



**Exhibit A – 10/5/09 – Letter from  
County Consultant to Aviation  
Department**

**CONVERGENT STRATEGIES CONSULTING, INC.**  
INFORMATION TECHNOLOGY AND COMMUNICATIONS

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October 5, 2009

Ms. Julie Howlett  
Information Systems Director, Aviation Department  
Broward County Aviation Department  
Fort Lauderdale-Hollywood International Airport  
100 Aviation Boulevard  
Fort Lauderdale, FL 33315

Dear Ms. Howlett:

Convergent Strategies Consulting, Inc. (CSC) is in receipt of the letter dated October 2, 2009, from Shutts & Bowen, LLP to Mr. Jeffrey Newton regarding RFP No. 2007-0514-0-AV-01 Airport Information Management System. We have reviewed the letter and believe it provides no basis for altering the technical approach that was used in developing the AIMS RFP.

The intent of the DAPP component of the AIMS RFP technical specifications was to provide a solution to the Fort-Lauderdale-Hollywood International Airport that was flexible enough to support all airlines' passenger processing requirements, regardless of their individual approach. This has been, and continues to be a valid approach to common use passenger processing.

As the industry is in the process of updating the recommended practice for common use (IATA RP 1797), it has become very evident that addressing the operational requirements of all of the approximately 240 airlines that are members of IATA has been an extremely difficult task. Currently, only 5 airlines have been actively involved in the development of the new IATA recommended practice. Further, as the development of the revised recommended practice has evolved it has become less stringent on requiring modifications to the airline's individual passenger processing software. Recently, there have even been discussions on the ability of the newly revised recommended practice to support airlines that have passenger processing systems that are on the cutting edge of technology (e.g. web based passenger processing systems).

The DAPP technical specifications were developed by CSC with input by airport staff with the knowledge that passenger processing systems have, and will continue to evolve as technology becomes more advanced. The specifications require that the system support all airlines' native applications without any modification to the individual airline software. This requirement forces the DAPP component at FLL to support any individual airline application. These applications could be a legacy common use system (original IATA RP 1797), the new common use recommended practice (new IATA 1797), or any other approach used by the individual airlines (e.g. web based system). It is believed that this is best approach to common use that provides support for today's known solutions as well as providing the ability to support future systems and applications. Further, any discussion of the DAPP approach not supporting the new IATA recommended practice (new IATA 1797) is completely without merit.

The RFP specifications were not developed in a vacuum, but rather through industry outreach with several of the industry's leading common use providers. Specific items were discussed and modifications to the requirements were performed to ensure that the specifications were open and

401 EAST LAS OLAS BLVD SUITE 1400  
FORT LAUDERDALE, FL 33301  
P. (954) 332-2403  
F. (954) 332-2301



WWW.CSCINC.COM

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could be supported by all of the industry's leading system providers. This is evident in the fact that five proposals were received and were deemed as being technically compliant.

In conclusion, CSC believes the issues brought up by the recent letters from Shutts and Bowen, LLP provide no basis for altering technical approach for implementing common use at the Fort Lauderdale-Hollywood International Airport. The approach utilized for FLL is an industry proven approach that has been implemented by the selected vendor at other airports throughout the nation. In addition, this approach supports today's known requirements as well as provides the flexibility to dynamically adapt to newer technologies and processes, as they become available.

Should you have any questions regarding the issues raised in this memo, please let me know and we can discuss further.

Sincerely,

James A. Wills  
Project Manager

401 EAST LAS OLAS BLVD | SUITE 1400  
FORT LAUDERDALE, FL 33301  
P. (954) 332-2403  
F. (954) 332-2301