



It's Going to be great.

Better airports through better technology decisions.

Going Systems helps airport operators and technology suppliers design, procure, deliver and optimise the systems their business runs on.



EXPERIENCE

30 years shaping airports

designing the technology, pricing and bidding the deals, delivering the systems

REACH

100+ airports

in Asia Pacific, the Americas, Europe and the Middle East

SYSTEMS

AODB to border control

operations, passenger processing, baggage, billing and biometrics in between

HOME

Singapore headquartered

operating across Asia Pacific and the Middle East

WHO WE WORK WITH

Operators choosing the systems. Vendors bidding and building them.

Airport operators and authorities

You are choosing, buying or replacing systems the airport will run for a decade. We bring the vendors' knowledge to your side of the table.

Before the RFP. Requirements, architecture and business case set so the market can respond and you can compare answers.

During procurement. Evaluation, price benchmarking, negotiation and contract structure from people who have built the other side.

After award. Programme direction, vendor management, cutover and readiness until the system is in service and your team runs it.

Airport technology vendors and suppliers

You are entering a market, localising a product, pricing a deal or writing a bid. We have led each of those for airport systems in Asia Pacific and the Middle East.

Market entry and localisation. Entry plans and localisation strategies built on how airports and authorities in the region buy.

Pricing and business case. Cost and revenue models, price books and deal shapes from people who have owned them to signature.

Capture and bids. Pursuit strategy, proposal management and bid review, with a plain read of whether the bid will pass.

WHAT WE DO

Design the system. Run the programme. Shape the deal.

Airport systems and technology

Solution design, architecture and technical advice across airport management, passenger processing and common use, baggage, billing, biometrics, digital identity, cybersecurity and border control. Vendor-neutral and localisation-aware.

Programme management

Resident expert and programme support for owners, operators, authorities and integrators: requirements, vendor assessment, bid management, contract structuring and delivery governance, from the first decision to go-live.

Strategy and commercial

Pricing and revenue models, market entry, partnerships, localisation and in-country operating models, business cases, and the deal shaping that takes a programme to signature.

HOW WE GET GOING

One direction of travel. We join wherever you are.

STEP 1

Brief

A question that needs framing before anyone acts on it. **You leave with** A one-page brief that frames the work, whoever does it.

STEP 2

Assess

The options, costs and risks laid out. **You leave with** An assessment with options, costs, risks and a recommendation.

STEP 3

Decide

Business case, requirements, RFP, evaluation or bid. **You leave with** Decision documents you own and can defend internally.

STEP 4

Deliver

Implementation that has to work on the day. **You leave with** A system in service, and a team that can run it.

WHY GOING SYSTEMS

Independent

Recommendations built on your business case, with the outcome as our only interest. Paid by clients only.

Ability to execute

People who have designed, priced, bid, compared and delivered airport systems, on your team from day one.

Senior practitioners

Each engagement is led by the principal best matched to it. The people you meet are the people who do the work.

Built to be run

Decisions that hold up in the business case, in procurement and in daily operation, long after award.

WHERE WE'VE BEEN

Changi to Miami, Heathrow to Western Sydney.

Airport systems programmes our people worked on before Going Systems, with previous employers and partners, on the solution, commercial and delivery sides.

PROGRAMME	NATURE OF THE WORK
Changi Airport, Singapore	Solution and commercial lead for airport systems designated critical information infrastructure: in-country architecture, hosting and support model built for sovereignty and audit rules.
Western Sydney International	Deal owner and solution lead on a greenfield airport delivered under a master systems integrator structure, negotiated across sponsor, concessionaire and consortium.
Brisbane Airport	Deal owner for a ten-year airport systems agreement: deal strategy, business case, operating and support model, negotiation to signature.
GMR airports (Delhi, Hyderabad, Goa)	Solution and commercial lead working with the group's in-country airport IT services entity: vendor scope, licensing, support tiers and SLA chain beneath a local operator.
Malaysia Airports (MAHB)	Network-wide passenger processing programme won and delivered on a compressed timeline; border-control and local-partner structure for implementation and support across the group.
Narita, Japan	Biometric passenger processing programme delivered in partnership with a Japanese systems integrator and local partners for installation and support.
Miami International	Delivery direction for the migration of airport management, flight information and billing systems: architecture, cutover and support model.

LEADERSHIP

Drew Sundin

Founder & Principal
Consultant

Drew founded Going Systems and sets the standard for how it works. He brings thirty years in airport and border technology across the Americas, Europe and Asia Pacific: eleven years directing delivery of core airport systems, then a decade leading solution design, bid management and the commercial function for airports and border authorities across Asia Pacific at a global airport technology provider. Each engagement is led by the principal best matched to it, with Drew accountable for the quality of the work.



Let's get Going

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