Federal Aviation Administration

AIT Industry Liaison Office

Gateway to Innovation

Office of Information & Technology (AIT)
Strategy & Performance Service

What We Do

The AIT Industry Liaison Office provides a single point of contact for potential technology partners seeking to do business with the Federal Aviation Administration (FAA). The office serves as a technology advocate to develop meaningful partnerships between information technology teams and industry to help move the FAA from a "current technology state" to a "future technology state". We facilitate communication and collaboration when an industry value proposition for the agency addresses safety, efficiency, security, process or operational improvements.

Get Started

1. Register your business with the System for Award Management (SAM) at http://www.sam.gov. *Please direct questions regarding the registration process to the Federal Help Desk at 866-606-8220.*

2. Provide your Capability Statement to the AIT Industry Liaison Support Center by e-mail at 9-it-industry@faa.gov. Your company information will be established within the AIT Industry Liaison database for potential solution partners to be reviewed as AIT mission needs require. This AIT community system provides consolidated industry capability and vendor information in support of the FAA mission. Submission of capabilities is strictly voluntary.

If your company is a small business, visit the FAA Small Business Development Program website http://www.sbo.faa.gov where you will find Procurement Forecasts and other important resources.

3. Visit https://faaco.faa.gov for FAA business opportunities, additional information, tools and resources.

Who to Contact

Kenyon Elliott, AIT Industry Liaison
FAA Office of Information & Technology (AIT)
office: (405) 954-9665
email: kenyon.r.elliott@faa.gov

Shared Services

Strategic Relationships

- Facilitates communication and collaboration when an industry value proposition for the agency addresses safety, efficiency, security, process or operational improvements.
- Serves as an industry advocate for information technology vendors seeking to do business with the FAA.
- Promotes the transfer of knowledge and technology from industry to FAA IT program offices for the benefit of the Agency and the Nation.

Meeting Criteria

- To provide direction on an existing business need or existing opportunity.
- We have a mission requirement and would like to learn more about a product or service that is highly relevant.
- We find the value proposition of interest and desire further education in a market research context.
- We recognize that some meetings are necessary to fulfill our responsibilities as public servants where the meeting preserves industry's good will and enthusiasm.
- We have received the request to meet from Congress, the Administration, Department, or Agency leadership.
- We have received a referral from a business partner, another organization, or through other relationships.

Gateway to Innovation

- In support of FAA's mission, the Industry Liaison Program develops meaningful partnerships with industry to help move the organization from a "current state" to a "future state".
- Serves as a gateway for information technology businesses about how to do business with the FAA.
- The IT Industry Liaison Office evaluates and conducts proactive strategic research and analysis of emerging and innovative technologies.
- The primary objective of the IT Industry Liaison Office is to understand and communicate the value proposition of the most promising technology partners.

Locations

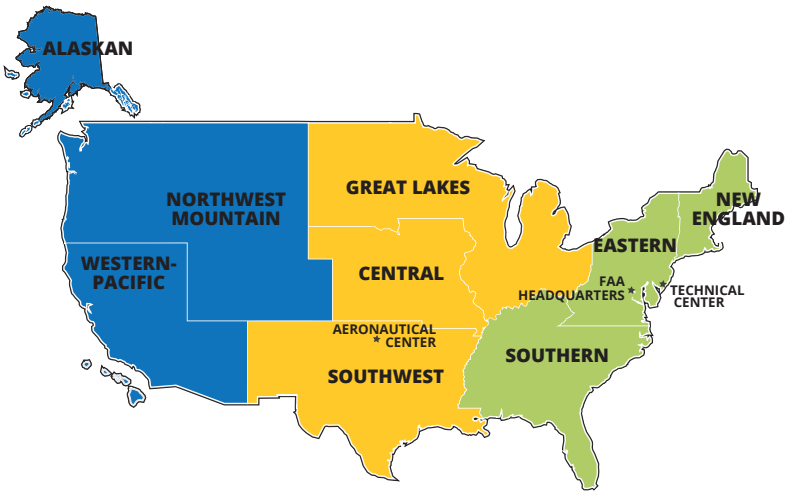
We have two large technical centers - one in Oklahoma City, OK, and the other in Atlantic City, NJ. FAA software development within AIT, along with many other IT-related activities, occurs across every U.S. time zone. Business decisions are made independently across our regions, as well as at our Washington DC headquarters.

The IT Industry Liaison office is located at the Mike Monroney Aeronautical Center in Oklahoma City, and reports to the AIT Strategy & Performance Service (S&P) in Washington DC. S&P is responsible for AIT's business management activities, focused on AIT's policies, processes, and investment portfolio, along with IT purchasing, hardware management, life-cycle management, and IT contract strategy and support.

Western Service Area

Central Service Area

Eastern Service Area



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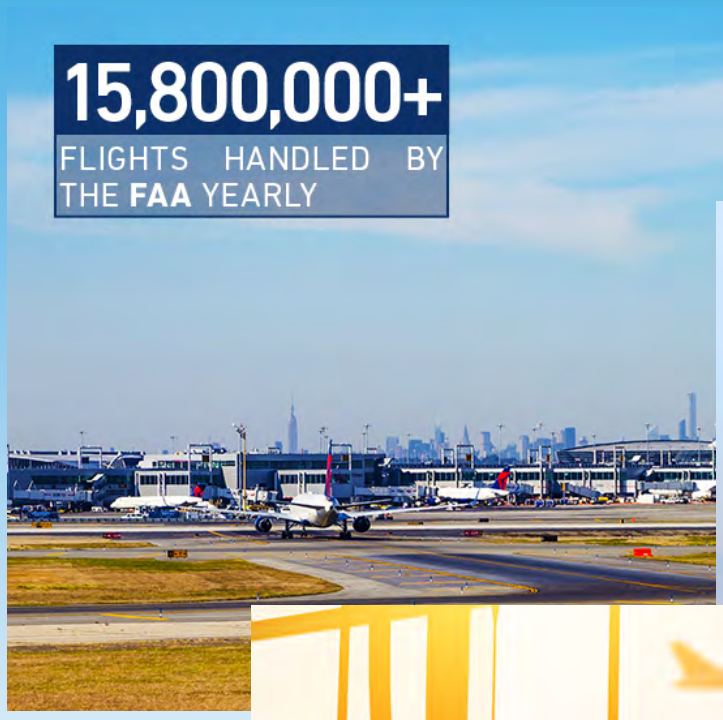
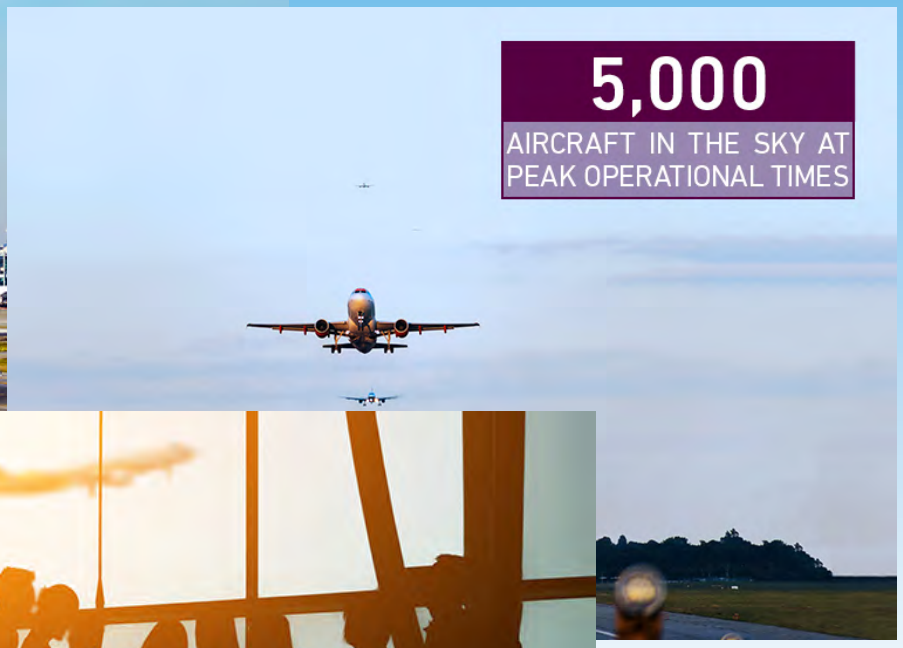
Information & Technology (AIT)
800 Independence Avenue, SW
Washington, DC 20591

The AIT vendor profile information will be retained for reference purposes in order to understand products and services that may meet emerging requirements through procurements undertaken in accordance with Federal Acquisition Regulations and other applicable laws. The AIT Vendor Profile is stored in a separate system that provides your company's information to FAA program offices and acquisition professionals, complementing the System for Award Management (SAM). The AIT Vendor Profile serves as supplemental market research for the FAA Information & Technology Services (AIT) organization. Any correspondence or meeting with the FAA AIT Industry Liaison or AIT organization does not promise, commit, or imply that a contract will be awarded, and does not imply approval, preference, acceptance, or endorsement of a company, product or service.





More... http://www.faa.gov/air_traffic/by_the_numbers/