



Lexcelera

VINCI AIRPORTS

CASE STUDY

VINCI Airports has unique airport project management expertise, operating on an integrated model in which it is a concession holder, operator, and investor all at once.

VINCI Airports key value proposition consists of generating increased traffic, and it works proactively with its airline partners to achieve this aim.

THE CHALLENGE

Vinci Airports wanted to submit a tender to operate Belgrade airport in Serbia. All legal and administrative materials were to be translated from English to Serbian and then certified. The first challenge was the fact that there are no English-Serbian translators certified by the French court. The project also had to be completed in a very short timeframe: we had just 48 hours to complete both the translation and the certification.

THE SOLUTION

We searched the global Lexcelera network for certified translators and found qualified candidates in England and in Serbia. We chose the Serbian translator because they were more competitive and could work directly with Vinci's law firm in Serbia.

We also suggested to Vinci that we fly the Serbian certified translator to our French offices so they could work more closely with the project teams and complete their translation as the documents were being verified. This solution convinced Vinci Airports that their team would receive the support it needed.

Lexcelera adapted to the situation at hand and efficiently manage communications between the Vinci project team, the law firm, and our own team. Round-the-clock project management and overall agility meant that we delivered the project ahead of schedule.

THE RESULT

- We leveraged our global Lexcelera network to obtain competitive services at the best price.
- Vinci had additional time to prepare its tender and was able to count on our teams to deliver on time.
- The bid was doubly successful: the process was well managed, and Vinci Airports won the Belgrade Airport contract!