



Bid Waiver Form

Revised 01/2022

Short Description of Goods/Services	Flight Status Feed to Airport Monitors	Total Cost	\$68075.78		
Vendor Name	OAG Aviation Worldwide LLC	MUNIS #	13974	Req #	
Purchasing Officer	Megan Rogan	Date	04/12/2022		
Department	Airport	Email	riechers.michael@msnairport.com		
Name	Michael Riechers	Phone	608-661-6442		

A VENDOR QUOTE MUST BE ATTACHED TO THE WAIVER FOR APPROVAL

Provide a detailed description of the goods/services intended to be purchased:

The Airport maintains a system that displays flight, gate, or baggage information throughout the terminal and on our website. The data displayed on these monitors is a direct feed from OAG. OAG is a highly reliable, redundant, real-time data source that provides DCRA with formatted SSIM (Standard Schedules Information Manual) and dynamic schedule data which interfaces directly with the following systems and equipment throughout the airport: flight information displays monitors, weather and flight tracking displays, Com-Net (a proprietary system) gate and baggage display systems, website arrival/departure data displays, and our Passur communication system with one data feed and without the need for multiple sources and reformatting to accommodate the many airport systems that rely on this data. Switching to a new vendor would require the reprogramming, reformatting, updating, and redeployment of several systems with a substantial cost and potential disruption of several services. Funds are available in the 2022 budget and will be charged to AIRTERM-31039.

Send to a Purchasing Officer Once Completed



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Procurement Exception List

- Emergency Procurement
- Unique and specific technical qualifications are required
- A special adaptation for a special purpose is required
- A unique or opportune buying condition exists
- Only one vendor possesses the unique and singularly available ability to meet the Department's requirements

Provide a detailed explanation as to why the competitive bidding (RFB/RFP) process cannot be used. Also provide a detailed justification in relation to the Procurement Exception(s) chosen:

OAG Aviation Worldwide is the current provider of this data service and remains uniquely positioned to provide the uninterrupted services required to fulfill the special purpose requirements of the airport. This request will cover a cumulative five year contract which was negotiated at a first year rate of \$12,320 and a 5% escalator for each subsequent year. Funds for this service will be available in the requested 2022 budget and will be included in future year budget requests. OAG is uniquely positioned within the airport to provide seamless data integration across numerous essential airport services. Without their data flow, nearly every flight-related technology and system would need individual reprogramming, reformatting, and a new, dedicated data source to function properly. The resources required and disruption to service this type of change would be prohibitively expensive and difficult. We feel that these attributes uniquely position OAG for this important service provided at the airport.

Bid Waiver Approval (For Purchasing Use Only)

Under \$40,000 (Controller)

\$40,000+ (Personnel & Finance Committee)

Date Approved:

Send to a Purchasing Officer Once Completed



17 November 2021

From:
BD Freeman
OAG Aviation Worldwide LLC
550 W. Van Buren St, Suite 1520
Chicago, IL 60607
United States

To:
Michael Riechers
Dane County Regional Airport
4000 International Lane
Madison, Wisconsin 53704-3120
United States

Hi Michael,

OAG is pleased to offer the following products and pricing to Dane County Regional Airport. With more than 90 years of experience in the Aviation Industry, we are confident we will exceed your expectations as a trusted Travel Data provider.

POP for Y1 is 5/1/2022-4/30/2023.

Product	Tier	Y1	Y2	Y3	Y4	Y5	Notes
Flightview-Dynamic Push	201-400 Departures per month	\$12,320*	\$ 12,936.00	\$ 13,582.80	\$ 14,261.94	\$ 14,975.04	*Current Tier
Flightview-Dynamic Push	401-750 Departures per month	\$ 18,500.00	\$ 19,425.00	\$ 20,396.25	\$ 21,416.06	\$ 22,486.87	

Best Regards,

BD Freeman
Sales Manager, North America
OAG