



BUSINESS

OPPORTUNITY FORUM

For the first time ever, choose which business opportunity presentation is relevant to your business, attend in-depth informational sessions, and network at roundtable with various DFW departments, contractors, concessionaires and vendors.

PLEASE JOIN US

Friday, June 2, 2017 from Noon - 5:00 pm at the Hyatt Regency, Terminal C located at 2334 International Parkway, DFW Airport, Texas 75261.

AGENDA

Noon - 1:00 pm

Registration

1:00 pm - 2:00 pm

Business Opportunity Track Presentations

- Professional A/E Services and Construction
- Concessions
- Goods and Service

2:00 pm - 2:30 pm

Break

2:30 pm - 3:30 pm

Department Informational Sessions

- **Design, Code, and Construction: *Airfield Program 3-Year Look Ahead***
Learn more about the planned airfield construction over the next three years and hear what changes have been made to facilitate access for contractors onto the airfield.
- **Concessions: *How to do Business as a Concessionaire***
If you are a concession owner or partner; a designer or contractor; or a supplier or vendor to a concessionaire, this is your opportunity to learn how you can participate in DFW Airport's Concessions program. Learn about the costs and benefits of operating at the airport vs. street-side and how you can make your proposal stand out.
- **Procurement and Materials Management: *Guiding Principles for Successful Solicitations***
If you are interested in learning the ins and outs of what makes a successful bid or proposal, join us at this session. Hear from procurement specialists as they discuss best practices for purchasing and contracting including tips on how to submit a compliant proposal or bid.

3:30 pm - 5:00 pm

Network and Roundtables

- DFW department representatives and selected contractors, concessionaires, and vendors currently doing business with DFW will facilitate meet and greet discussions. Participants will rotate and have the opportunity to visit a total of five tables on a first come, first serve basis. Only one representative for each company allowed at each table to allow maximum participation. Each roundtable discussion is 15 minutes followed by a 5 minute rotation. Bring your business card and Company's Capability Statement to leave with table representatives.



Scan or click [here](#) to register for the event.

