



## Client Success Story:

## Government Services Public Private Partnership Advisory Services RFP Response Project

### Client

Large airport and roadway concession and restaurant chain owner and franchisee operating over 220 units across Latin America and the Caribbean.

### Situation

Auxis was engaged by a subsidiary of one of the world's largest private equity investment funds to lead a proposal development effort on their behalf to Design, Build, Operate, Maintain, and Finance the eight service plazas along the Florida Turnpike. The bid encompassed food, retail, and fuel concessions for a 30 year contract period. Auxis was engaged to develop the proposal based on extensive technical requirements. The response was initially due five weeks after engagement, at the beginning of the new year, adding additional complexity to the project.

### Services

Project management, P-3 RFP requirements analysis, RFP response planning and strategy, financial modeling, partner response coordination, document authoring and production.

### Solution

Auxis formed a proposal team (peaking at 11 FTEs) comprised of senior resources in the area of finance, legal, operations, and design/construction to assess requirements. Our team developed detailed financial models to perform what-if scenarios and sensitivity analyses of the underlying food, beverage, retail, convenience stores and fuel concessions. We also analyzed various funding and financing alternatives, including joint venture alternatives. The Auxis team managed the activities of six design and construction partners and twenty three separate food/beverage, retail, convenience store and service proposer team members.

### Results

Auxis developed an RFP response of approximately 3,000 pages, half of which was original content, totaling 76,000 pages of response. The work was completed in 70 days and submitted on-time and on budget. The response was scored first among four bidders in the Technical section and won high praise from the selection committee for innovation and the response overall.

## The Auxis Difference

**Auxis is a management consulting firm that creates value by enabling growth for our clients. We offer a multi-disciplined approach to develop and implement practical, robust and scalable solutions that generate superior business performance, providing significant competitive advantages to our clients.**

**Our core belief is that our success should be measured by tangible and sustainable financial results.**

**Auxis helps clients prosper.**

## Real Solutions

**Strong Experience**

**Tangible Results**

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