Justification for Sole Source Provider

Date	10/16/2026	Vendor	Vector Airport Systems
Requestor Name	Billings Airport	Contact Name	Paul Khera
Department	Aviation and Transit	Phone #	406-657-8339
Division	Aviation	Email	kherap@billingsmt.gov
Phone #	406-657-8339	Amount	$ 20% of the collections

Scope of Work or Product: Vector Airport Systems will use their proprietary product, PLANEPASS, to manage the full life cycle of billing, collection, and customer service of airport landing fees. It is an all-in-one automated, integrated billing and collections service. The service includes all services, software, and training materials for the airport. There are three unique elements offered though PLANEPASS that are not available anywhere else:

1. Artificial Intelligence process to fuse multiple unique flight-tracking data sources with ability to track and identify 99%+ of aircraft arriving and departing from Billings.
2. Full-service billing and collection process with an annual collection rate of 99%.
3. Several proprietary databases that match:
    a. Aircraft registration numbers to equipment type
    b. Aircraft registration numbers to aircraft weights
    c. Aircraft registration numbers to aircraft operator and owners

This product will allow the airport to collect fees using minimal airport resources. Fees are important to continue to operate the airport as highly functioning facility.

Reason for requesting sole source: (please check all that apply and supply necessary information)

☐ Item must match existing equipment because Click here to enter text.

☐ Item is a repair part for existing equipment OR item is to be attached to existing equipment.

Name of existing equipment: Click here to enter text.

☒ Technical characteristics of requested item are essential to our needs because

The airport has limited staffing and this product provides the aircraft monitoring and collections from start to finish. They do the work and we receive 80% of the funds.

☒ Product is proprietary; no other manufacturer of this type of product exists.

☒ Only known vendor to service or provide this type of product in this region.

☒ Other manufacturers of this type of product do not meet our requirements:

Manufacturer's Name: 1200.Aero

Reason: Provides information but does not do billing and collections of landing fees.

Manufacturer's Name: Virtower

Reason: Does not do the billing and collections. Just reports on what landed.

☐ Product is being purchased through State of Montana Contract #: Click here to enter text.

☒ Other reason not listed above: Contacted other airports that posted RFP's and only Vector could provide the needed services. Airports contacted included Humboldt County, Spanish Fork, Loveland, DeKalb County, and Missoula. Contacted Edwards Jet Center and they said their charters only receive landing fee bills from Vector, no one else.

Please attach all appropriate documents and forward to Purchasing Agent. *Thank you.*