

REQUEST FOR PROPOSAL (RFP)

VERTICON 2027 Flight Operations Charting Products

RFP Reference Number	VERTICON_27_RFP_CHART_260803
RFP Release Date	August 3, 2026
Response Due Date	August 24, 2026
Q&A Window	August 3-10, 2026, Q&A responses provided by August 14, 2026
Anticipated Award Date	September 14, 2026 (Fixed Price contract)
Required Delivery Date	December 7, 2026 (60 business days after award - see Section 11)
Inquiries / Submissions	safety@verticalavi.org
Submission Format	PDF via email; 5-page maximum, excluding cover letter and references to support past performance

1. Requirement Conventions

Throughout this RFP, "**shall**" denotes a mandatory threshold requirement. A proposal that does not meet a shall requirement may be found non-responsive.

"**Should**" identifies an objective requirement that is desirable but not mandatory. Meeting a should requirement may differentiate a proposal favorably during evaluation.

2. Background

Vertical Aviation International (VAI) is the world's leading membership association for the vertical aviation industry. VAI hosts VERTICON, the world's largest vertical aviation trade show. VERTICON regularly attracts over 15,000 attendees and 600 exhibitors from dozens of countries. Past events have featured over 60 aircraft on display, the majority of which fly in and out under VAI-coordinated flight operations. VERTICON's operations span both dynamic flight and ground operations. These activities are supported by some of the most professional and internationally recognized service providers in the industry, including those leading and supporting air traffic advisories, ground towing, blade removal, and other specialized ground handling services.

3. Purpose

VAI is committed to ensuring that all flight and ground operations that support VERTICON are conducted in the safest, most effective, and most efficient manner possible. This includes using available state-of-the-market tools, technologies, and expertise to deliver a top-tier event and positive experience for attendees, exhibitors, and flight crews alike.

Consistent with that commitment, VAI works continuously to identify and mitigate operational risk and to reduce any remaining risk to the lowest acceptable level. This project directly supports VAI's ongoing commitment to lead by example through use of safety-enhancing technologies that can elevate safety culture and optimize human performance in the global vertical aviation industry.

4. Award Basis

This RFP is open and competitive. Award will be based on best value to VAI, determined by using the Evaluation Criteria, Weighting and Definitions defined in [Section 15](#) of this RFP.

5. Scope of Work

VAI seeks a qualified provider to develop charting products that mitigate flight operations safety risk by enhancing situational awareness for participating pilots and operators at VERTICON 2027, held at the Anaheim Convention Center (ACC), Anaheim, CA. VERTICON 2027 fly-in operations begin March 12, 2027, the exhibit show floor is open March 16-18, 2027, and fly-out concludes March 19, 2027.

The scope includes:

- A. Detailed depiction of FAA-approved VFR route arrivals into Fullerton Municipal Airport (KFUL) for staging in advance of VERTICON 2027, including separate routes for Restricted Category and Normal Category aircraft.
- B. Detailed depiction of FAA-approved VFR routes from KFUL to the Anaheim Convention Center (ACC) and return to KFUL. Detailed depiction of FAA-approved waypoints, final approach course, departure course, recommended lateral and vertical guidance, and other information to facilitate compliance, enhance situational awareness, and mitigate risk to participating flight crews and people, vehicles, and structures on the ground at the ACC and areas along the route between ACC and KFUL.
- C. Integration of FAA-approved temporary heliport documentation, including helipad drawings, obstructions, hazards, and dimensions, regenerated to accurate scale (except where larger-area views are used for clarity, and clearly indicated as such).
- D. Development of chart details that meet or exceed FAA standards for approved VFR routes, visual approaches, and landing areas, comparable to helicopter route charts, terminal charts, airfield diagrams, and heliport diagrams.
- E. Clear marking of all areas to avoid due to Temporary Flight Restrictions (e.g., Disney) or applicable noise abatement areas.
- F. Development of profile and plan views provided for maximum clarity of required/approved procedures and supplemental information and guidance related to flight paths, angles, altitudes, airspeeds, hazards, and geo-referenced data supplemented by still or video imagery as needed.

Critical Constraint - No New FAA Approval Trigger:

Deliverables must represent a mirrored/derivative depiction of or provide obvious clarity to existing FAA-approved routes, helipad data, and airspace determinations. Products must not introduce any change, deviation, or reinterpretation that could trigger a new or amended FAA approval, Letter of Determination, or Form 7480-1 submission (all already submitted). The sole purpose of these products is to enhance situational awareness of existing and approved routes and procedures. Any discrepancy, ambiguity, or apparent conflict identified in VAI-provided source data must be flagged to VAI at safety@verticalavi.org and not resolved unilaterally by the bidder.

6. VAI-Furnished Information

The following general flight information is provided for initial context:

- A. Staging Airport: Fullerton Municipal Airport (KFUL)
4011 W. Commonwealth Ave.
Fullerton, CA 92833.
- B. Route Data: Depart KFUL to the South
Fly South over Santa Ana Freeway (Hwy 5 South)
Remain clear of Disney TFR
Turn right at E. Katella Ave and proceed toward ACC
Overfly intersection of Harbor Blvd and West Convention Way
Plan approach behind ACC to the marshaling yard adjacent to West St.
- C. Helipad Site: Anaheim Convention Center (ACC)
800 W. Katella Ave.
Anaheim, CA 92802.
- D. Helipad Info: Location: 33 deg 48' 0.95" N / 117 deg 55' 24.12" W
Elevation 115.0 ft MSL, 0 AGL
TLOF: 99 ft diameter, asphalt/concrete surface
FATO: Large Aircraft - 149 ft diameter (design aircraft: Boeing 234/CH-47F/G)
FATO: Small Aircraft - 65 ft diameter
Safety Area: 33 ft x 33 ft.
Primary Ingress/Egress: 316 deg / 136 deg Magnetic.
Lighting: N/A - Day VFR only.

VAI will provide the awarded bidder with the following source documentation within 5 business days after contract award:

- E. HAI HELI-EXPO 2024 (VERTICON) Pilot Briefing materials, with FAA-approved routes. The 2024 materials are provided as a baseline reference, reflecting VAI's most recent event held in Anaheim.
- F. HAI HELI-EXPO 2024 (VERTICON) Flight Operations Guidelines / Pilot Safety Handbook. The 2024 materials reflect VAI's most recent event held in Anaheim.

- G. Temporary Helipad diagram, FAA-approved only during VERTICON flight operations.

7. Deliverable Formats & Technical Specifications

The Service Provider **should** produce all deliverable formats from a single master source file. All deliverables **shall** be consistent across print, digital, and briefing versions.

7.1 Use Cases

Flight planning, pilot safety briefings (large-screen projection), Flight Operations Guide inclusion, in-cockpit printed handout, and EFB-compatible digital format. In each case, the deliverables are materials that the Service Provider produces for VAI-led flight briefings and planning; the Service Provider does not conduct the briefings. VAI leads all pilot safety briefings, and the Service Provider's participation in briefings after delivery is neither required nor expected. For flight planning, the Service Provider supplies the charting and route products that support flight planning by VAI and participating operators; the Service Provider does not itself perform flight planning. Refer to [Appendix A](#) for example personas that offer more contextual information.

7.2 Print Deliverables (Minimum Requirement)

- A. The Service Provider **shall** deliver all print products at a minimum of 300 DPI at final print size. This requirement applies to standalone printed charts and to charts included in the Flight Operations Guide.
- B. The Service Provider **shall** deliver print-ready files in high-resolution PDF, press-ready TIFF, or press-ready EPS format. Print-ready PDF files **should** use vector artwork wherever the source data permits.
- C. The Service Provider **shall** deliver an in-cockpit handout sized for practical use in the cockpit. The bidder **shall** propose the handout dimensions and format in its technical approach.

7.3 Digital / Briefing (Large-Screen Projection) Deliverables

- A. Still imagery **shall** be delivered at a minimum resolution of 1920x1080 (Full HD). Still imagery **shall** exhibit no visible compression evidence or symbol and text degradation at typical briefing-room viewing distance.
- B. Still imagery and video **should** be delivered at a minimum resolution of 3840x2160 (4K UHD). This resolution **should** preserve legibility of fine chart detail when the product is scaled or zoomed.

7.4 Web-Based / Mobile App / EFB Deliverables

- A. The Service Provider **shall** provide web-based or mobile application access to the charting products. Access **shall** support online, real-time use. Access **shall** also support offline use from cached or downloaded content.

- B. The Service Provider **should** deliver the charting products in an EFB-compatible digital format. Acceptable formats include georeferenced PDF and KML/KMZ, or an alternative format proposed by the bidder. The EFB format **should** remain legible without pixelation at typical EFB tablet zoom levels.

7.5 Update Mechanism

- A. The bidder **should** propose a revision distribution method that is either push-based (automatic) or pull-based (user-initiated). The distribution method **should** reach all users without manual redistribution by VAI staff. The distribution method **should** be push-based where the bidder's platform supports it.
- B. The bidder **shall** specify how users are alerted that a newer version of the products is available.

8. User Access, Support & Third-Party Availability

- A. The charting products **shall** be accessible to users free of charge.
- B. User access **shall** require no more than a simple login or sign-in step. The login process **shall** not require lengthy registration, excessive required fields, or multi-step account setup.
- C. No advertising **shall** be displayed or pushed to users in connection with accessing, viewing, or downloading the products, whether via web or mobile app. The sole exception is the end-of-access notification permitted under Section 10 (Service Term & Post-Event Transition).
- D. The Service Provider **shall** provide user-facing customer service and troubleshooting support. The bidder **shall** propose a specific support response-time standard in its technical approach.
- E. The products **shall** be suitable for review and hosting by VAI, the FAA, and third-party entities hosting VERTICON planning documentation on VAI's behalf. The products **shall** not impose any platform lock-in that prevents rehosting.

9. Data Privacy

- A. The bidder **shall** specify its data handling practices for any user information collected at login or sign-in.
- B. The Service Provider **shall** not resell, share, or permit third-party use of user data for marketing or advertising purposes.
- C. The bidder **shall** state its data retention period. The bidder **shall** state its data deletion policy applicable upon user request and upon conclusion of the engagement.
- D. The Service Provider **shall** comply with all applicable federal, state, and local data privacy and data protection laws and regulations to the extent applicable to the Service Provider's operations and its performance under this engagement. The Service Provider is solely responsible for determining which such laws apply to it and for maintaining compliance. The Service Provider **shall** implement and maintain reasonable security measures appropriate to the data it handles.

The Service Provider **shall** ensure that any subcontractors are bound by equivalent data privacy and data protection obligations.

10. Service Term & Post-Event Transition

- A. The Service Provider **shall** provide user access from contract award for at least three (3) months after completion of VERTICON 2027 flight operations. The Service Provider **should** provide user access from contract award for at least one (1) year after completion of VERTICON 2027 flight operations. This access period supports after-action review, lessons-learned sharing, and reference use.
- B. Complimentary user access may end at the conclusion of the service access period. The bidder **shall** propose the specific conditions under which access could continue beyond the complimentary period.
- C. The Service Provider may issue one push notification communicating the features and benefits of its broader product or service, at the point complimentary access is ending. No other promotional messaging **shall** be permitted during the complimentary service term.

11. Delivery Schedule & Quality Assurance / Validation

- A. The Service Provider **shall** deliver all products within 60 business days after contract award. Based on the anticipated award date of September 14, 2026, the resulting required delivery date is December 7, 2026.
- B. Draft delivery, internal quality assurance, the VAI review and revision cycle, and final testing and validation **shall** all be completed within the 60-business-day window following contract award.
- C. The delivery schedule is a fixed duration rather than a fixed calendar date. If the award date shifts for any reason, the delivery, testing, and review schedule shifts with it and preserves the same 60-business-day planning window.
- D. VAI **shall** conduct testing and validation of the delivered products, coordinated via safety@verticalavi.org. VAI may select additional operators to participate in validation and verification activities.
- E. The bidder **shall** propose a testing and validation timeline in its technical approach. The proposed timeline **shall** fit entirely within the 60-business-day delivery window.

12. Source File & Data Ownership

- A. Upon completion of the engagement, VAI **shall** receive full ownership of, and unrestricted rights to, the final charting deliverables together with the source files, master data, and editable underlying materials used to produce them, other than Provider Background IP as defined in item B below, including rights to reuse, modify, and update these materials for future VERTICON events held at the Anaheim Convention Center location. VAI supplies the bulk of the initial source data used to

produce the charting products. This ensures continuity regardless of which vendor is engaged for future events.

- B. Service Provider **shall** retain all rights, title, and interest in its pre-existing intellectual property, including proprietary software, tools, templates, symbology libraries, workflows, and methodologies used to produce the charting products ("Provider Background IP"). Nothing in this RFP or any resulting agreement transfers ownership of Provider Background IP to VAI.
- C. To the extent any Provider Background IP is embedded in, or reasonably necessary to use, reproduce, modify, or update, the deliverables or source files described above, Service Provider **shall** grant VAI a perpetual, irrevocable, worldwide, royalty-free, non-exclusive license to use it for those purposes, including through third parties acting on VAI's behalf.
- D. Service Provider **shall** not use VAI-furnished source materials, event-specific data, or the deliverables produced under this engagement for any other customer, product, or promotional purpose without VAI's prior written consent.

13. Eligibility & Qualifications

- A. The bidder **shall** have a minimum of five (5) years' experience producing aviation charting or cartographic products or **shall** have produced a minimum of five (5) comparable deliverables. The bidder **should** have experience producing charting products for temporary or event-based flight operations.
- B. The bidder **shall** demonstrate working knowledge of FAA charting conventions and symbology standards, including the FAA Aeronautical Chart User's Guide and AC 150/5390-2D.
- C. The bidder **shall** demonstrate GIS and cartographic production capability through submitted work samples.

14. General Provisions

- A. Any agreement resulting from this RFP will be amended only by a written instrument signed by both Parties.
- B. Any future work beyond the scope of this RFP will be governed by a separate written agreement.
- C. Any final award contract resulting from this RFP will include a general indemnification clause.
- D. The routes and procedures depicted in the charting products are FAA-approved and FAA-required routes that VAI relays to participating operators.

15. Evaluation Criteria, Weighting and Definitions

Proposals will be evaluated using the following four equally weighted criteria. The same criteria and weights are applied identically to every bidder.

- A. **Price (25%):** The proposed fixed price for the full scope of work described in this RFP. If travel is determined to be essential to complete this engagement, VAI must approve proposed travel in advance. Reasonable costs for airfare, local transportation, and accommodation will be reimbursed. Meals and incidentals will be reimbursed at the standard GSA per diem rates in effect at the time of travel. All other pricing under this RFP remains Fixed Price.
- B. **Past Performance (25%):** Evidence of the bidder's track record on similar engagements, including references from comparable events or clients.
- C. **Qualifications (25%):** Demonstrated aviation charting or cartographic experience (a minimum of five (5) years or five (5) comparable projects), working knowledge of FAA charting conventions and symbology standards such as the FAA Aeronautical Chart User's Guide and AC 150/5390-2D, and GIS and cartographic production capability demonstrated through work samples.
- D. **Technical Approach, including Technology Integration (25%):** The bidder's proposed methodology for completing the scope of work, together with the technology capabilities offered, including, but not limited to, the following:
 - The ability to integrate with mobile devices (EFB)
 - The ability to push data to certificated onboard avionics systems
 - The ability to provide rapid data updates
 - The ability to display a moving map with a dynamic own-ship position

Appendix A — Concept of Operations: Persona Scenarios

This appendix illustrates the concept of operations for the VERTICON 2027 charting products through representative stakeholder personas. Each persona describes how that stakeholder interacts with or is affected by the charting products, and the primary question or concern the products are intended to address. The personas are illustrative and intended to provide additional context and clarity. They are not intended to create additional requirements beyond those stated in the body of this RFP.

1. Participating Pilot – Basic Aircraft

Stakeholder: Amelia A. Hart, low-time PIC of a Robinson R-22

Goal: Safely and confidently fly the FAA-approved procedures to and from the ACC without deviation.

How they use the product: First, she logs into the online flight operations guide and downloads the charting products. She prints all the charts she needs. During the VAI-led pilot safety briefing, she checks her charts against the latest versions and updates them if anything has changed. She then uses the printed charts to plan her flight before departure. In the cockpit, she secures the charts on her kneeboard. Throughout the flight, she scans for traffic and cross-checks her instruments. She refers to the charts for the approved VFR route, approach, landing area, and hazards so she can safely fly to and from the ACC.

Key question or concern: Are the depicted routes, altitudes, and waypoints current, legible in the cockpit, and consistent with what the FAA approved? Does the depicted information provide optimal situational awareness without distracting from primary flight duties?

2. Participating Pilot – Advanced Aircraft

Stakeholder: Joseph M. Golfier, 10,000-hour PIC of an Airbus H-160

Goal: Safely and confidently fly the FAA-approved procedures to and from the ACC without deviation.

How they use the product: First, he logs into the online flight operations guide and downloads the charting products. He also opens the web and app-based chart data and downloads the georeferenced products to his company and personal EFB. He prints a copy to carry as a backup. During the VAI-led pilot safety briefing, he checks both his printed and electronic charts against the latest versions and updates them if anything has changed. He then uses the electronic charts to plan his flight before departure. In the cockpit, he keeps the printed copy in his pocket. Throughout the flight, he scans for traffic and cross-checks his instruments. He compares the approved VFR route, approach, landing area, and hazard data against his aircraft and EFB moving maps so he can safely fly to and from the ACC.

Key question or concern: Are the depicted routes, altitudes, and hold points current, legible in the cockpit, and consistent with what the FAA approved? Does the depicted information provide optimal situational awareness without additional flight management burdens?

3. VAI Staff (Safety, Conventions, and Support Teams)

Stakeholder(s): VAI staff member responsible for VERTICON flight operations.

Goal: Commission accurate products, distribute them to operators, provide safety briefings, and use them to help enhance safety and compliance while directing safe flight operations.

How they use the product: First, the VAI staff member commissions the deliverables from the Service Provider. Once the products arrive, VAI staff performs verification and validation and coordinates any final changes needed to meet the required specifications. The Service Provider then enables access via the Service Provider's web/apps and authorizes hosting on VAI-approved websites so operators and key stakeholders can access them. As revisions are released, the team distributes them through the vendor's update mechanism. During the pilot safety briefings, VAI staff integrates the final products into slide decks and projects them onto the large screens. They confirm that the web and app-based products are accurate and accessible to pilots equipped with EFBs. They also provide printed copies to pilots for reference before and during flight.

Key question or concern: Can Service Provider provide a single authoritative source to every operator and enable EFB-supported push updates for key stakeholders? Can Service Provider provide access to VAI-approved hosted sites for an alternative access option to download and print?

4. Public Safety and Law Enforcement

Stakeholder(s): On-site emergency responders at the ACC landing area, ACC safety and security officials, KFUL fire rescue, and local police and fire officials.

Goal: Maintain situational awareness of VERTICON flight operations and stay ready to respond quickly and safely to any emergency at the ACC landing area or along the route.

How they use the product: Emergency response is staged on site at the VERTICON landing area, alongside ACC safety and security officials supporting the operation. Fire rescue is also on station at KFUL. Before operations begin, ACC officials share the flight operations guide, its published procedures, and the charting products with local police and fire officials for situational awareness. Responders may review the routes, landing area, and timing so they know where aircraft will be operating. If an emergency occurs, they will use the depictions to plan the fastest, safest access to KFUL or the ACC and to guide search and rescue efforts near any point along the published route.

Key question or concern: Where and when will aircraft be operating, so responders can maintain awareness and reach the landing area or any point along the route quickly if an emergency occurs?

5. FAA and Other Federal, State, and Local Officials

Stakeholder(s): FAA Aviation Safety Inspector, FAA Flight Standards District Officer, and other safety, security, and administrative officials or representatives.

Goal: Provide assurance that all products used accurately depict approved procedures designed to mitigate risk, enhance safety, and optimize human performance during VERTICON flight operations.

How they use the product: The official reviews the products and compares them against the FAA-approved routes, waypoints, approach and departure paths, helipad, and hazard data. This information is used to provide assurances that procedures have been developed and communicated in a manner that mitigates all known risk to the lowest acceptable levels previously established by the FAA and ACC.

Key question or concern: Do these products accurately reflect approved procedures to mitigate risk?

6. Convention Center and Disney Officials

Stakeholder(s): Anaheim Convention Center and Disney Officials

Goal: Verify approved flight procedures are known, communicated, and strictly followed to minimize risk to ACC and Disney employees, visitors, infrastructure, and equipment. Ensure that all flight routes are clearly marked and flight operations remain well clear of published airspace TFRs over Disney.

How they use the product: The official reviews the published routes and the marked avoidance areas, including the Temporary Flight Restrictions over Disney. They confirm that the routes are clearly marked and that operations are planned to remain well clear of the Disney TFRs. They share the depictions with their safety and facilities staff so the approved procedures are known and understood. During flight operations, they use the depictions to verify that crews are following the approved procedures and keeping clear of occupied buildings, visitors, and equipment.

Key question or concern: Are the approved flight routes clearly marked and communicated, and will operations remain well clear of the Disney TFRs and our occupied buildings, visitors, and equipment?

7. Insurance / Underwriter

Stakeholder(s): Underwriter or risk carrier providing VAI's event insurance coverage.

Goal: Recognize VAI's sustained commitment to continuous improvement and to further mitigating risk through the adoption of safety-enhancing technologies and advanced flight-planning products that enhance situational awareness and ultimately reduce risk — an objective shared by all underwriters. Over the long term, VAI seeks favorable considerations during policy renewals and updates as a result of this demonstrated commitment.

How they use the product: The underwriter reviews the charting products and the FAA-approval basis behind the depicted routes. They see how the products enhance situational awareness for flight crews and reduce operational risk during the event. Over successive events, they weigh VAI's continued investment in safety-enhancing technologies as evidence of a maturing safety culture. They then factor that reduced risk profile into how they price and structure VAI's coverage at each policy update.

Key question or concern: Does VAI's adoption of these products and other risk-reduction activities in totality demonstrate a measurable, sustained reduction in operational risk that supports more favorable coverage terms at future policy updates?

8. General Public

Stakeholder(s): Aviation enthusiasts, community activists, Anaheim residents, or persons near the operating areas, including those who welcome vertical aviation activity and those who do not.

Goal: Understand what VAI is doing to minimize risk to the public and demonstrate transparency around the flight operations conducted near their community.

How they use the product: A member of the public may have questions or demand assurances regarding efforts to oversee safe flight operations. VAI, ACC, or others respond using product data. Some residents enjoy the surge in flight operations. Others clearly do not. The product offers transparency into efforts to minimize risk to the public. It shows the detailed procedures, planning, and oversight that VAI applies before and during VERTICON flight operations. Residents may use the product to understand when and where operations will occur near their neighborhood.

Key question or concern: Is VAI managing these operations safely and transparently, and what is being done to minimize risk to the public before and during the event?