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Meeting Date: 10/14/25

Augusta Regional Airport (AGS) – X-1FBO Aviation Management Software Agreement

Department:	Augusta Regional Airport (AGS)
Presenter:	Herbert L. Judon, Jr., Airport Executive Director
Caption:	Augusta Regional Airport (AGS) – Motion to approve five-year agreement for X-1FBO Aviation Management Software with GMSTEK, LLC. and purchase of proprietary integrated hardware.
Background:	The Fixed-Base Operator (FBO) currently uses Total Aviation Software, a basic web-based point-of-sale solution. While this system has been satisfactory since 2015, it has limitations that a more modern and comprehensive platform would address. The X-1FBO system is a proprietary, cloud-based platform designed specifically for the operational, financial, and customer service needs of FBOs and aviation service providers. The transition to X-1FBO will support the FBO's new fuel farm and its need for a more efficient and modern technology platform.
Analysis:	Transitioning from the current system to X-1FBO will modernize operations, reduce inefficiencies, and enhance customer experience. The new system's mobile-first design and real-time capabilities will improve staff productivity and accountability by enabling staff to create and process fuel and service-related tasks faster and with greater accuracy. The use of tablets on the ramp will reduce reliance on paper tickets and radio communication. The system also offers features like dynamic pricing for peak events such as the Masters® and allows for real-time tracking of aircraft services, fuel flow, and line status.
Financial Impact:	The total one-time cost for the X-1FBO System, implementation, hardware, and training is \$13,359.88.

In addition to the one-time cost, the agreement includes ongoing fees:

- Monthly Subscription: \$2,018.96
- Annual Data and Security: \$1,400.00
- 1st year cost \$38, 987.40, subsequent years \$25,627.52 annually (potential 5% increase)

The agreement is for a five-year term with automatic two-year renewals. The monthly and annual fees are fixed for the first year after implementation and may increase by up to 5% annually thereafter. The one-time charge will be paid within 10 days of the agreement's effective date, while monthly fees will be paid by ACH debit on the first business day of each month.

World Fuel, our fuel supplier, provides an annual offset of \$15,000 for processing software and an additional \$100,000 for operational and facility upgrades related to customer service and business sustainability.

The Augusta Regional Airport legal counsel has reviewed and approved the agreement with GMSTEK.

Alternatives:

N/A

Recommendation:

Approve the five-year agreement for X-1FBO Aviation Management Software with GMSTEK, LLC. and purchase of proprietary integrated hardware.

Funds are available in the following accounts:

551081106-5238110

REVIEWED AND APPROVED BY:

N/A