

BILL/ RESOLUTION REQUEST

- 1. Title:** Approves a revenue contract with Concourse Communication, LLC, a Boingo Wireless company, to provide Free Wi-Fi Service at Denver International Airport. It is a three year, \$500,000 minimum annual guarantee agreement.

- 2. Requesting Agency:** DIA

- 3. Contact Person *with actual knowledge of proposed ordinance***
Name:Leah Older
Phone:303-342-2534
Email:leah.older@flydenver.com

- 4. Contact Person *with actual knowledge of proposed ordinance who will present the item at Mayor Council and who will be available for first and second reading, if necessary***
Name:Brian Elms
Phone:303-619-7353
Email:brian.elms@flydenver.com

- 5. Describe the proposed ordinance, including what the proposed ordinance is intended to accomplish, who's involved**
 - a. Scope of Work**

Free Wi-Fi Service Provider, revenue contract with Concourse Communication, LLC a Boingo Wireless company. The contract term begins on the Commencement Date (target date of 2/1/12 or sooner) and will run for three years. The MAG is \$500,000 in year one; \$525,000 in year two; and \$550,000 in year three. The vendor was selected via competitive Request for Proposal process, issued September 17, 2010 for a Free Wi-Fi Service Provider. Because only one qualified proposal was received, representatives from Public Relations and Marketing, Technologies, and Concessions Management interviewed the vendor then made the recommendation to the Manager Aviation via the Concessions Business Development office.
 - b. Duration**

Three (3) years
 - c. Location**

DIA
 - d. Affected Council District**

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 - e. Benefits**

To provide free Wi-Fi service to the traveling public, and to generate \$1,575,000.00 in revenue to the airport over the three year term.
 - f. Costs**

Revenue-\$500,000 minimum annual guarantee year one; \$525,000 in year two; and \$550,000 in year three

6. Is there any controversy surrounding this ordinance, groups or individuals who may have concerns about it? Please explain.

No

Bill Request Number: BR12-0088

Date: 1/24/2012