



AIRPORT MANAGEMENT, CONSTRUCTION, AND MODERNIZATION MISSION TO SAUDI ARABIA

Dammam, Riyadh, Jeddah

December 8-12, 2019

Participating U.S. Companies
(as of 11.22.2019)

Archesol

Website: www.archesol.com

Represented by:

Mr. Ahmed Zaatari
Managing Partner
Email: az@archesol.com

Company Background:

Archesol is a non-stocking distributor of US-made industrial equipment and spare parts for multiple industries. In the aviation space, the company has an expanding portfolio of products that includes cargo system controls, valves, and more for airline and airports, sourcing product from leading US equipment manufacturers such as Aviall, a Boeing company. Archesol also supplies product in Saudi Arabia to Zamil, Saudi Electricity Company (SEC), and SABIC and is in the process of pursuing certifications and approvals for supply relationships with Ma'aden and Saudi Aramco.

The company's objective is to meet with procurement and purchasing divisions at GACA and Saudi airlines in order to learn more about current and future equipment and spare part needs of the country's airports and carriers.

HOK

Website: www.hok.com

Represented by:

Mr. Daniel Hajjar
Managing Principal, HOK London and Dubai
Email: daniel.hajjar@hok.com

HOK is a global design, architecture, engineering and planning firm. Founded in 1955, the 1700 employees of HOK are spread across a network of 24 offices on three continents. As of 2018, HOK was the largest US-based architecture-engineering firm and the fourth largest interior design firm.

HOK has a long history of involvement in major projects in Saudi Arabia. They were the lead designer of King Khalid International Airport when it opened in 1983 and are a member a member of the consortium leading the expansion of the airport. They were also the lead designer of King Abdullah University of Science and Technology. Other significant projects include the Community Masjid and Residential Community of the King Abdullah Petroleum Studies and Research Center.

Jacobs Engineering Group Inc.

Website: www.jacobs.com

Represented by:

Mr. Markos Apostolides

Business Development Director, Transportation, Middle East

Email: markos.apostolides@jacobs.com

Company Background:

Jacobs Engineering provides a broad range of technical, professional, and construction services to a large number of industrial, commercial, and governmental clients around the world. The company offers interior, construction management, scientific research and testing, architecture, engineering, and operations and maintenance services. Infrastructure solutions for airport development is a principal area of service for Jacobs. Major airport development projects include work for Heathrow Airport Expansion Program, Brisbane Airport Runway Program, Mumbai Airport terminal expansion, and Dallas-Fort Worth runway rehabilitation, among others.

In Saudi Arabia, Jacobs has provided Engineering, Procurement & Contract Management and Construction Management services for many large infrastructure projects, including projects for companies and locations such as Saudi Aramco, Ras Al Khair, YASREF, and SATORP. Jacobs is also a joint venture partner with Saudi Aramco and the Public Investment Fund in Jasara, a Program Management Company for social infrastructure delivery in Saudi Arabia and the region.

Landrum & Brown

Website: www.landrum-brown.com

Represented by:

Mr. Diego Rincon

Vice President

Email: drincon@landrum-brown.com

Company Background:

Founded in 1949, Landrum & Brown offers airfield and airspace, terminal planning and design, master planning and strategy, environment, financial, business planning, ground transportation, commercial development, and activation planning services. Some of its notable airport projects include King Abdulaziz in Jeddah, Los Angeles, Mexico City, Shanghai, San Francisco, Denver, Fort Lauderdale, Dubai, LaGuardia, Newark, Chicago O'Hare, Seattle-Tacoma, and much more. The company has locations in North and South America, Europe, Africa, the Middle East, and Asia.

M2P Consulting
Website: www.m2p.net

Represented by:

Mr. David Ploog
Managing Partner
Email: ploog@m2p.net

Company Background:

M2P is a Management Consulting Firm serving clients in the Aviation and Public Sector space. M2P has worked intensively with airports, airlines, and government organizations in the UAE, Oman, and Bahrain. M2P is planning to expand its footprint in Saudi Arabia to work on the current and future airports projects in partnership with other U.S. based firms. The products on offer to the Saudi market are consulting services for airport management, construction management, airport traffic forecasting and planning, airport checkpoint services, airport security, airport resource management, and optimization of ground handling.

Beyond airport related applications, M2P services also present value to border control organizations, immigration and customs authorities, and airlines.

Significant end users of M2P solutions include the Los Angeles airports, Orlando airport, Grand Rapids airport, San Diego Airport, Pittsburgh airport, JetBlue airline, Dubai airports, and the Emirates airlines.

ProDIGIQ, Inc
Website: <https://www.prodigiq.com/site/aviation-software>

Represented by:

Mr. Arpit Malaviya
Chief Executive Officer
Email: arpit.malaviya@prodigiq.com

Company Background:

ProDIGIQ is an aviation company that provides safety and operational software to more than a hundred airports and airlines worldwide. Clients include major top tier airports and airlines.

Products for the Saudi market include airside automation and compliance software, safety management systems, and flight operation systems. Significant current end users include Houston airports, Denver International Airport, The Boeing Company, Delta Air Lines, and CapeAir.

Rapiscan Systems

Website: www.rapiscansystems.com

Represented by:

Mr. Khalid Smadi
Vice President Middle East
Email: ksmadi@rapiscansystems.com

Mr. Abdeladim Chakir
Sales Director
Email: AChakir@rapiscansystems.com

Company Background:

Rapiscan Systems is a global leader in security screening products and solutions focused on maximizing threat detection and operational success. In addition, Rapiscan Systems has been the industry leader for non-intrusive inspection and explosive, radiological, and trace detection systems. Its products and solutions are used by airports, airlines, government and corporate buildings, correctional and prison facilities, postal facilities, military installations, seaports, major event sites, and border crossings worldwide. Rapiscan is present in over 100 countries, with over 100,000 products.

Significant end users include U.S. Transportation Security Administration, U.S. Customs and Border Protection, U.S. Department of Defense, U.S. Department of Justice, Saudi Customs, Abu Dhabi Customs, Dubai Airports, Buckingham Palace, DHL, Tesla, Raytheon, Dubai Police, and British Airways.

Rapiscan aims to introduce its products and solutions to Saudi airport and seaport authorities, military installations, major event organizers, and government and corporate facilities.

Securiport

Website: www.securiport.com

Represented by:

Dr. Enrique Segura
President and CEO
Email: esequera@securiport.com

Dr. Attila Freka
Chief Strategy Officer
Email: afreka@securiport.com

Company Background:

Founded in 2001, Securiport offers security, technical, and financial solutions to governments around the world.

Securiport offers intelligent immigration controls, border management, threat assessment, and civil aviation security solutions. Its services include biometric technologies, advanced data analytics tools, training, data security, watchlist management, and profiles for persons of interest.

Security Strategies Today

Website: www.securitystrategiestoday.com

Represented by:

Mr. Steve Cocco
Founder and Chief Executive Officer
Email: coccosteve@gmail.com

Mr. Chad Arruda
Co-Founder, Partner, Chief Development Officer

Company Background:

Security Strategies Today is a full-service investigative firm based in Arizona. It provides threat assessments prior to foreign deployment or travel, advisory services on critical infrastructure protection, crisis management, and special events management and preparation. They also provide training for security services. Phoenix airport system is among its significant users.

The company is seeking to introduce its services to Saudi airport and customs authorities, large corporate plant facilities, financial institutions, major event organizers, and security and security guard companies.

SITA

Website: www.sita.aero

Represented by:

Mr. Naïm Jomaa
Sales Team Director, Airport and Government Business
Email: naim.jomaa@sita.aero

Mr. Adonis Succar
Head of Airports Business Development, MEA
Email: adonis.succar@sita.aero

Company Background:

The world's leading air transport IT and communications specialist, SITA meets the demands of the air transport industry. The company is guided by around 400 air transport owner-members around the world. The SITA Board and SITA Council is comprised of over 35 air transport industry CIOs and other IT professionals. They provide services to manage global communications, infrastructure, the ATI Cloud, airline commercial passenger operations, flight operations, aircraft operations, airport management, baggage operations, and cargo operations. End users include major U.S. airports, airlines, and foreign government entities.

SITA has been serving the Saudi airport community since 2007. Its mission objective is to continue to enhance its relationships with the Kingdom's airport authorities and to support the country's ambitious development plans.

Tower Engineering, Inc.
Website: www.tei-usa.com

Represented by:

Mr. Rodney Applegate
President
Email: ROD@TEI-USA.COM

Mr. Fahad Alrasheed
Middle East Sales Associate
Email: falrasheed@tei-usa.com

Company Background:

Tower Engineering is a manufacturer of high quality, low maintenance cooling towers of both concrete and fiberglass construction, designed specifically for the Saudi environment. Significant end users include Umm Al Qura University, King Faisal Specialist Hospital, Imam University, many installations in Kuwait, Lockheed Martin, and Architect of the Capitol.

The company aims to contribute to the upgrade of airport HVAC systems by building new cooling towers or retrofitting old ones. It also seeks to build relationships with Saudi universities, hospitals, power facilities, and other users of their advanced product portfolio.