

RCS

AIRdesign

DESIGNING SUCCESS

A Newsbrief for the Airport Concessions Industry

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PRE-PROPOSAL CONFERENCE

Compressed timelines and unforgiving deadlines are key factors in the airport concessions projects. Being able to prepare a meaningful RFP response is dependent on collecting as much information as possible early on in the process.

Another invaluable pre-planning service in developing the RFP response is attendance at the Pre-proposal Conference. This service is of particular importance in concessions opportunities involving the redevelopment of existing space. The Pre-proposal Conference allows an opportunity to view the spaces in question and get an immediate response or clarification to many issues arising from an initial review of the RFP document.

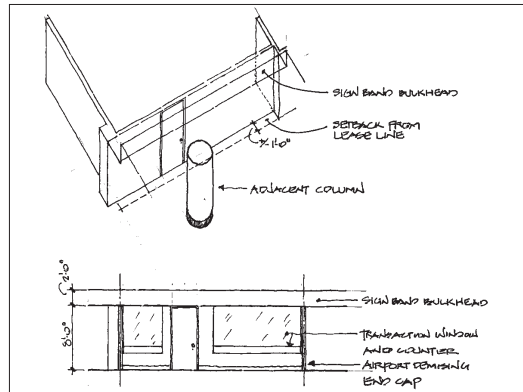
A case in point is Travelex at DEN. RCS/ACT was engaged to attend the Pre-proposal Conference and provide an assessment of the opportunities and constraints on the spaces being offered.

We consulted with Travelex's design architect in review of the RFP document, attended the Pre-proposal Conference asking a number of questions, and discussed our assessment of how the Travelex design concept would integrate into the spaces in question.

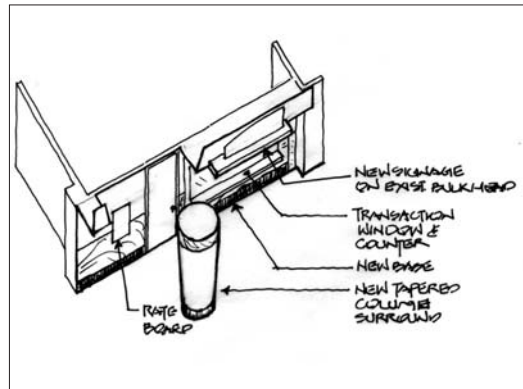
With observations and analysis like this in hand the Concessionaire is better prepared to make intelligent, informed decisions and submit a more meaningful RFP response. If you'd like to learn more give us a call. We're here to help.



Site tour of an existing space.



Site observation sketch.



Design Concept adaptation sketch.

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