deputy Director, Airport  
Merry Celeste, Division Director, Purchasing & Risk, Administrative Services  
Joe Lauro, Director, Administrative Services.

**Partners:**

N/A

**Attachments:**

Agreement