



## Serving Global Airport Development

Advancements in technology and expanding global connectivity have created remarkable opportunities for airport growth worldwide. Is your firm positioned to take advantage of these opportunities? The Airport Consultants Council (ACC) is the global trade association that represents private businesses and suppliers involved in the development and operations of airports and related facilities.

ACC works with airports, airport consulting firms and government organizations to gain insights into global airport development programs, business opportunities, policies, practices and standards. ACC members are provided with access and introductions to airport industry experts, airport decision makers and individuals with country-specific expertise. Members gain unique opportunities to network and develop relationships with potential teaming partners and airport operators via ACC's conferences, symposiums, workshops, training activities, committees and information resources. By utilizing broader networks, our member firms benefit by gathering additional intelligence and forming new, stronger partnerships to improve their effectiveness in business development and project delivery.

## ACC Services for Global Members

### Expanding into Global Markets

- ▶ Tap into a network of consultants and suppliers who have experience in airport projects on every continent.
- ▶ Network with potential clients and/or partners involved in airport development around the world.
- ▶ Expand exposure through ACC's online directory, which allows users to search according to service and product categories to locate firms and link directly to their websites.
- ▶ Learn about the intricacies of conducting business in new international environments.
- ▶ Gain insights on global markets and business practices through the ACC Institute and other educational and training programs.
- ▶ Show expertise by writing articles for our e-magazine, *ACC Weekly*, and through event sponsorship, exhibiting and advertising opportunities.
- ▶ Be informed of new airport RFQs and RFPs in *ACC Outlook*; and industry, ACC and agency news in *ACC Weekly*.

### Global Firms Looking to Work in the U.S. or Partner with U.S.-based Firms

- ▶ Understand the details of contracting and consultant selection regulations of the U.S.
- ▶ Get insights concerning how airport industry trends will impact global businesses.
- ▶ Network in unique ways with U.S. firms and/or potential partners involved in airport development around the globe through ACC committees and conferences.
- ▶ Develop business contacts and market information by speaking at conferences throughout the U.S. before airport and aviation officials and work with these officials in developing conference agendas.

ACC Member  
Endorsement

*"ACC membership has expanded our company's knowledge and awareness of global airport consulting opportunities and strategies significantly."*

— Don Bergin, Blast Deflectors, Inc.

