

SILICON VALLEY'S AIRPORT



**Airport On-Demand Ground Transportation Program**  
*Industry Update Meeting*  
**February 18, 2021**

# Meeting Agenda



- 1) Introduction
- 2) On-Demand GT Program RFP Process and Award
- 3) Overview of Next Steps in the Process and Council Approval
- 4) Proposed Changes to the On-Demand Program
- 4) Safer LLC
- 5) Closing and Questions

# Introduction



- Please be courteous of the presenters and your fellow industry members by not interrupting someone when they are speaking.
- If you are not speaking, please mute your microphone.
- If you have a question, please enter it into the chat box and we will answer either during the meeting or send you a response via email after the meeting.

# RFP Update



- Due to the impacts of COVID-19 the original plan to release the On-Demand RFP was delayed. We released the RFP on October 23, 2020 with the bid closing on November 20, 2020.
  - 25 entities viewed the RFP
  - Only 1 officially proposed
- In December we commissioned an RFP review panel of management personnel from other Airports that included San Francisco, Oakland, Sacramento, and Denver.
  - They reviewed and scored the proposal
  - The Airport Issued a Notice of Intended Award and observed the 10-day protest period
- Once the process was completed Safer LLC was recommended for award

# RFP Next Steps



- We are currently in discussions with Safer LLC to finalize the contract and workout logistics
- Currently the Airport plans on going to City Council for approval of the RFP on March 30<sup>th</sup>
- Once Safer LLC is approved the Airport would work with Safer to implement their new program as quickly as possible.

# Proposed Changes to the Program



- Airport will no longer manage and administer access permits for the On-Demand Program. Therefore:
  - The **Airport** Cost Recovery Fee of \$1.55 would no longer be assessed
  - The 300 Permit cap on the program would no longer be observed
- The On-Demand Program would no longer consist of Company Permits and Individual Permits.
  - All Drivers would need to be affiliated with a Company that is permitted with the Airport
  - If a Driver has proper Company credentials, then they would sign an agreement with Safer LLC to participate in the On-Demand Program
- If traffic volumes return to a point where there are more drivers than are needed at the Airport, then staff will work with Safer to re-evaluate the program

- Please Welcome Gabriel and Fabio from Safer LLC
- They will now give an overview of their company

# Safer Contact Information



## Contact Information:

**Gabriel Santos**  
**Chief Executive Office**  
**+55 21 96779-1255**  
**[gabriel.santos@safertaxi.com](mailto:gabriel.santos@safertaxi.com)**

**OR**

**Fabio de Thuin**  
**Chief Operating Officer**  
**+55 21 99664-1326**  
**[fabio.thuin@safertaxi.com](mailto:fabio.thuin@safertaxi.com)**

# Closing



## Airport Contact Information:

**Ashwin Naidu**  
**Landside Operations Manager**  
**408-392-3505**  
**[anaidu@sjc.org](mailto:anaidu@sjc.org)**

**OR**

**Sylvia Trejo**  
**Landside Operations Superintendent**  
**408-392-3515**  
**[strejo@sjc.org](mailto:strejo@sjc.org)**