



PROJECT NAME:

**“CONCESSIONARIES FOR
AERONAUTICAL AND NON-
AERONAUTICAL SERVICES FOR
THE FALEOLO INTERNATIONAL
AIRPORT OF SAMOA”**



SPECIFIC CHALLENGES

1. SUPPORT FROM THE GOVERNMENT

- A POLITICAL MATTER WHERE GOVERNMENT DOESN'T LIKE THE IDEA OF BEARING THE RISK ON ITS OWN
- 



SPECIFIC CHALLENGES

2. SCARCE OF RESOURCES

- LACK OF RESOURCES AND EQUIPMENTS AVAILABLE IN THE SAMOA FOR THE OPERATION AND MAINTANCE
- 



SPECIFIC CHALLENGES

3. DURATION OF PROJECT

- LONG TERM CONTRACTS AND THE PROCESS IS LENGTHY TO BE INITIATED

