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MODERNIZATION OF BORDER CROSSING POINTS





Modernization of Border Crossing Points

- Preparation of the feasibility analysis of 12 border crossing point and 2 inland customs projects,
- Analysis of income-expense items, calculation of return of investment on the basis of existing border crossing points and the economical and political conditions of the neighboring country,
- Presenting the projects to the board of TOBB and GTI,
- Participation to the upper level meetings with Customs authorities and negotiation phase,
- Giving support for preparation of BOT contract,
- Giving technical support for designing the customs processes during the architectural design phase,
- Experience on PPP projects,

* In this context, BOT contracts of 6 border crossing point and 1 inland customs modernization projects with the investment of 250 million US has been signed.



Tender Management

- Managing the construction tenders,
- Preparing the administrative documents and contracts,
- Managing the invitation, bidding and negotiation stages,
- Contract management and following construction,
- Corresponding formal letters with subcontractors,

SUBCONTRACTOR ANALYSIS CONTRACT MANAGEMENT





Commercial Subcontractor Analysis and Contract Management

- Preparation of feasibility studies and profitability analysis of duty-free shops and tax free gas stations,
- Research of socio-economic data of neighboring countries such as economic and political status, duty free limitations, domestic market prices, etc.
- Customer behavior analysis for duty-free shopping,
- Follow up and analysis of commercial activities of main subcontractors at border crossing points,
- Market research, participating relevant fairs and workshops,
- Supporting the legal team in terms of financial and administrative issues in case of conflicts between subcontractors,

RENTING WAREHOUSES OFFICE AREAS





Renting Warehouses

- Renting the warehouses at Halkalı Customs Administration whose international trade volume is around 40 billion USD and ranking as 1st customs administration in terms of volume,
 - 35.000 m² warehouses,
- Researching about warehouse and bonded warehouse market, preparing feasibility studies, determination of minimum rent conditions and rent prices,
- Forming alternative tender methodologies, presenting it to TOBB and GTI top management,
- Preparing tender documents, contracts and facility management legislation,
- Preparation of the catalogues and website for marketing,
- Management of demand-collection process and reporting,
- Contract management of subcontractors,



Renting Office Areas

- Renting the office areas in Halkalı Customs Administration,
 - 181 offices - around 4.200 m²,
- Researching about office and real estate market, preparing feasibility studies, determination of minimum rent conditions and rent prices,
- Forming alternative tender methodologies, presenting it to TOBB and GTI top management,
- Preparing tender documents, contracts and facility management legislation,
- Preparation of the catalogues and website for marketing,
- Management of demand-collection process and reporting,
- Contract management of subcontractors,

RENTING OTHER COMMERCIAL PLACES





Renting Other Commercial Places

- Rental of other commercial places in border crossing points,
 - Restaurant and markets,
 - Banks and change offices,
 - Tax-free offices,
 - Other commercial offices,
 - Customs broker offices,
 - Booth rentals,
 - Etc.
- Analysis of each market, income projection and determination of different rent price,
- Determination of alternative rental methods (fixed rent, turnover share, etc.)
- Negotiation and contract management,



Renting Other Commercial Places

- Halkalı Customs Administration;
 - 3.000 m2 other commercial places (restaurant, markets, banks, stationery, etc.)
- Kapıkule Truck Parking Area;
 - Office areas (around 350 m2),
 - Food and beverage areas (around 350 m2),
 - Exchange office,
 - Barber,
 - Truck services,
- Hamzabeyli Truck Parking Area;
 - Food and beverage areas (around 360 m2),
 - Exchange office,
 - Barber,
- Contract management and revenues analysis,



Renting Advertisement Areas

- Rental of advertisement areas in border crossing points,
- Preparation of specification documents and contracts,
- Organization of meetings with advertisement agencies,
- Evaluation of proposals and management of negotiation phase,
- Contract management and revenues analysis,

X-RAY SCANNING SYSTEMS





The Project of Manufacturing X-ray Scanning Systems

- Management of the top level technical and administrative cooperation project to manufacture x-ray scanning systems in Turkey with 3 main producer companies in the World Varian Medical Systems (USA), Nuctech Company Limited (PRC) and Rapiscan Systems (USA-UK)
- Coordination between TOBB University of Economics and Technology for R&D transfer,
- Preparing feasibility study of the project and designing all the technical and legal framework of the project,
- Presenting all the aspects of the project directly to the board of directors of GTI and TOBB,
- Carrying out negotiation process of collaboration scenarios,
- Research on sales to domestic and international markets,

* Because of some bureaucratic and R&D transfer issues, the Project was not put into practice.



X-Ray Scanning Systems Procurement and Tender Management

- Preparation of administrative and technical documents, managing the tender process,
- Managing negotiation, company selection and contract signing process,

Year	Type / Quantity	Project
2018	1 truck and 7 baggage x-ray system	1.7 million €
2016	4 cargo and 2 baggage x-ray system	0.5 million €
2014	3 truck, 2 cargo and 9 baggage x-ray system	7 million €
2012	2 baggage x-ray system	0,1 mil €
2011	1 truck x-ray system	2 mil €
2010	3 truck x-ray system	5.5 million €

- Attending factory acceptance tests, coordinating customs formalities, management of gathering relevant permissions, site tests and acceptance procedures,
- Preparation of maintenance agreements and contract management (yearly 2 million € budgeted),

INTERNATIONAL PROJECTS





International Projects

- Meetings with Syria, Iran and Georgia to modernize border crossing points with BOT model,
- Border crossing point site visits,
- Preparation of feasibility and profitability analysis of these border crossing points in these countries,
- Coordinating meetings with an Asian country to transfer the «know-how» about border crossing point operations,
- Representing company in national and international meetings, conferences, etc. and making company presentations,

* A BOT contract has been signed with Syrian Arab Republic in 2011, but because of the circumstances in Syria the project has been suspended.

DEMOCRACY AND FREEDOM ISLAND





Democracy and Freedom Island

- Preparation of BOT contract with Ministry of Culture and Tourism for Yassiada and Sivriada (2 islands in İstanbul) to construct;
 - Hotel,
 - Congress center,
 - Museum,
 - social areas, etc.
- Preparation of feasibility and profitability analysis of hotel and congress center,
- Preparation of technical and financial feasibilities to bring electricity, water, etc. to the islands,

OTHER PROJECTS AND DUTIES





Other Projects and Duties

- Preparation of presentations for Board Meetings, participating some meetings,
- Representing company on national and international meetings, events,
- Technical support to income, expense and budget estimations,
- Supporting finance department for preparing alternative financing options,
- Business development of the non core businesses and projects;
 - Port, airport and logistic center operations and site visits,
 - Train station management business,
 - Dangerous material logistics and service stations,
 - Energy generation facilities,
 - Etc.
- Following the customs related Project and researching on new project opportunities,

COMCEC PROJECT AIRPORT BENCHMARKING



Measuring and Benchmarking of PMPI
(Passenger Movement Performance Index)
among the OIC Countries



Measuring and Benchmarking of PMPI
(Passenger Movement Performance Index)
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2014 AIRTRANS

COMCEC Project - Airport Benchmarking

Working as the project coordinator of project named "Measuring and Benchmarking of PMPI (Passenger Movement Performance Index" among OIC Countries" funded by COMCEC;

- Making site visits to 6 airport terminals in Turkey, United Arab Emirates, Qatar, Kuwait, Indonesia and Malaysia for making observations and present solutions to optimize the passenger movement processes,
- Time release studies on airport operations and performing passengers satisfaction surveys to form a benchmarking tool for passenger movement performance,
- Preparing SWOT analysis for airports, reporting the outcomes to DGCA and COMCEC,
- Coordinating and directing the project members and preparation of final report and presenting project outcomes in local and international meetings,