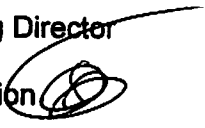




AVIATION DEPARTMENT/ Fort Lauderdale-Hollywood International Airport
100 Aviation Boulevard • Fort Lauderdale, Florida 33315 • 954-359-6100 • FAX 954-359 -1007

MEMORANDUM

DATE: October 29, 2009
TO: Brenda Billingsley, Purchasing Director
FROM: K.G. George, Director of Aviation 
SUBJECT: AIRPORT INFORMATION MANAGEMENT SYSTEM,
RFP No. 2007-0514-0-AV-01 ("AIMS Project")

Attached, please find two documents that address recent inquiries regarding the Airport Information Management System ("AIMS Project"), RFP No. 2007-0514-0-AV-01.

The memorandum from Julie Howlett, dated October 26, 2009, provides a response to the two letters received from the law firm of Shutts & Bowen, LLP, on behalf of Infax, Inc. which made assertions against the proposed award of the AIMS Project to AirIT, Inc. The first letter, dated September 1, 2009, was addressed to Brenda J. Billingsley, Director of Purchasing. The second letter, dated October 2, 2009, was addressed to Jeffrey J. Newton, County Attorney.

Ms. Howlett's memorandum addresses: (1) the Aviation Department's revalidation of the AIMS software solution that was solicited by the RFP, and (2) the claims made by Shutts & Bowen against the proposed award to AirIT.

The other document, dated October 12, 2009, is from Chris Keller, Executive Vice President, of AirIT Inc, the first ranked firm. Mr. Keller's letter addresses concerns raised regarding staff and subcontractor changes.

With this additional information, the Broward County Aviation Department supports rescheduling the motion to award item for the November 10th Commission meeting. Should you or your staff have questions regarding the attached, please feel free to contact me.

KGG/BG/ml

Attachments

C: Christine Lee, Senior Assistant County Attorney
Julie Howlett, Director of Information Systems, Aviation Department
John Hernandez, Administrative Manager, Aviation Department
Bonnie Greenberg, Information Systems Manager, Aviation Department

G:\EXECUTIVE\Aviation Director\Information Systems\AIMS Project 10.09.doc



AVIATION DEPARTMENT/ Fort Lauderdale-Hollywood International Airport
100 Aviation Boulevard • Fort Lauderdale, Florida 33315 • 954-359-6100 • FAX 954-359 -1007

MEMORANDUM

Date: October 26, 2009

To: Kent G. George, Director of Aviation

From: Julie Howlett, Director of Information Systems, Aviation Department

A handwritten signature in black ink, appearing to be "JH", located to the right of the "From:" line.

Subject: AIRPORT INFORMATION MANAGEMENT SYSTEM,
RFP No. 2007-0514-0-AV-01 ("AIMS Project")

There were two letters from the law firm of Shutts & Bowen, LLP, on behalf of Infax, Inc. (Infax) that made assertions against the proposed award of the AIMS Project to AirIT, Inc. (AirIT). The first letter dated September 1, 2009 was addressed to Brenda J. Billingsley, Director of Purchasing. The second letter dated October 2, 2009 was addressed to Jeffrey J. Newton, County Attorney.

This memorandum addresses: (1) the Aviation Department's revalidation of the AIMS software solution that was solicited by the RFP, and (2) the claims made by Shutts & Bowen against the proposed award to AirIT.

I. Background:

Preliminary efforts to create business requirements and technical specifications for the AIMS project began in August 2005. The efforts included informational demonstrations for Airport staff and stakeholders with the various AIMS component vendors, including the major "Common Use" vendors, SITA, Ultra, InterSystems, and AirIT. ARINC was invited, but declined.

These preliminary activities were led by Convergent Strategies Consulting (CSC), the County's consultant. As an IT consultant in the aviation industry, CSC is continually performing industry research to keep abreast of the latest technical solutions to satisfy their client's needs. Part of this industry research is to perform an outreach to the industry vendors that provide common use solutions to airports. As part of this industry outreach, CSC has met with representatives from SITA, ARINC, Ultra, InterSystems, and AirIT over the past four years in regard to the vendors' latest product lines, anticipated product development, and opinions on industry trends.

The first of two AIMS solicitations, A06AV035S-JL, was advertised in October 25, 2006 with a due date of December 5, 2006. During this time ARINC, a potential AIMS vendor, sent a letter

**AIRPORT INFORMATION MANAGEMENT SYSTEM,
RFP No. 2007-0514-0-AV-01 ("AIMS Project")
October 26, 2009
Page 2 of 10**

informing the Purchasing Director of their intent not to respond citing technical requirement concerns with the RFP. AirIT and Ultra responded to the RFP. The Small Business Development Division (SBDD) found that both respondents did not meet M/WBE goals as defined in the RFP.

The Evaluation Committee (EC) met to determine responsiveness in April 2007; the EC rejected both responses and recommended that the RFP be re-advertised. In May 2007 the Purchasing Director approved the recommendation to reject both submittals.

During development of the second solicitation for the AIMS project, RFP 2007-0514-0-AV-01, the County's consultant and staff actively engaged potential AIMS vendors in discussions to identify concerns with the technical specifications that were expressed formally and informally by vendors during the first solicitation. During this time, Airport staff and CSC met with representatives from SITA. CSC representatives also met with ARINC representatives at their research and development offices in Tulsa, Oklahoma to discuss ARINC's approach to common use. The input from these staff and consultant discussions with vendors prompted minor wording modifications in the AIMS RFP language to ensure the specifications were open and aligned with industry trends. This is evident in the fact that five proposals were received and deemed as being technically compliant.

The second AIMS solicitation was advertised on June 5, 2007 with a due date of July 17, 2007. The due date was revised to August 14, 2007 due to unrelated participation/goal issues. Six proposals were received: SITA, InterSystems, Talgentra, Infax (ARINC), Ultra, and AirIT. The Evaluation Committee met on October 30, 2007 and all proposers were found responsive, except for SITA, whose pricing form was incorrectly completed. The EC instructed staff to hold technical demonstrations.

SITA filed a protest on November 1, 2007. Technical demonstrations were put hold. The protest was denied by the Purchasing Director on December 10, 2007.

Technical demonstrations were held at the Aviation Department from January 14 – January 18, 2008.

Final presentations were held before the EC on February 25, 2008, and the vendors were ranked as follows:

- | | |
|--------------|------------|
| 1. AirIT | 562 points |
| 2. Infax | 504 points |
| 3. Talgentra | 501 points |
| 4. Ultra | 479 points |

(Note: On 02/22/2008 InterSystems withdrew from the solicitation process.)

On March 3, 2008 a protest was filed with the Purchasing Division by Shutts & Bowen on behalf of the no. 2, 3 and 4 ranked firms. On May 22, 2008, the protest was denied by the Purchasing Director and on June 02, 2008 Shutts & Bowen filed a request for a hearing. The

AIRPORT INFORMATION MANAGEMENT SYSTEM,
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hearing date was set for September 12, 2008. On August 29, 2008 Shutts & Bowen withdrew the protest and request for hearing.

Negotiations with AirIT, the first ranked firm, commenced on September 30, 2008. Negotiations concluded on March 19, 2009 after eleven negotiation meetings.

On May 1, 2009, the agenda item was forwarded to the Purchasing Division for the Board's June 2, 2009 meeting.

The item was pulled by the Aviation Department prior to that meeting for revalidation due to the extended time lines. From June 2009 through August 2009 staff revalidated the project.

II. AIMS RFP Solution – Aviation Department Staff Revalidation Efforts:

The second-ranked vendor, Infax, has indicated that the software solution required by the AIMS RFP is not up-to-date.

Prior to placing the AIMS Project item on the Commission Agenda for proposed award to AirIT, Aviation Department staff, with the County's consultant, Convergent Strategies Consulting, Inc., revalidated the proposed AIMS solution taking into consideration current technical and industry direction, as well as current Aviation Department direction. See **Exhibit A**, Letter dated October 5, 2009 from Convergent Strategies Consulting, Inc. ("County Consultant") to the Broward County Aviation Department ("Aviation Department").

The effort evaluated the AIMS solution against current conditions to ensure that the:

- Project goals and objectives align with current Aviation Department direction,
- Technical approach continues to line up with current technological trends, and
- AIMS solution is relevant with respect to current industry direction.

This revalidation effort included internal analysis, industry research, and interviews with airlines, airport, and technical personnel. Aviation Department staff determined that the AIMS Project and the proposal submitted by the first-ranked vendor (i.e., the AirIT proposal) continued to be relevant in its current form and should move forward to the Commission agenda with a recommendation for award.

During the recent Airport Council International Conference (a major industry forum attended by both airport representatives, including Aviation Department staff, and airline representatives) it was clear that the County's selected solution remains relevant and viable. AirIT, the first-ranked vendor for the AIMS Project was identified as a participant in the current CUPPS initiative and at least one major airline is in the process of scheduling CUPPS testing with AirIT.

During this same conference, Aviation Department staff took the opportunity to discuss the "common use" component of the AIMS Project with representatives from two other airports who have implemented the solution proposed in the RFP for the AIMS Project. Their experiences with the solution were positive and they stated that the airlines were satisfied with the results. The airports representatives said they would move in the same direction today, if required to make their decision over again.

The revalidation efforts that Aviation Department staff has undertaken continue to reinforce the selected AIMS solution and direction. Aviation Department staff recommends moving forward with seeking an award of the contract to the first ranked vendor, AirIT.

III. Aviation Department Response to Comments Made by Shutts & Bowen, LLP:

1. **Claim by Shutts & Bowen:** More than two years have elapsed since the procurement was first advertised in June 2007. Over three years elapsed since the RFP specifications were first conceived and drafted. AIMS-related technology has evolved during this time. The County should consider whether it is in the County's best interest to continue with the award of this contract. The DAPP solution proposed in the RFP is out of date. The International Air Transportation System (IATA) has finalized the CUPPS standard. The AirIT system is not CUPPS compliant.

Aviation Department Response: The Common Use Passenger Processing System (CUPPS) is an IATA recommended practice, currently in draft form, that recommends the technical architecture to be used when developing passenger processing applications (developed by the individual airlines) and common use platforms (developed by vendors). The IATA CUPPS recommended practice is not finalized. It remains in draft form, pending completion of pilot programs and incorporation of desired changes that result from the pilot programs.

The RFP requirements and specifications are not "out of date." The Dynamic Assignment Passenger Processing solution (DAPP) is a generic concept that describes the functional requirements desired by the County for passenger processing systems. This concept was developed specifically for the Airport Information Management System (AIMS) RFP technical specifications to provide the ability for any airline to utilize the County system, regardless of their internal proprietary processing applications. The concept was developed in cooperation with the airlines operating at Fort Lauderdale-Hollywood International Airport (FLL). The intent is to provide a flexible solution to support all airlines' passenger processing requirements, regardless of the individual approach of airlines using FLL facilities. The DAPP solution does not preclude an airline from using a CUPPS compatible application. The DAPP solution allows airlines to use CUPPS compatible applications, as well as other applications that airlines may choose to use. This DAPP solution was incorporated into the RFP specifications to support existing applications used by airlines, as well as future developed applications.

Please refer to **Exhibit A**, Letter dated October 5, 2009 from the County Consultant to the Aviation Department, and **Exhibit B**, Letter dated October 5, 2009 from Becker & Poliakoff to Jeffrey J. Newton, County Attorney.

- 2. Claim by Shutts & Bowen:** The DAPP solution is expensive. The CUPPS solution proposed by Infax would cost approximately \$1 million less.

Aviation Department Response: Total Cost of Ownership was assigned a 20 percent factor in the evaluation criteria for the AIMS RFP. For this cost criteria, the Evaluation Committee assigned 20 points to Talgentra, 19 points to Infax, 17 points to AirIT, and 16 points each to Ultra Electronics and InterSystems. The DAPP aspect of the AIMS RFP is one of six components in the RFP, and it comprises approximately 15-20 percent of the overall project costs.

Please refer to **Exhibit C**, Letter dated September 24, 2009, from County Consultant to Aviation Department, Items #3 and #4.

- 3. Claim by Shutts & Bowen:** Additional cost savings could be achieved by revising the RFP specifications. Over the past two years, FLL has replaced its video displays in all terminals because they could not wait for this contract to be awarded.

Aviation Department Response: Recent video display replacements in the terminals were made as part of three separate FIDS Refurbishment Projects (T4/RCC N0703102C1; T1 + T2 Q-2-08-061-CAF; and T3 Q-X-06-335-CAF). The AIMS RFP contemplated that this work would occur outside of the AIMS contract. The AIMS RFP does include a limited number of additional video displays. It was never intended that the AIMS RFP would handle a campus-wide video display replacement.

- 4. Claim by Shutts & Bowen:** The DAPP system is proprietary to AirIT and various drafts of the RFP specifications oscillated between CUPPS and DAPP. At the time the specifications were drafted, the County's consultant incorrectly believed that DAPP would be part of the emerging CUPPS standard. The County's consultant was wrong. CUPPS is now the official, approved standard by IATA.

Aviation Department Response: The DAPP specification in the AIMS RFP is not proprietary to AirIT. The DAPP specification was developed for the County's AIMS project. The Aviation Department desired to make the RFP specifications as flexible as possible to encourage a broad industry response. Of the six proposals received in response to the RFP, five were deemed in the technical submittal review to be compliant with the RFP specifications, including the DAPP component.

The term DAPP was adopted prior to the first AIMS solicitation (RFP A06AV035S-JL). During development of the initial RFP staff and County's consultant deliberately sought to use a generic term to define the passenger processing requirements. Early iterations of the initial RFP used the CUPPS acronym as that generic term. Coincidentally, IATA's

update to the Common Use Terminal Equipment (CUTE) standard started utilizing the same term (CUPPS) during that same time. The DAPP acronym was adopted as a way to avoid confusion and distinguish the RFP's passenger processing requirements from the narrower CUPPS concept fostered by IATA. This was merely a change in terminology that did not change the technical specifications.

The first solicitation received two responses, both of which were deemed non-responsive for failure to meet M/WBE goals.

During development of the second solicitation for the AIMS project (RFP 2007-0514-0-AV-01) the County's consultant and staff actively engaged potential AIMS vendors in discussions to identify concerns with the technical specifications that were expressed formally and informally during the first solicitation. These concerns were found to be more a matter of semantics than technical in nature. These concerns, clarification based on questions submitted during the first solicitation, and updates to County standard language were made to the second RFP. This was merely a change in terminology that did not change the technical specifications.

5. **Claim by Shutts & Bowen:** AirIT is not qualified to deliver an industry-standard system. The qualifications of AirIT have changed in that they have dropped out of the CUPPS pilot testing program at Sacramento Airport and will not deliver an IATA-compliant solution. AirIT cited its work at Sacramento Airport in its response to the RFP.

Aviation Department Response: The above is misleading. The AIMS RFP does not require an IATA-compliant solution, but the RFP specifications allow and will support a future IATA-compliant solution, once IATA finalizes its recommended practice. IATA's recommended Practice 1797 for CUPPS is not a *standard*, but rather provides recommendations for the implementation of common use passenger processing systems. This recommended practice is not finalized since pilot programs are still in process.

The DAPP specifications included in the AIMS RFP were designed to address airlines that have applications developed pursuant to IATA's CUPPS recommendation, as it evolves, as well as those that utilize other applications.

AirIT has informed the Aviation Department that it is committed to support CUPPS compliant applications when the recommended practice has been finalized and implemented. In addition, AirIT stated that it has successfully tested an airline system on its Extended Airline System Environment (EASE) platform at the Sacramento International Airport that is compliant with the draft IATA CUPPS recommended practice.

See also Exhibit C, Letter dated September 24, 2009, from County Consultant to Aviation Department.

6. **Claim by Shutts & Bowen:** AirIT stated in 2006: "Airlines are growing increasingly frustrated with the implementation of different versions of CUTE systems at different airports. It is very difficult and expensive to have to support multiple platforms and varying implementations." This is exactly the situation FLL will face if it proceeds with the award to AirIT, since AirIT is not participating in the IATA standardization pilots.

Aviation Department Response: Airlines are frustrated with the necessity of on-going modifications they must make to their software applications to enable them to interface with varying common use systems in place at airports around the world. The DAPP solution required to be provided by AirIT to FLL will address airline concerns by eliminating the need for any modifications by the airline to its native software applications to operate on the common use system at FLL. In addition, the AIMS RFP specifications require that the system installed by the County at FLL support any native airline application for passenger processing. See **Exhibit D**, AIMS RFP Specifications, Sections 2.5.1.B, 2.5.1.C.3, 2.5.1.F, 2.5.1.L, and 2.5.1.Q. Thus a CUPPS compliant airline application will be supported by the system.

7. **Claim by Shutts & Bowen:** CUPPS is now officially designated as the new IATA and ACI approved Common Use Passenger Processing System.

Aviation Department Response: The IATA CUPPS recommended practice has been an "evolving standard" (per IATA). The latest version of the IATA CUPPS recommended practice (draft 6) is dated May 22, 2009. See **Exhibit E**.

8. **Claim by Shutts & Bowen:** The ten negotiation sessions between AirIT and County staff calls into question AirIT's ability to perform. A major point of contention was the security bond. It was eliminated from consideration and then put back in following a records request from Infax. AirIT's decision to terminate its CUPPS program in Sacramento may have been related to its inability to fund the program.

Aviation Department Response: The Airport Information Management System (AIMS) is a complex software solution to the Aviation Department's desire for a comprehensive system that will address many of FLL's operational and resource needs. Implementation of the AIMS requires coordination with the T4 Phase 1b project and associated airline moves and phasing schedules. The negotiation sessions addressed the issues related to this complex contract. The security bond was not a point of contention. There was discussion of placing higher than customary retainage requirements in lieu of the security bond, thereby decreasing the cost of the contract by the company's cost to acquire the bond. However, after reviewing the RFP requirements, it was determined that the successful proposer was required to place a performance and payment bond with the County. AirIT has stated to the County that its qualifications and financial position have not changed. See **Exhibit F**, Letter dated September 24, 2009, from Becker & Poliakoff, counsel to AirIT, to Brenda Billingsley, Director of Purchasing.

9. **Claim by Shutts & Bowen:** The AIMS RFP specification was specifically edited so that the major vendors could not submit a CUPPS proposal.

Aviation Department Response: Of the six proposals received in response to the RFP, five proposals, including Infax, were deemed in the technical submittal review to be compliant with the RFP specifications, including the DAPP component. The DAPP specifications included in the AIMS RFP would allow submittal of an IATA CUPPS solution, provided all technical specification requirements of the RFP were addressed.

The Aviation Department desired to make the RFP specifications as flexible as possible to encourage a broad industry response. The term DAPP was adopted prior to the first AIMS solicitation (RFP A06AV035S-JL). During development of the initial RFP staff and County's consultant deliberately sought to use a generic term to define the passenger processing requirements. Early iterations of the initial RFP used the CUPPS acronym as that generic term. Coincidentally, IATA's update to the Common Use Terminal Equipment (CUTE) standard started utilizing the same term (CUPPS) during that same time. The DAPP acronym was adopted as a way to avoid confusion and distinguish the RFP's passenger processing requirements from the narrower CUPPS concept fostered by IATA. This was merely a change in terminology that did not change the technical specifications. The first solicitation received two responses, both of which were deemed non-responsive for failure to meet M/WBE goals.

During development of the second solicitation for the AIMS project (RFP 2007-0514-0-AV-01) the County's consultant and staff actively engaged potential AIMS vendors in discussions to identify concerns with the technical specifications that were expressed formally and informally during the first solicitation. These concerns were found to be more a matter of semantics than technical in nature. These concerns, clarification based on questions submitted during the first solicitation, and updates to County standard language were made to the second RFP. This was merely a change in terminology that did not change the technical specifications. The second RFP received six responses, of which five were deemed responsive.

10. **Claim by Shutts & Bowen:** CUPPS, not DAPP, has been adopted by every major industry trade group, including IATA, ATA, and ACI. No one bid a CUPPS solution, because vendors were explicitly forbidden to do so by the RFP specifications.

Aviation Department Response: The RFP Specifications, page 38, explains in the Technical Overview: "NOTE: These specifications define all functional requirements for the DAPP deployment at FLL. The current IATA initiative for development of a CUPPS standard (updated IATA RP 1797) does not apply to this RFP."

The purpose of the above explanation was to differentiate the County's generic approach to a solution for passenger processing requirements, from the narrower

CUPPS concept fostered by IATA. The RFP specifications did not forbid a CUPPS solution. A responder could offer a CUPPS solution that satisfied the Technical Specification requirements.

Of the six proposals received in response to the RFP, five proposals, including Infax, were deemed in the technical submittal review to be compliant with the RFP specifications, including the DAPP component.

11. **Claim by Shutts & Bowen:** If County is to pursue a DAPP solution, its system would not conform to industry-accepted standards.

Aviation Department Response: The IATA Common Use Passenger Processing System (CUPPS) recommended practice is currently in draft form pending completion of pilot programs and incorporation of desired changes.

The AIMS RFP requirements and specifications will provide a system that is compatible with any industry recommended practices. The Dynamic Assignment Passenger Processing solution (DAPP) is a generic concept that describes the functional requirements for passenger processing systems that will be utilized at FLL. This concept was developed specifically for the AIMS RFP technical specifications to provide the ability for any airline to utilize the County system, regardless of their internal proprietary processing applications. The concept was developed in cooperation with the airlines operating at Fort Lauderdale-Hollywood International Airport (FLL). The intent was to provide a flexible solution to support all airline passenger processing requirements, regardless of their individual approach. The DAPP solution does not preclude an airline from using a CUPPS compatible application. The DAPP solution allows airlines to use CUPPS compatible applications, as well as other applications that airlines may choose to use. This DAPP solution was incorporated into the RFP specifications to support existing applications used by airlines, as well as future developed applications.

Please refer to **Exhibit A**, Letter dated October 5, 2009 from County Consultant to Aviation Department and **Exhibit B**, Letter dated October 5, 2009 from Becker & Poliakoff to Jeffrey J. Newton, County Attorney.

12. **Claim by Shutts & Bowen:** AirIT is attempting to change the specifications of its bid. AirIT now proposes to make the system CUPPS compliant, in disregard of bid specifications.

Aviation Department Response: Correspondence dated September 24, 2009 from Becker & Poliakoff, counsel to AirIT, to Brenda Billingsley, Director of Purchasing, indicates that AirIT's EASE platform "has recently been updated to add full CUPPS functionality." See **Exhibit F**.

EASE is a proprietary AirIT application. EASE was specified by AirIT in its response to the County as an application to be utilized in the AIMS System. See **Exhibit G**, AirIT response to the AIMS RFP, Exhibit A, Section 5.5.1, page 28 of 56.

An update to AirIT's EASE platform is not precluded by the AIMS RFP specifications. The RFP seeks a system that will be updated and kept current. The AIMS RFP specifications provide that during the warranty period: "Software upgrades shall be provided and installed at no additional cost." See **Exhibit G**, AirIT Response to AIMS RFP, Exhibit A, Item C, page 52 of 143. The contracts negotiated with AirIT include county-standard language that was referenced in the RFP, and require AirIT to provide releases, updates and upgrades to the licensed software. See **Exhibit H**, Article 16 in the negotiated contract, pages 38 and 39; Article 11 of the exemplar contract attached to the AIMS RFP, pages 18 and 19.

13. **Claim by Shutts & Bowen:** AirIT is attempting to add IBS as an additional team member to perform work outside the bid specification.

Aviation Department Response: The RFP provides: "Proposing Team - The Proposing Team shall consist of the Prime Proposer and any other personnel or companies used during the implementation of AIMS at the Fort Lauderdale-Hollywood International Airport, to satisfy the requirements defined in this RFP and all Attachments."

AirIT has indicated to Aviation Department staff that AirIT has partnered with IBS for the development of software product enhancements to AirIT's product line. AirIT has made no request to the County to add IBS as a Team Member on the AIMS project, or to use IBS to assist in the implementation of the AIMS project at FLL. During a phone call on October 6, 2009, between Aviation Department staff and Chris Keller, Senior Vice President, AirIT indicated that IBS will not be used to satisfy any requirements of the RFP.

Attachments

- C: Christine Lee, Senior Assistant County Attorney
Bonnie Greenberg, Information Systems Manager, Aviation Department
John Hernandez, Administrative Manager, Aviation Department



Sent via Electronic Mail

Monday, October 12, 2009

Mr. John Hernandez
Administrative Manager
Broward County Aviation Department
100 Aviation Boulevard
Fort Lauderdale, FL 33315

Re: AirIT Response to electronic mail dated October 9, 2009

Dear Mr. Hernandez,

Please find below the explanation for the questions raised by the Purchasing Director in your email dated October 9, 2009 regarding staff changes by Air-Transport IT Services, Inc. (AirIT).

1. AirIT Staff Changes

AirIT changed two (2) staff members since the submission of our RFP response. The first change, as originally proposed, had identified Chris Keller, Executive Vice President and Chief Operating Officer, in the role of Project Executive, but it was later changed to Jeff Shull. Although this position is not a requirement of the RFP or contract, AirIT as a business practice assigns one of the three company executives in the role of Project Executive so the airport has direct access to AirIT executive management. At the time of bid submission Chris Keller took on that responsibility for the AIMS project. Since the time of original submission AirIT has executed a number of other airport contracts where Chris Keller is in the role of Project Executive. As a result, during the negotiations of the AIMS contract we changed the Project Executive to Jeff Shull, Senior Vice President, who reports directly to, and represents Chris Keller. AirIT is willing to keep Chris Keller in the role of Project Executive if necessary to eliminate any changes. Secondly, at the time of RFP submission Stefan Coors was identified as the project's Solution Design Engineer, but he has since relocated back home to Germany. Carmen Dobre has replaced Stefan Coors and as a result has been assigned the role of Solution Design Engineer for the AIMS project.

2. Subcontractor Changes

At the time of RFP submission AirIT included *Certified Network Professionals (CNP)* and *Employment Resources, Inc. (ERI)* as subcontractors for the AIMS project. Both organizations were included as SBD contractors even though the AIMS contract did not require any SBD participation. During contract negotiations Broward County released the newly formed CDBE program and BCAD requested that AirIT achieve a 16% CDBE participation goal for the AIMS project. Upon review of the new CDBE program it was discovered that ERI no longer qualified because their annual revenue exceeded the program maximum. Even though not required by the RFP, AirIT has proposed to



meet the 16% goal with DATO Electric and in order to expedite the negotiation process and satisfy the CDBE approval process we assigned DATO Electric the full 16% goal and inserted CNP under DATO. Similar to the Project Executive position, AirIT remains willing to cooperate with the County relative to the subcontractor issue, and in order to proceed with a final contract.

3. Staff Participation in Evaluation Committee Presentation

Jeff Shull and Chris Keller were the only two representatives that presented to the Evaluation Committee and Jeff replaced Chris Keller as the Project Executive on the project. While the Project Executive is not a staffing requirement of the contract AirIT is willing to retain Chris Keller as the Project Executive if desired.

I hope this information meets your satisfaction. If you have any questions or require any additional please do not hesitate to contact me at 407-370-4664, extension 303.

Respectfully,
Air-Transport IT Services, Inc.

A handwritten signature in black ink that reads "Chris Keller".

Chris Keller
Executive Vice President & COO