

2025 ANNUAL BHS SUMMIT SPONSORSHIP APPLICATION



APPLICATION INSTRUCTIONS

- Email your completed form to dtalbert@iabsc.org

SPONSOR CONTACT (Complete Payment Information Below)

First Name _____ Last Name _____
Title _____ Company _____
Address _____
Phone _____ Email _____

SELECT ONE OR MORE AVAILABLE SPONSORSHIPS

NOTE: All sponsorships receive recognition in marketing campaigns & social media, logos inside program book, registrants list in Excel, acknowledgement on presentation slides during the event.

- Breakfast with Exhibitors Exclusive Sponsor – Wed 1/29/25: **\$1,525** (includes signage at breakfast)
- Luncheon Co-Sponsor (2 available) – Tue 1/28/25: **\$1,525** (includes signage at luncheon) **ONLY ONE LEFT**
- Luncheon Co-Sponsor (2 available) – Wed 1/29/25: **\$1,525** (includes signage at luncheon)
- Afternoon Break Exclusive Sponsor – Tue 1/28/25: **\$1,525** (includes signage at break)
- Afternoon Break Exclusive Sponsor – Wed 1/29/25: **\$1,525** (includes signage at break)
- Tue Night Event Co-Sponsors – Austin Ranch w/Emerald City Band 1/28/25: **\$1,525** (includes signage at summit and electronic signage and acknowledgement at event)

Session Sponsors are Exclusive – session sponsors get signage, company logo on session intro presentation slide and acknowledgement by host prior to the session who will tell attendees what your company offers to the BHS industry. For details see attached Sessions Summary for title and description of each.

- Session 1 Sponsor - Tue 1/28/25: **\$1,525** Transforming Aviation with AI and NextGen Environments
- Session 4 Sponsor – Tue 1/28/25: **\$1,525** Leveraging Innovation for Improved Security Screening
- Session 5 Sponsor - Tue 1/28/25: **\$1,525** Overcoming Barriers for Young Professionals in a Niche Sector
- Session 6 Sponsor - Tue 1/28/25: **\$1,525** BHS Design: Fit a Space or Fit the Demand?
- Session 8 Sponsor - Tue 1/28/25: **\$1,525** Art of Writing a Well-defined Operations & Maintenance Contract
- Session 9 Sponsor - Wed 1/29/25: **\$1,525** Securing Baggage Handling Infrastructure

PAYMENT INFORMATION

Pay by Check

- Please invoice me (invoice will be sent to the email provided above)

Pay by Credit Card

- Visa
- MasterCard
- American Express
- Discover

Sponsorship amount: \$ _____

Credit Card Number

Expiration Date

CVV

Name on Card

Signature

Billing Address

Billing Zip Code

Navigating NextGen Solutions

Preliminary – Subject to Change

KEYNOTE SPEAKER – Ben duPont

"Non-Obvious Thinking: Cultivating an Innovative Mindset for Success"

Moderator: Heather Shaver, Vela Dare Aviation Partners



We are thrilled to announce our keynote speaker for our 2025 Annual BHS Summit, Ben duPont. Ben is a visionary leader and co-founder of Chartline Capital Partners, a Venture Capital Fund specializing in enterprise and industrial technology companies. With a mission to **enhance** efficiency, reliability, and safety in core industries, Chartline invests strategically to unlock the full potential of businesses.

Ben's expertise extends beyond venture capital. He has recently collaborated with Rohit Bhargava to co-author the book, "Non-Obvious Thinking: How to See What Others Miss." Released in October 2024, this insightful work explores the art of identifying unique opportunities and trends that often elude conventional perspectives. Through compelling narratives and practical strategies, Ben and Rohit aim to equip readers with the tools to cultivate a more discerning and innovative mindset.

Ben's professional journey also includes several years at DuPont, a global leader in materials science, chemicals, and agriculture. During his tenure, he held various management positions across business units, including automotive, fibers, specialty chemicals, and engineering.

In addition to his remarkable career achievements, Ben serves on multiple boards, including Ecrio, GigSky, Longwood Gardens, Vorbeck, Tower Hill School, [Yet2.com](https://www.yet2.com), Zip Code Wilmington, and Leadership Delaware. His commitment to driving innovation and making a positive impact is evident through his active involvement in these organizations.

Ben holds a Bachelor of Science degree in Mechanical Engineering from Tufts University.

We are honored to have Ben duPont as our keynote speaker, and we are confident that his wealth of knowledge, entrepreneurial spirit, and passion for innovation will inspire and empower our summit attendees. Get ready to be captivated by his stories and gain valuable insights into the world of venture capital, open innovation, and non-obvious thinking. Don't miss this opportunity to learn from one of the most influential thought leaders.

Navigating NextGen Solutions

Preliminary – Subject to Change

SESSION 1

"Transforming Aviation with Artificial Intelligence and NextGen Environments: From Augmented Reality to Sustainability"

Moderator: Chris Runde, Introba

Join us for an insightful panel discussion on how newer technologies are being used to revolutionize operations, enhance sustainability, and drive energy efficiency. Tim Conrad (Arora), Keith LaRose (CopperTree Analytics) and Grant Firestone (Schneider Electric) will share their experiences and insights on the transformative impact of next-generation (NextGen) technology in the aviation sector. In this session, we will explore the latest advancements in Artificial Intelligence (AI) -powered solutions, augmented reality (AR) applications and the required foundations, advanced analytics, sensor technologies, and sustainable practices that are reshaping the aviation industry. Our panelists will discuss how these technologies are being leveraged to enhance operational efficiency, improve decision-making, and reduce environmental impact.

Key Topics to be Covered:

1. Introduction to AI and NextGen technologies in aviation
2. Harnessing AR for enhanced training, maintenance, and passenger experience
3. Leveraging advanced analytics and sensors for real-time data-driven decision-making
4. Promoting sustainability and energy tracking in aviation operations
5. Case studies showcasing successful implementation of AI and NextGen technologies
6. Addressing challenges and opportunities in adopting and integrating these technologies
7. Future trends and potential disruptions in the aviation industry

Navigating NextGen Solutions

Preliminary – Subject to Change

SESSION 2

“Innovation Full Circle: Discovery to Implementation”

Moderator: Idar Sørkjerd, Avinor

Join us for an inspiring panel discussion featuring airport and airline leaders who have successfully fostered innovation within their organizations. In this session, our esteemed panelists will share their insights and experiences on building teams that support innovative products and processes, as well as the crucial transition from ideas and proof-of-concepts (POCs) to live projects.

Key Topics to be Covered:

1. **Creating a Culture of Innovation:** Martha Edge, Chief Innovation Officer at Charlotte Douglas International Airport (CLT), will share her expertise on cultivating a culture that supports and encourages innovation within airport operations. Learn how to foster an environment that nurtures creativity, collaboration, and risk-taking, enabling the development of groundbreaking ideas.
2. **Moving from Innovation to Implementation:** Kaveh Dabiran, Managing Director, Corporate Real Estate - Planning & Development at United Airlines, will discuss the challenges and strategies involved in transitioning from innovative concepts to live projects. Gain valuable insights into the process of evaluating, refining, and implementing innovative solutions within the airline industry, and learn how to overcome obstacles and drive successful implementation.
3. **Tips from the Playbook:** Sam Ingalls, Innovation Strategist at Barich Inc., will share practical tips and strategies from his playbook on how to create a culture of innovation. Discover actionable steps to foster innovation within your organization, including methods for ideation, prototyping, and creating an environment that encourages experimentation and continuous improvement.

Join us for an engaging discussion that will inspire and equip you with the knowledge and tools to nurture innovation and successfully implement NextGen technologies in the aviation industry.

Navigating NextGen Solutions

Preliminary – Subject to Change

SESSION 3

"Mastering NextGen BHS Controls: Overcoming Scope and Specification Challenges and Enhancing Throughput"

In this technical session, controls specialists Dan Vandevenne (Brock Solutions), Steve Reed (KASA Controls), John Gude (Alliant), and Frank Dahl (Control Touch) will share their experiences navigating common challenges in BHS projects. They will discuss the issues arising from poorly written scopes of work, specifications, outdated references in Request for Quotes (RFQ)s/Request for Proposals (RFP)s, and how these setbacks can lead to inefficiencies in BHS design and operations. The panel will also explore how well-implemented controls solutions can dramatically improve BHS throughput, operational reliability, and overall system performance. Attendees will walk away with actionable insights on how to ensure that controls are properly integrated into BHS from the early stages, reducing costly missteps and optimizing system efficiency.

SESSION 4

"Conquering Obstacles: Leveraging Innovation for Improved Security Screening"

Moderator: Kisa Hanlon, Swanson Rink

Join a dialogue with Transportation Security Administration (TSA) officials Craig Mosford and Michele Tomerlin from the Innovation Test Bed Lab as they share TSA updates and their views on applying innovative techniques to tackle challenges in security screening. Explore how cutting-edge technologies and creative approaches are reshaping airport security protocols. This captivating panel discussion promises to be an unmissable opportunity, brimming with inspiration and meaningful insights!

SESSION 5

"Breaking In: Overcoming Barriers for Young Professionals in a Niche Sector"

Moderator: James Chandler, NORDDrivesystems

In this engaging session, a panel of seasoned industry professionals will share their experiences perspectives of individuals and companies breaking into the Baggage Handling System (BHS) sector. From navigating intricate technical systems and approval processes to building crucial partnerships in a highly specialized environment, panelists will provide unique perspectives on the challenges teams face in this niche

Navigating NextGen Solutions

Preliminary – Subject to Change

field. They will also discuss the key resources and strategies that have supported their journey. Attendees will gain invaluable insights into how the industry is opening its doors to fresh talent and fostering innovation to improve airport logistics—and how they, too, can adapt their processes to contribute to this evolving landscape.

SESSION 6

"Baggage Handling System Design; Fit a Space or Fit the Demand?"

Moderator: Scott Goodwin, Greater Orlando Aviation Authority (GOAA)

In this insightful panel, industry experts from diverse disciplines - Andy Mena (American Airlines), Abel Garcia (V-1 Consulting), Steve Pelham (Jacobs Solutions), Pat Marino (Weitz), and Gaylloyd Dadyala (Vanderlande) - will explore the critical importance of considering BHS early in airport terminal design. Traditionally, space for BHS has not been a leading concern in the planning stages, often resulting in inefficiencies and costly retrofits. This session will delve into the benefits of involving BHS consultants and contractors at the outset, ensuring optimal functionality, scalability, and smoother operations in future airport infrastructure projects. Attendees will learn best practices for collaboration across disciplines to create designs that seamlessly integrate advanced BHS technologies from the ground up.

SESSION 7

"NextGen Baggage Handling System Simulations: Replacing AutoMod for Smarter, Faster Solutions"

Moderator: Brent Kelley, Corgan

Join industry leaders Gloria Bender of TransSolutions and Smit Umrethwala of Vanderlande as they delve into the evolving world of baggage handling system (BHS) modeling and simulation. In this insightful session, they'll share their experiences with advanced software tools that are replacing AutoMod, offering faster, more precise solutions for system design. Discover how NextGen technologies are streamlining BHS operations, improving efficiency, and overcoming the limitations of traditional modeling methods. Whether you're involved in airport operations or system design, this session will provide key takeaways to stay ahead of the curve in the rapidly advancing world of simulation.

Navigating NextGen Solutions

Preliminary – Subject to Change

SESSION 8

“The Art of Writing a Well-Defined Operations & Maintenance Contract”

Moderator: Art Masri, Vanderlande

Operations and Maintenance (O&M) contracts form the backbone of successful service delivery for complex systems like BHS. In this session, industry experts Eddie Russel (ERMC), Mike Conner (JSM) and an Airport will guide you through the dos and don'ts of drafting and managing O&M contracts. Learn how to avoid common pitfalls, from inadequate coverage to unclear responsibilities, and ensure that your contracts fully support operational needs. Attendees will gain actionable tips on structuring O&M agreements to enhance system reliability, maintain efficiency, and ensure that both parties meet their obligations. This session is essential for anyone responsible for managing, negotiating, or overseeing O&M contracts in the aviation sector.

SESSION 9

"Hacking the Luggage Highway: Securing Baggage Handling Infrastructure"

Moderator: Wendy Reiter, Port of Seattle

This session explores the critical cybersecurity challenges facing automated baggage handling systems in modern airports. As the complexity of luggage transportation grows, so does its exposure to cyber threats. Participants will gain insights into the vulnerabilities of baggage handling infrastructure, from check-in to conveyor networks, and learn how attackers might exploit these systems. The discussion will focus on real-world case studies, current threat landscapes, and best practices for securing baggage data and control systems. Attendees will leave with practical strategies to mitigate risks, enhance system resilience, and ensure passenger trust in airport operations.

Navigating NextGen Solutions

Preliminary – Subject to Change

Who Should Attend this Two-Day Summit?

This two-day summit is designed for anyone involved in the planning, design, construction and delivery of NextGen airport terminals.

The sessions will appeal to a wide range of aviation professionals, technology enthusiasts, sustainability advocates, industry stakeholders, and innovation managers interested in exploring new technological practices in aviation. Whether you are an airline executive, airport operator, planner, architect, contractor, consultant, project manager, maintenance manager, contract administrator, procurement professional, service provider, aviation regulator, or technology provider, this summit offers valuable insights and networking opportunities.

Join us for engaging discussions that will shape the future of aviation. Don't miss this opportunity to gain a competitive edge and contribute to a more sustainable and efficient aviation industry.