

BUSINESS OPPORTUNITY FORUM

2023 Business Opportunity Forum

On the Horizon – PHL Opportunity Overview

September 26, 2023



PHL PNE

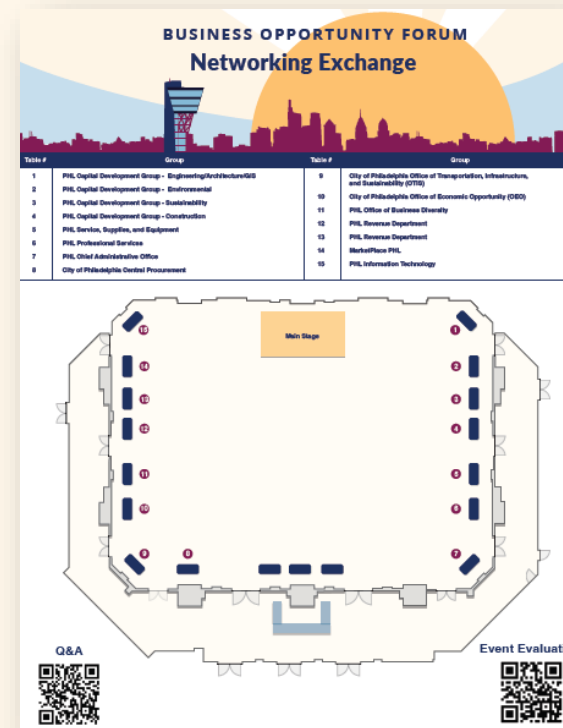
Panel Instructions

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Deatrice Isaac
Deputy of
Airport Procurement

- During the panels
 - Listen for networking tables to visit during the networking session
 - ✓ Table layout is on the handout provided
 - ✓ A link to opportunities is included at the bottom of each table sign
 - Submit panel-specific or general questions electronically
 - ✓ Q&A code located on bottom left of handout
 - ✓ The Q&A code will also be provided on the last panel slide



Meet The Panel

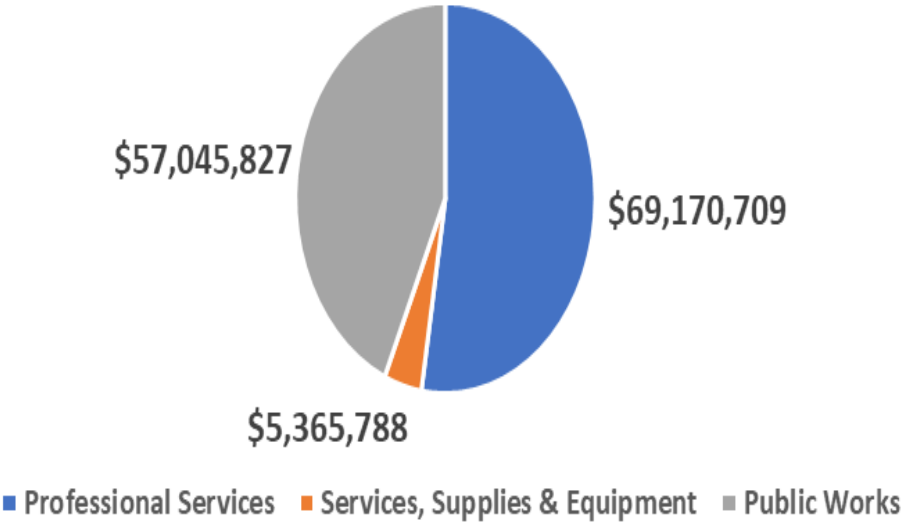
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- *Deatrice Isaac*
 - *PHL Deputy of Airport Procurement*
- *Tracy Borda*
 - *PHL Chief Financial Officer*
- *Jim Tyrrell*
 - *PHL Chief Revenue Officer*
- *Keith Brune*
 - *PHL Chief Operations Officer*
- *Allen Mehta*
 - *PHL Chief Information Officer*

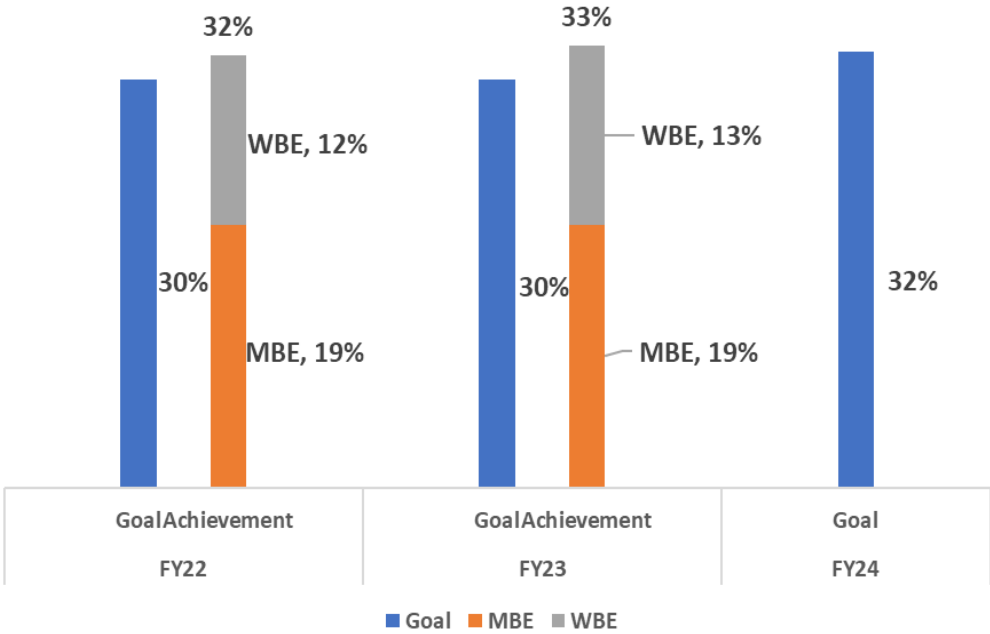
Overview of PHL Procurement

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FY22 Contract Dollars Conformed
Total = \$131,582,324



M/WBE Goals and Achievement



For more information on PHL's Purchasing Administration Unit, visit Tables 5 and 6 during the networking session. For City of Philadelphia Procurements, visit Tables 8 and 9.

Highlights of PHL's Finance Department

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Tracy Borda
CFO

- Financial strategy and functions
 - Financial reporting and forecasting
 - Treasury and investor relations
 - Budget development and management
 - Audit
 - Materials management
 - Business diversity and accessibility
 - Procurement

Types of Opportunities Managed by the Airport's Purchasing Administration Unit

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- Purchases for both airports
 - Philadelphia International Airport
 - Northeast Philadelphia Airport
- Services, Supplies, and Equipment
- Professional Services

For more information, visit Tables 5 and 6 during the networking session.

Highlights of PHL's Revenue Office

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Jim Tyrrell
CRO

- Development, purchase, sale, use, and lease of Airport properties and facilities
 - Air service development
 - Property development and management
 - Food, beverage, retail concessions
 - Car rental
 - Cargo development
 - Marketing/branding
 - Commercial management/business development at Northeast Philadelphia Airport (PNE)

Type of Opportunities in the Revenue Office

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- Concessions
 - Food and Shops
 - Network Programming
- Marketing and Branding
 - Event Management
 - Electronic Surveying
- Air Service Development
- Terminal Seating
- Panel #2 will highlight some of PHL's partners under the Revenue Office

For more information, visit Tables 12, 13, and 14 during the networking session.

Highlights of PHL's Operations

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Keith J. Brune
COO

- Day-to-Day Operations of PHL and PNE
 - Landside operations
 - Airside operations
 - Security operations
 - Terminal and facility maintenance
 - Capital development

Types of Opportunities for Operations

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- Capital Development
 - Architecture/Engineering
 - Sustainability
 - Environmental
 - Construction
- Unsheltered Services
- Facilities Maintenance

For more information on Capital Development projects, visit Tables 1, 2, 3, and 4 during the networking session. For more information on Service, Supplies and Equipment and other Professional Services, visit Tables 5 and 6.

Highlights of PHL's Information Technology (IT) Department

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Allen Mehta
CIO

- Information technology network and operations
 - Network security
 - Telecoms
 - Wireless
 - Data centers
 - Disaster recovery
 - Closed caption Television (CCTV)
 - Access control
 - Software and website development
 - Airport IT innovation

Types of Opportunities for PHL IT

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- Multi-User Flight Information Display System (MUFIDS) implementation
- IT support
- Computer system materials, supplies, and equipment

For more information on IT opportunities, visit Table 15 during the networking session.

PHL-Led Opportunities Beyond the Horizon

Questions?

