



● DENVER

Financial Advisor, KPMG Corporate Finance
LLC, 201520619

Bhavesh Patel
Chief Revenue Officer
June 2015



DENVER INTERNATIONAL AIRPORT
TOGETHER WE SOAR

Contract Description

● DENVER

- Financial Advisor for the Great Hall project procurement
 - Provide DIA with expert advice on public-private partnerships, financial analysis and feasibility assessments to augment existing staff resources
- Benefits
 - Objective financial analysis and advice on a new contract type
 - Procurement and proposal development assistance on this unique partnership
 - Comparative financial analysis of differing proposal structures
 - Cost evaluation of proposals
 - Negotiation assistance

2

Selection Process

● DENVER

- Competitive RFP proposal and interview process
- A total of eight (8) qualified proposals were received
- Top four (4) firms, as determined by proposal ranking, were interviewed by the evaluation committee

Selection Process

● DENVER

- RFP Selection Criteria
 - Understanding of the project
 - Proposed work plan, approach and schedule
 - Key personnel and demonstrated experience on similar projects
 - Ability to respond and commitment of key personnel
 - Project management control
 - Fee structure/conditions to close, a minimum of two (2) different fee structures were required
 - Diversity and inclusiveness in city solicitations

4

Selection Process

DENVER

- KPMG Corporate Finance LLC was selected as the recommended proposer
- KPMG Corporate Finance LLC is a financial tax, audit and advisory firm
 - 162,000 professionals and 155 countries
- KPMG Corporate Finance LLC has a downtown Denver office on 17th street
 - Currently employ approximately 550 people in the metro area
- **Goals:** The Division of Small Business Opportunity (DSBO) has determined that this project is not subject to DSBO Ordinance

5

Contract Terms and Amount

DENVER

- 3 year term
- Contract Amount: Not to exceed \$2 million
 - The scope of work is allocated into three (3) distinct task orders for greater control and management of the contract by DIA
 - RFP Development and Interactive Process
 - RFP Proposal Evaluation
 - Preferred Developer Negotiations to Commercial Close

6

Business Case Summary

● DENVER

- Advise DIA on the feasibility and procurement of the Great Hall redevelopment project
- Assist in the evaluation of proposals and the negotiation of a development contract
- The Great Hall project represents a new contractual arrangement for the Airport - we want the best advise available in the industry
- The Financial Advisor will augment DIA staff with specific expertise on public-private partnerships, advice and feasibility assessment necessary on this procurement

7

A blue-tinted map of North America with a grid overlay. A black dot marks the location of Denver, Colorado, with the word "DENVER" written in black capital letters to its right.

● DENVER

Financial Advisor, KPMG Corporate Finance
LLC, 201520619

Bhavesh Patel
Chief Revenue Officer
June 2015



DENVER INTERNATIONAL AIRPORT
TOGETHER WE SOAR