

**FIRST ADDENDUM TO THE RFP FOR
AIRPORT OPERATIONS SITUATIONAL AWARENESS DECISIONS SUPPORT
SYSTEM SERVICES
AT ST. LOUIS LAMBERT INTERNATIONAL AIRPORT®**

August 5, 2025

Dear Prospective Bidders:

Attached is the First Addendum to the Request For Proposals for **Airport Operations Situational Awareness Decisions Support System Services** at St. Louis Lambert International Airport dated July 18, 2025. (“RFP”), This First Addendum is being issued to do the following:

- a. Answer Proposer’s questions
- b. Provide Proposer's with a copy of the Pre-Proposal Meeting Sign In Sheet attached hereto and incorporated herein as Attachment 1 of this First Addendum

The City of St. Louis Airport Authority (“Authority”) reserves the right to reject any and all proposals, to advertise for new proposals, to cancel this RFP, and/or proceed to have the services performed otherwise. The submission of a proposal by a Proposer shall not in any way commit the City of St. Louis or the Authority to enter into an Agreement with that Proposer or any other Proposer.

All other terms, conditions, and provisions of the RFP not inconsistent with this First Addendum are unchanged and remain in full force and effect.

Sincerely,

Delia Cummings

Contract Supervisor

Encl.

Questions and Responses

- Q.1** As an internationally based company we do not currently have a registered office in Missouri. Would it be acceptable to register in the State of Missouri at the time of contract award?
- R.1** Yes.
- Q.2** Is the Missouri Certificate of Good Standing strictly required to participate in the tender, or would a notarized self-declaration attesting that our company is in good standing with tax obligations in our country of registration be considered acceptable? Alternatively, would another type of certification/self-declaration having the information you require be acceptable, based on your guidance?
- R.2** The Airport will consider all submissions. However, a State of Missouri registration is required at the time of contract execution.
- Q.3** Is there a maximum contract value or budget ceiling that we should consider when preparing our financial offer?
- R.3** The Airport will consider all proposals.
- Q.4** Is there any technical docs and/or compliance matrix to prepare or we just have to confirm that our solution satisfies all the technical requirements?
- R.4** Proposer must attest that their solution satisfies the technical requirements of the RFP. Then if selected to provide an in-person presentation, the proposer must demonstrate compliance.
- Q.5** Could you please clarify whether, at the time of submitting the proposal, it is sufficient to provide a commitment to issue a guarantee (e.g., a declaration of intent from a bank or insurance company or the attachment?
- R.5** A Proposal to Bond Form is a required submittal. See Section 17.G "Required Submittals", and Section 20.C "Performance Bond and Payment Bond" of the RFP.
- Q.6** Can STL provide details on who will be on the RFP evaluation committee?
- R.6** See Section 15.A and 15.C "Selection Criteria" of the RFP.
- Q.7** We understand that STL has a requirement to avoid Java-based solutions. However, this restriction prevents access to the most widely adopted and proven airport operational and situational awareness tools available. These tools are actively used by dozens of Tier 1 airports across the U.S. and globally, as well as by all major airlines and the FAA – all while running on a supported, secure version of Java. Excluding such tools may impact STL's ability to efficiently coordinate with the FAA and your largest airline tenant. Considering this, would STL consider revisiting the Java restriction to ensure access to the

most effective and widely supported operational technologies?

- R.7 The airport does not wish to make this change to the contract. This program should not use java plug-ins.
- Q.8** Firstly, Attachment 4 of the tender requires a 'Proposal to Bond Form' to be included, intended to assure STL that the winning bidder can provide the requested Performance and Payment Bonds. As an alternative, would it be acceptable for us to provide a Bid Guarantee from our bank, stating that we will provide a Performance and Payment Bond if awarded the contract?
- R.8 See Response 5.
- Q.9** Secondly, regarding Clause 20, "Performance Bond and Payment Bond," our bank can provide a Bank Guarantee instead of the requested bonds. This guarantee would essentially serve the same purpose but in a different format. Could you please confirm if this alternative is acceptable?
- R.9 The City prefers bonds as outlined in Section 20.A, but may consider an alternative format, to be discussed in the contract negotiation phase with the successful Proposer.

Attachment 1
Pre-Proposal Meeting Sign In Sheet

Pre-Proposal Zoom Meeting
Airport Operations Situational Awareness Decisions Support System Services RFP
AND
Noise and Operations Monitoring System Services RFP
July 31, 2025
2:00 p.m.

SIGN IN SHEET

Proposers	Company	Email
Tony Chapman	AJC Aviation / Softech	tony@ajcaviation.com
Frank Stiebler	Casper Aero	frank@casper.aero
Kelsey Cote	Casper Aero	kelsey@casper.aero
Zachary Miller	Casper Aero	zachary@casper.aero
James Clinnin	Envirosuite	james.clinnin@envirosuite.com
Phil Gwiner	Envirosuite	phil.gwiner@envirosuite.com
Greg Bracci	Envirosuite	greg.bracci@envirosuite.com
Rick Martin	Passur	rmartin@passur.com
Chris Zanardi	Passur	czanardi@passur.com
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Staff	Department	Email
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Cole Meyer	Operations	N / A
Jim Neidel	Planning and Development	N / A
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