



Official Newsletter for ACI Asia-Pacific World Business Partners

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30 September 2016

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New Staff Member – Vincent Wong, Manager, People Development & Member Services



The Asia-Pacific Regional Office is pleased to announce that Vincent Wong has joined the team as Manager, People Development and Member Services in August 2016. Vincent will be taking care of both our region's airport and WBP members. Yulim Lee, who was in charge of the WBP programme before will be shifting back her focus in organising our region's events. Should you have any questions, Vincent can be reached at vincent@aci-asiapac.aero.

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Showcase Your Expertise - WBP Capability Database

The **WBP Capability Database** is a unique service that is only available to WBP members of ACI Asia-Pacific.

With the new login details provided for you in our "Programme Guidelines" sent earlier in July, you can update your dedicated page to display an overview of your company, contact details, testimonials and awards won. There is also another section where you can provide examples of projects you have successfully bid or worked on. Created with the objective to benefit both airports and WBP, the WBP Capability Database would allow airport members to look up for companies that match their search criteria and expertise.

Here are several comments from our airport members:

"WBP Capability Database contains an extensive set of helpful information for airports to search and learn about companies involved in airport management and operation. The database is well-organized by region and business nature, and provides a one-of-a-kind handy tool to sort through a wide range of service/solution providers available, which may become potential business partners for airports."

(Mr. Yoshinori Tanaka, Senior Manager of International Affairs and Overseas Business Office, Narita International Airport)

"WBP Capability Database has reliable information on business partners and it can be searched by simply entering keywords."

(Mr. Hyeongil Kim, Director of International Relations Team, Incheon International Airport)

"This platform has saved us precious time in finding the right partners. The data are comprehensive and, also, we are guaranteed that the listed companies are the best in their fields."

(Mr. Norinda Khek, Group Communications & PR Director - SCA Communications, Cambodia Airports)

The banner features the ACI Asia-Pacific logo at the top left, with the text 'WORLD BUSINESS PARTNER' below it. The main title 'WBP Capability Database' is prominently displayed in the center. Below the title is a grid of eight circular icons: a clock with a briefcase, a satellite dish, a person with a magnifying glass, a building with a dollar sign, a crane, a person with a briefcase, a person with a briefcase, and a person with a briefcase. The background of the banner is dark blue with a white airplane silhouette.

WBP members are encouraged to make use of this great marketing opportunity. We look forward to your active participation and please do not hesitate to contact us at wbp@aci-asiapac.aero if you have any questions or suggestions for improvements.

The WBP Capability database can be accessed [here](#).

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2016 World Business Partners Airport Tour – Open for Registration



Announcement on the WBP Airport 2016 has gone out in mid-September. Since its launch of the ACI Asia-Pacific WBP Airport Tour in 2011, this is the first time the tour is open to WBP members in ACI Europe. This year, the destination of the tour will be in the Middle East and participants will be able to visit three international airports with schedule as below:

- 13 Nov: Muscat International Airport (Muscat, Oman)
- 14 Nov: Hamad International Airport (Doha, Qatar)
- 15 Nov: Mehrabad International Airport (Tehran, Iran)

Registration is now open and seats are allocated on first-come-first-served basis. Each WBP company may register up to two participants. The deadline for submission is 6 October 2016.

For further information about the Airport Tour 2016, please email wbp@aci-asiapac.aero.

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Your Benefits as ACI Asia-Pacific World Business Partners

Are you fully utilizing all ACI member services you are entitled to?

- **Promotion:** Find out best ways to promote your company brand in the industry via ACI website and publications!
- **News & Publications:** First-hand information to receive complimentary copies of ACI publications or purchase at ACI member rates! Send us your company news to maximize brand exposure. (More information is provided below.)

- **Conferences:** Enjoy ACI member rates when attending ACI events and your privilege to attend dedicated meetings available exclusively for WBP only to have face-to-face meetings with airport senior executives!
- **ACI World Standing Committees:** Opportunity to nominate a representative to participate at the ACI World standing committees!

Many more services are available for our members, to view the full list of member benefits, please click [here](#).

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Upcoming Events 2016



Dates

24 – 26 October
 25 – 27 October
 13 – 15 November
 22 – 23 November
 6 – 8 December

Events

[ACI Asia-Pacific Small & Emerging Airports Seminar](#)
[AVSEC World Conference](#)
 World Business Partners Airport Tour
[Security & Crisis Management Special Summit](#)
[ACI Conference on Investing in Airports](#)

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Tender news received from airport members will be emailed to WBP members of this region.



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