



FRESNO YOSEMITE International Airport

City of Fresno Airports Department
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DATE: April 24, 2024

TO: GEORGEANNE A. WHITE, City Manager
City Manager's Office

FROM: HENRY THOMPSON, A.A.E., C.A.E., IAP, Director of Aviation
Airports Department

SUBJECT: AWARD A UNIQUELY QUALIFIED SERVICE AGREEMENT FOR PARKING ACCESS AND REVENUE CONTROL PREVENTATIVE MAINTENANCE AT FRESNO YOSEMITE INTERNATIONAL AIRPORT (FAT)

The purpose of this memorandum is to request the City Manager make a uniquely qualified determination for SKIDATA, Inc. ("SKIDATA"), as set forth in Administrative Order ("AO") 6-19, so that the Airports Department ("Airports") may seek Council award of a parking access and revenue control preventative maintenance service agreement to SKIDATA to provide maintenance and care services to the Parking Access and Revenue Control System ("PARCS") owned and operated by Airports.

SKIDATA is a Delaware corporation that develops and manufactures parking access technology and equipment for a wide range of operators including airports, cities, amusement parks, and universities. Airports entered into a service agreement for the SKIDATA PARCS with Sentry LLC., in 2019. That same year, SKIDATA acquired Sentry, making SKIDATA the developer, manufacturer, and servicer of its own equipment.

Airports has more than 3,800 parking stalls across seven parking lots and one parking garage available to passengers, the public picking up and dropping off travelers, and visitors. A well-maintained PARCS provides a convenient parking experience to the public and provides Airports with the tools and information needed for the sound management of one of its most important lines of business. As the PARCS approaches its tenth year of being installed, having a preventative maintenance service agreement in place is imperative for the continuous operation of the parking lots.

Under the Premium tier of the service levels offered, the service agreement will provide preventative maintenance to hardware, software, and parking equipment. It will cover labor hours when SKIDATA technicians must be dispatched on site for incidents or requests and commits SKIDATA to faster remote and on-site response times.

SKIDATA is uniquely qualified to perform these services because they are the only maintenance provider for SKIDATA equipment. The term of the service agreement is for four years and the annual amount due for services is fixed at \$101,185. The total for the four-year contract term is \$404,740.

