

## **Airport Services New Zealand**

**What's it about** getting all the New Zealand companies in an airport supply chain to come together as an integrated whole. We've started small and had two meetings so far. The group is all about:

- Lifting the profile and promoting the New Zealand Airport solution in key markets
- Encouraging companies to work collaboratively and make referrals to each other
- Identifying, validating and targeting specific business opportunities
- Creating critical mass to access contracts that companies working alone cannot
- Taking a solutions approach rather than supplying individual products and services
- Sharing intelligence, information and experiences to make us more effective foreign exchange earners
- Recognising and capturing 'the value' of the New Zealand offer

### **Who can be members?**

We are taking a small steps approach. The group currently contains some service providers and some equipment suppliers. These two groups will be developed separately but as part of the bigger solution. As we understand individual capabilities better, we will be adding companies to develop the solution capabilities further.

Companies wishing to become members should let us know and we can start communicating with you.