

Strategic Advisory

Arora's Strategic Advisory role is critical to executive management's decision making. We emphasize early and important efforts for the development of major capital improvement programs and bridge the gap between capital plans and program delivery plans.

We partner with facility owners, developers, and operators in delivering complex capital programs with market sensitive agility resulting in a minimized risk profile.

Key Services

We bring specialists into the Arora team (with domestic and international collaborators) to create a value-based approach to developing program delivery plans with our services aimed at optimizing capital inputs for executive decision-making by:

+ Providing executive-level confidential industry-biased expertise, guidance, and recommendations for decision-making
+ Developing business case and financial models including Forecasts, CAPEX, OPEX, REVEX and optimizing revenue projections in conjunction with a Financial Advisor
+ Providing professional technical reviews of project scopes and concept deliverables by subject matter experts at the capital planning stage, applying best practices and technologies inclusive of optioneering
+ Conducting relevant benchmarking exercises for cost, revenues and CPEs with peer airports
+ Consolidating and presenting cohesive capital delivery plans based on airport master plans in consultation with subject matter experts for both near-term and long-term needs >>



+ Evaluating potential funding sources, applicability of federal, airport, market, and private funding as applicable within Airport financial guidelines to realize CIP
+ Providing special advice on CIP budgets, allocations and spend profile over time optimizing operations of various facilities into revenue generation
+ Evaluating and recommending most suitable resource plans for airport staff, consultants, contractors, operations and maintenance – enabling capacity building
+ Providing continued program support through mobilization of select teams of consultants, contractors and such transitioning from planning to design to construction and to operations seamlessly

1. Developing engagement plans/strategy with stakeholders in the airport community – airlines, commissions, agencies and such in advance and regularity as to program development objectives and progress
2. Assisting in techno-commercial negotiations with various stakeholders such as governmental agencies, airlines, development partners, contractors, consultants and others
3. Developing of procurement and transaction documents for Leases, Development Agreements, Public Private Partnerships, Design/Construction Contracts, and Operations/Maintenance Contracts using traditional or alternative financing/delivery approaches