



Andrew Price  
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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. All IATA Strategic Partners are evaluated by the same criteria and also reviewed by the IATA subject matter expert. For Longest Chance, I was the subject matter expert reviewing their capabilities for RFID.

IATA recommends airlines to participate in the creation of "Common use" RFID tracking infrastructure where appropriate and is able to support Longest Chance with their endeavor on a consultancy basis to approach airports, align with ACI and review implementation plans. 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 between 2013 and 2015 in order to develop their Hand to Hand Baggage Tracking System. This system was successfully piloted in 2015, achieving tracking rates of 99.9958% for passenger baggage between the airports of Sherimeyev, Talin, Bologne and Prague. IATA reviewed the trial whilst it was being executed and confirm the results that were achieved.

Should you have any questions about Longest Chance then please do not hesitate to contact me using the details that are contained in this letter.

Best regards,

A handwritten signature in blue ink, appearing to read "A. Price", with a long horizontal flourish extending to the right.

Andrew Price  
Head of Airport Operations Management  
IATA