

# ACC: Serving International Consultants

The Airport Consultants Council (ACC) is the international trade association representing firms with technical expertise in providing consulting services and supplies for airport development and operations.

Recent advancements in technology and the expanding global “connectivity” have created remarkable opportunities for airport growth worldwide. Is your firm positioned to take advantage of these burgeoning international opportunities?

ACC works with airports, airport consulting firms and government organizations to gain insights into domestic and international airport development programs, business opportunities, airport policy, practice and standards. ACC International members are provided with this information in addition to access and introduction to airport industry experts, airport decision makers and those with country-specific expertise. ACC offers U.S. firms expanding into the international marketplace, as well as non-U.S. firms looking to work in the U.S., with unique opportunities to network and develop relationships with potential teaming partners and airport operators via ACC’s conferences, symposiums, committees and information resources.

## ACC Services to International Members

### Expanding into International Markets

- A cadre of consultants is available who have experience in airport projects on every continent, including Antarctica!
- Global teaming is the norm for ACC members. Member firms are provided with opportunities to network with potential clients and/or partners involved in airport development around the world.
- Members are provided with opportunities to speak at conferences worldwide.
- Member firms are listed on the ACC’s online directory, allowing international users to search according to service and product categories and to link to your company’s home page.
- Member firms that are interested in expanding to international markets opportunities are advised of the intricacies of conducting business abroad.
- The ACC Institute and other educational programs give members excellent training opportunities on global business practices and international markets.
- Member firms can elevate their exposure by authoring articles in *AirportConsulting*, ACC’s quarterly magazine, and by sponsoring events and advertising.
- ACC sends its members weekly e-mailed announcements of airport RFQs and RFPs in ACC Outlook.

### International Firms Looking to Work in the U.S. or Partner with U.S.-based Firms

- International members are provided with the contracting and consultant selection regulations of the U.S.
- Insights are offered by ACC concerning how airport industry trends will impact international businesses.
- ACC committees and conferences provide international firms with opportunities to network in unique ways with U.S. firms and/or potential partners involved in airport development around the globe.
- Member firms are listed in the ACC’s online directory and printed in the Membership Directory that is sent to 4,000+ airport and aviation officials.
- ACC assists international members in developing business contacts and market information by providing opportunities to speak at conferences throughout the U.S. before airport and aviation officials and to work with these officials in developing conference agendas.
- Industry exposure can be increased by contributing articles to ACC’s quarterly magazine, *AirportConsulting*, and through sponsorships and advertising opportunities.

### ACC Member Endorsement

*“ACC membership has expanded our company’s knowledge and awareness of global airport consulting opportunities and strategies significantly.”*

— Don Bergin, Blast Deflectors, Inc.

***Join the Experts!***

For more information on ACC membership visit [www.ACConline.org](http://www.ACConline.org).