



Andrew Price  
Head of Global Baggage Operations, IATA  
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Switzerland  
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To whom it may concern,

Re: Longest Chance

I have been requested to provide this letter as a recommendation for the company Longest Chance, who provide RFID infrastructure and services for airports and airlines.

Longest Chance are an IATA Strategic Partner, and as such have met the requirements of IATA regarding their business ethics and product quality. For Longest Chance, I was the subject matter expert reviewing their capabilities for RFID.

IATA recommends airports to participate in the creation of "Common use" RFID tracking infrastructure. The main advantages of doing so are the following:

- Provide reliable end to end baggage tracking for any number of airlines at point to point and transfer flights
- Reduce the investments in infrastructure and maintenance costs.
- Improve baggage handling performance and reduce mishandling
- Be a key component of the standard IATA baggage Services SLA components between airlines and airports

In addition to being a strategic partner, Longest Chance have worked with IATA since 2013 in order to develop their Hand to Hand RFID Baggage Tracking System. This system was successfully piloted in 2015, achieving tracking rates of 99.9958% for passenger baggage between the airports of Sheremetyevo, Tallinn, Bologna and Prague at Aeroflot flights. IATA reviewed the trial whilst it was being executed and confirm the results that were achieved.

Sincerely,

A handwritten signature in black ink, appearing to be "A. Price", written over a horizontal line.

Andrew Price

Head of Global Baggage Operations, IATA