



## FRESNO YOSEMITE International Airport

### City of Fresno Airports Department

4995 E Clinton Way, Fresno, California 93727-1525  
(559) 621-4500 • [flyfresno.com](http://flyfresno.com)

### MEMORANDUM

**DATE:** August 7, 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 UPGRADES TO POINT OF SALE EQUIPMENT AND SOFTWARE AS A SERVICE FOR FRESNO YOSEMITE INTERNATIONAL AIRPORT'S (FAT) PARKING ACCESS AND REVENUE CONTROL SYSTEM**

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 service agreement to SKIDATA for the purchase of new point of sale equipment and for annual Software as a Service (SaaS) subscriptions for the Parking Access and Revenue Control System (PARCS) owned and operated by Airports.

The agreement upgrades cashier stations and credit card processing terminals that have not been upgraded since the PARCS was originally installed in 2016. In addition to replacing aging equipment, the new equipment will ensure PCI compliance is maintained, and will allow tap-to-pay as a method of payment at all payment stations. The latter being a feature frequently requested by the public, as more of them are using smartphones with digital wallets as their method of payment.

The agreement includes annual SaaS subscriptions for the PARCS. The subscriptions includes licenses, quarterly SKIDATA and Windows updates, and new services and features to better manage the parking lots including remote management, use of electronic tickets, and enabling use of QR codes for potential monthly parker or reservations programs.

SKIDATA is uniquely qualified to perform these services because they are the only provider and servicer of SKIDATA equipment. The term of the service agreement is for five years. The first year of the agreement will include the equipment purchase and SaaS

Memorandum – Georgeanne A. White, City Manager  
SKIDATA Service Agreement (POS and SaaS)  
Page 2 of 2

subscription; years two through five are for SaaS only. The total for the five-year contract term is \$190,397.

If you have any questions, or require additional information, please do not hesitate to contact me at 559-621-4600.

City Manager's Uniquely Qualified Determination:

Approved

Denied



Georgeanne A. White, City Manager



Date