

September 15, 2025

Agenda Item: 8c_Attach_2
Meeting Date: November 18, 2025

Doug Sinclair | Manager, Mechanical Systems
Port of Seattle
2711 Alaskan Wy
Seattle, WA 98121

Submitted via email to Sinclair.D@portseattle.org

Subject: SEA BHS Operations Support
Daifuku Proposal No. 24-04212 **REVISION 2**

Dear Doug:

Daifuku Airport America Corporation is pleased to submit a proposal for the provision of an onsite Controls Engineer to support the Baggage Handling System (BHS) operations at Seattle-Tacoma International Airport (SEA). **Revision 1:** Added pricing for options 4 and 5. **Revision 2:** Updated pricing to reflect updated labor rates from the original proposal submitted August 2024.

Scope of Work

As noted in your email requesting a proposal, the primary scope of work for this project includes the following:

1. Provide a dedicated onsite Controls Engineer to support:
 - a. BHS startup and operations support.
 - b. Make programing modifications when requested or as needed.
 - c. Monitor BHS health and make changes as needed.
 - d. Work with the Port of Seattle maintenance team and provide system improvement recommendations.
 - e. Coordinate and elevate BHS concerns and changes with Daifuku's home office engineering team.
2. Onsite support will be for five (5) days per week (M-F), 04:00 to 13:00.
3. Provide after hours, weekends and holiday phone/remote support for up to 10 hours per month.
4. Training for the onsite Controls Engineer will be provided by Daifuku's home office engineering team located in Novi, Michigan.
5. Initial contract duration for the onsite Controls Engineer will be for three (3) years.

Pricing

Our price for the above scope of work is **\$1,843,235**.
Add Alternate 1: Add cost for 4th year of support is **\$586,392**.
Add Alternate 2: Add cost for 5th year of support is **\$606,716**.

Assumptions and Clarifications

This proposal assumes the following:

1. Daifuku intends to hire a Controls Engineer in SEA area for this role after contract award.
2. Finding the right candidate and hiring could take one (1) to three (3) months.
3. Training for the onsite Controls Engineer is expected to take one (1) month.



Automation that Inspires

4. Onsite office or space to work for the Controls Engineer will be provided by Port of Seattle.
5. After hours, weekends, and holiday phone/remote support beyond 10 hours per month will be charged at an additional rate of \$168 per hour.

We look forward to working with Port of Seattle. Please do not hesitate to contact me with any questions or concerns.

Sincerely,

Daifuku Airport America Corporation

A handwritten signature in blue ink that reads "Elyas Ahmadzai".

Elyas Ahmadzai
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