



# TECHNOLOGY INNOVATION: DEN REVENUE CONTROL REPLACEMENT

## NEXTGEN PARKING, LLC

HEERALD HENSLEY, ACTING SENIOR VICE PRESIDENT  
DENVER INTERNATIONAL AIRPORT  
AUGUST 2019



# CONTRACT DESCRIPTION

- Provides new modernized software/hardware for public and employee parking at Denver International Airport (DEN)
- Provides new online services and improved customer experience
- Calculates correct parking fees automatically
- Accurately reports revenue collected and deposited
- Allows DEN to track revenue and transaction processing
- Integrates with multiple systems including Workday for financial reporting



# CONTRACT DESCRIPTION

- Successful proposer was selected through the RFP process
  - ECCL 4:12 LLC dba NextGen Parking, LLC (NextGen) is the successful proposer
  - NextGen is a national company headquartered in Texas with intention of creating a Denver office
    - Responsive proposers
      - Conduent Transportation Solutions, Inc.
      - NextGen Parking, LLC
      - Scheidt & Bachman USA, Inc.
      - SKIDATA, Inc.



# CONTRACT TERMS AND AMOUNT

- Term is three years
- Maximum liability is \$10,642,491

## GOALS

- The Division of Small Business Opportunity determined contract does not fall under provisions of Denver's Construction or Purchasing Ordinance

# BUSINESS CASE SUMMARY

- Public and employee parking systems at DEN are at their end-of-life cycles
  - Public parking system has been in place since 2008
  - Employee parking system has been in place since 2002
- Remain compliant with Payment Card Industry Data Security Standard (PCI DSS) regulations
  - Reduces the effort required to meet PCI DSS



# PARKING REVENUE

Parking is the second largest revenue source at DEN



EMPLOYEE  
PARKING  
Revenue  
2018 \$6.6M  
2016 \$6.6M  
2017 \$6.4M

8,281 Spaces



PUBLIC  
PARKING  
Revenue  
2018 \$184.6 M  
2017 \$169.7M  
2016 \$170.2M

7 parking products  
43,805 spaces

# REVENUE BENEFITS

- Airport operates with money collected from airline cost per enplanement fees
- Other revenue streams help offset those charges and keeps airline fees competitive
  - More affordable flights for passengers
- Parking the second largest sources of revenue
- Other revenue sources include: car rentals, concessions, facility rentals etc.
- DEN has some of the lowest airline cost per enplanement in the country
  - Less money airlines have to pay = more airlines coming to DEN
  - This makes DEN competitive with other airports around the country

# NEW SYSTEM BENEFITS

## Public Parking:

- Automatic vehicle recognition
  - Automated entry and exit experience
  - Reduces idling at entry and exit
- Integrated system allows parkers to pre-book parking in any facility
- Provides rate structure flexibility allowing for dynamic pricing
- Peer to peer credit card processing
  - Reduces PCI DSS scope





# NEW SYSTEM BENEFITS

## Public Parking:

- Ability to modernize and integrate with other systems
  - Multiple pre-booking systems
  - Power BI and other analytic systems
  - Loyalty programs
  - Concierge VIP Program
    - Meet and Greet booking – curb to gate
  - Potential future single space guidance system
    - Reduces time spent searching for open spaces



# EMPLOYEE BENEFITS

## Employee Parking:

- Online payment of monthly parking fees
- Ability to update vehicle and personal information online
- Automatic vehicle recognition
  - Reduces idling at entry and exit points
- Peer to peer credit card processing
  - Reduces PCI DSS scope

# RELATED ORDINANCES

- Construction-
  - Removing/installing booths
  - Repairing islands
  - Installing hardware and conduit
  - Approximately \$11M Bids due August 20<sup>th</sup>
- Yield management-
  - RFQ that informs the decision to invest in the technology to allow DEN to change online pre-booking parking rates based on user numbers in order to maximize revenue
  - Approximately \$15.5M Date: TBD



DENVER INTERNATIONAL AIRPORT

**DEN**