



Approved by:	Aura Moore Deputy Executive Director and Chief Information Officer	 AURA MOORE (05/29/2026 12:38:53 PDT)
ITEM TYPE	<input type="checkbox"/> Award <input checked="" type="checkbox"/> Amendment <input type="checkbox"/> Appropriation <input type="checkbox"/> Policy/Program <input type="checkbox"/> Other	
SUBJECT	Request to adopt the following report and approve the Seventh amendment to Concession Agreement LAA-8862 with Boingo Wireless, Inc. covering wireless service at Los Angeles International Airport, to extend the term for an additional 12 months through June 30, 2027, and add two one-year extension options.	

Item REQUIRES City Council Approval.  Item is subject only to STANDARD REVIEW by the City Council.

## DISCUSSION

### 1. Background and Necessity of Requested Action

<del>06-04-2015</del>	Resolution #25722 (LAA-8862)	Contract Award
Approved the award of a seven-year, Non-Exclusive Concession Agreement to Boingo Wireless, Inc. (Boingo) to upgrade, manage, and operate the Wi-Fi network at Los Angeles International Airport (LAX) for estimated revenue of \$5 million over the term.		
<del>04-20-2017</del>	Resolution #26215 (LAA-8862A)	First Amendment
Approved the First Amendment to Concession Agreement LAA-8862 with Boingo to reduce the base annual fee by \$400,000 per year and credit Boingo \$65,000 for constructing additional wireless access points to support Mobile Passport in the Tom Bradley International Terminal at LAX.		
<del>05-21-2020</del>	Resolution # 27023 (LAA-8862B)	Second Amendment
Approved the Second Amendment to Concession Agreement LAA-8862 with Boingo to allow revision of payment terms to allow Boingo to pay Los Angeles World Airports (LAWA) monthly payments of 50 percent of gross revenue for April, May, and June 2020 instead of the Base Annual Fee due to a decline in revenue resulting from COVID-19 travel restrictions.		
<del>03-04-2021</del>	Resolution #27216 (LAA-8862C)	Third Amendment
Approved the Third Amendment to Concession Agreement LAA-8862 with Boingo to allow for revision of payment terms to allow Boingo to pay the lower of 40 percent of gross revenues or 1/12 <sup>th</sup> of the Base Annual Fee for the rent relief period ending June 30, 2021, due to a decline in revenue resulting from COVID-19 travel restrictions.		

<b>06-02-2022</b>	<b>Resolution #27505 (LAA-8862D)</b>	<b>Fourth Amendment</b>
Approved the Fourth Amendment to Concession Agreement LAA-8862 with Boingo to extend the agreement by 18 months to allow LAWA to prepare and complete the Request for Proposals (RFP) procurement process and ensure uninterrupted Wi-Fi service until a new agreement was awarded and executed and a new system implemented.		
<b>07-02-2024</b>	<b>Resolution #27505 (LAA-8862E)</b>	<b>Fifth Amendment</b>
Approved the Fifth Amendment to Concession Agreement LAA-8862 with Boingo to extend the agreement by 18 months to allow LAWA to prepare and complete the RFP procurement process and ensure uninterrupted Wi-Fi service until a new agreement was awarded and executed and a new system implemented.		
<b>06-05-2025</b>	<b>Resolution #28181 (LAA-8862F)</b>	<b>Sixth Amendment</b>
Approved the Sixth Amendment to Concession Agreement LAA-8862 with Boingo at LAX and extended the term for an additional 12 months through June 30, 2026.		

Boingo currently provides Wi-Fi operations support at LAX, including 24/7 network monitoring, call center support for passengers, network maintenance to restore service when needed, and wireless connectivity to stakeholders at no cost to LAWA.

A Request for Proposals (RFP) for Wireless Solutions and Managed Services was released in September 2024. Following a thorough evaluation process, LAWA determined that the wireless requirements outlined in the RFP and the associated costs proposed by respondents were excessive and not aligned with LAWA's operational and financial objectives. As a result, the RFP was not awarded.

LAWA has concluded that a new strategic approach to wireless services is required. The Information Management & Technology team is currently developing a revised scope of work that reflects updated wireless requirements, cost-appropriate solutions, and a long-term strategy aligned with LAWA's infrastructure and guest experience goals. A new procurement will be initiated once the revised strategy and scope have been finalized.

In the interim, continued Wi-Fi service is essential to maintaining operational continuity and delivering a high-quality guest experience across LAX's terminals and new public areas including SkyLink and the Rental Car Center. This amendment will extend Boingo's agreement for 12 months through June 30, 2027, with two (2) one-year optional extensions exercisable at LAWA's sole discretion, providing the necessary runway to complete the new procurement without service interruption.

As part of this amendment, Boingo has committed to the following:

- **Onsite Quality Assurance:** Boingo will hire a full-time onsite resource to manage quality assurance functions and network maintenance (break-fix) for the Wi-Fi network, ensuring accountability and performance standards are met throughout the extended term. The cost of this resource will be covered through revenue share offset and is \$350,000 annually, based on the technical qualifications and certifications required for the role.
- **LSBE/SBE Staffing Requirement:** Although there are no Airport Concession Disadvantaged Business Enterprise goals on this contract, Boingo agrees to fill this role

with a certified Local Small Business Enterprise contractor to align with LAWA's commitment to inclusivity with business opportunities.

2. **Selection Process:**  Competitive process.  Other process.  Not applicable.

On November 7, 2014, LAWA released a Request for Proposals (RFP) for interested parties to provide Wi-Fi service at LAX. On February 13, 2015, Boingo submitted the only proposal. LAWA felt the proposal provided significant value and decided to award.

Request to find that Charter Sec. 1022 is applicable to this action.

Managing the current wireless environment requires access to proprietary Boingo systems and cannot be completed by City of Los Angeles employees.

3. **Fiscal Impact:**  None.  Revenue generation.  Cost/cost recovery.  Other.

Approval of this amendment will provide additional annual revenue to LAWA of approximately \$700,000 to \$1 million. This includes the Base Annual Fee over the 12-month term extension and the potential revenue share of 50 percent of gross revenues over \$1.4 million.

4. **Alternative Actions:**  Alternatives considered.  No alternatives considered.

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### APPROPRIATIONS

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Appropriation required.  No appropriation required.  Funding is available.

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### INCLUSIVITY & IMPACT

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Goals/requirements identified.  No goals/requirements stipulated.  N/A or other.

Although there are no Airport Concession Disadvantaged Business Enterprise goals on this contract, Boingo agrees to fill the required on-site resource role with a certified Local Small Business Enterprise contractor to align with LAWA's commitment to inclusivity with business opportunities.

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### PROVISIONS

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The Chief Executive Officer has approved this item.

The Board of Airport Commissioners is hereby requested to adopt staff determination that the requested action is exempt from the California Environmental Quality Act (CEQA) pursuant to Article II, Section 2.f of the Los Angeles City CEQA Guidelines.

The Board is hereby further requested to authorize the Chief Executive Officer, or designee, to execute the Seventh Amendment to Concessions Agreement LA-8862 with Boingo Wireless, Inc. subject to approval as to form by the City Attorney and approval by the Los Angeles City Council.

Actions taken on this item by the Board of Airport Commissioners will become final pursuant to the provisions of Los Angeles City Charter Section 373.