



CSSI, INC.

HORIZONS

Research to Reality in Air Traffic Management

Winter/Spring 2006

CEO'S MESSAGE



Cindy Castillo
Chief Executive Officer

Happy Birthday to CSSI!

It's hard to believe that – as of the end of last year – CSSI had been in business for 15 years. And what an amazing time it has been.



To give you an idea of the changes that have taken place in the company since its inception, consider these facts:

- In 1993 (when I joined CSSI), the company had fewer than 20 employees. Today, in contrast, we have more than 200 employees.
- In 1993, CSSI had one office, here in Washington. Today, we have offices in Washington; Egg Harbor, NJ, just outside of Atlantic City; Charleston, SC; Lexington Park, MD; and New Orleans. We have additional employees on assignment at various work sites all over the world, from Herndon, VA to Antarctica.

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CSSI Providing Expert Assistance in Safety Management

by Ross Burton, Product Director, Safety Management and Engineering

CSSI has been selected to provide operational support to the FAA Safety Risk Management Office (SRM Office) to help develop and implement the Air Traffic Organization (ATO) Safety Management System.

The Safety Management System, or SMS, has been mandated by the International Civil Aviation Organization (ICAO) for member service provider States. The services that CSSI will provide to the SRM Office include validation of the SMS for pilot-projects, review of air traffic waivers to separation standards, and the development and conduct of training for operational safety practitioners.

CSSI is currently supporting a safety review pilot project for the FAA En Route and Oceanic Services. This involves conducting safety risk management (SRM) on the document change proposal and national airspace system (NAS) change proposal (NCP) processes with a focus on applying SRM to the Advanced Technologies and Oceanic Procedures system relative to future NCPs.

Previous SRM efforts included evaluating the first Required Navigation Performance Special Aircraft and Aircrew Authorization Required (RNP SAAAR) instrument approach procedure at Washington Reagan National Airport. An RNP SAAAR approach permits optimized runway acceptance rates as weather deteriorates from visual to instrument approach conditions. As national airspace demand increases, the ability to maintain airport throughput in all weather conditions becomes more important.

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CSSI Strategic Planning Session Helps Steer Course for 2006 and Beyond

by William Colligan, President and COO

CSSI held our annual strategic planning offsite the weekend of January 14th in Cambridge, MD. This offsite was our 9th since starting this process in 1997 as we began preparing for our successful 8(a) graduation in 2001. Our objective this year was improving CSSI's strength as we approach the transition from Small Business. To accomplish this objective we focused on our Strategy (i.e., Mission, Vision, Strategic Goals, Strategic Initiatives, and Products) and our evolving organization. Our primary accomplishments included:

- Refining, simplifying and consolidating our Strategic Goals from eight to the following five:
 - Enhance CSSI as a "Great Place to Work"
 - Become an innovator and leader in the Next Generation Air Transportation System
 - Enhance our domestic and international reputation in Air Traffic Management (ATM) research, engineering, and implementation
 - Become an innovator and leader in ATM safety
 - Diversify our client base
- Identifying some minor improvements to our Organizational Structure (accessible via the Human Resources section of eMS)
- Clarifying and improving select Corporate processes and procedures
- Defining the roles and responsibilities of Product Leads in our new organization
- Establishing growth targets for 2006

These accomplishments really help set the course for 2006 and beyond. We will be making other adjustments to our Strategy and our Organization throughout the year. As we do so, we will communicate those changes to you.

On behalf of Cindy Castillo and Mark Rados, I would like to thank Stephane Mondoloni, Nils van den Beemt, Joe Williams, Mark Rodgers, Bob Miller, John Markey, Dave Barstow, and Ted Thrasher for giving up their weekend for the long-term strength and success of CSSI.

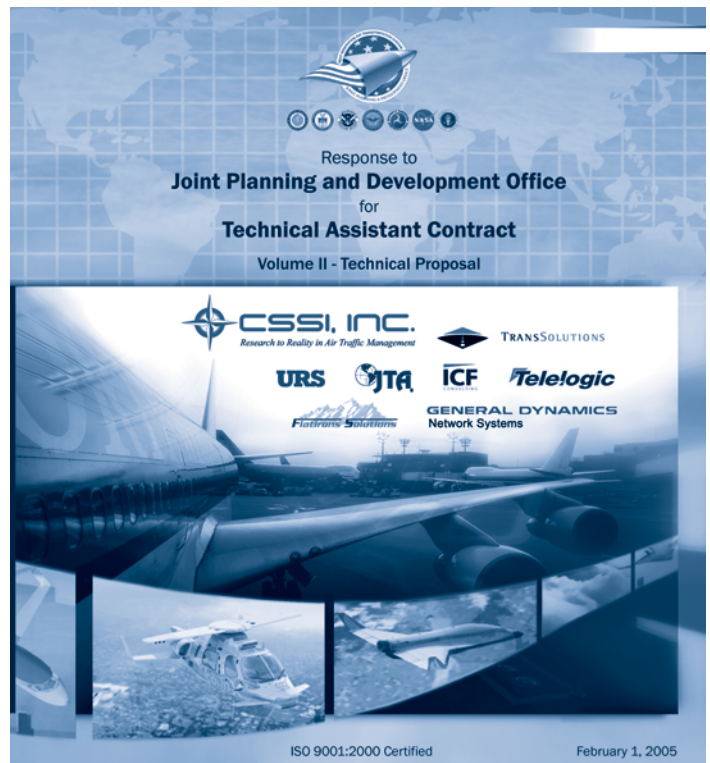
CSSI on the Winning Team

by Joe Williams, Vice President of Business Development

CSSI, Inc. has teamed with General Dynamics Network Systems (GDNS) to win a \$43 million contract from the FAA to support the William J. Hughes Innovation and Solutions Branch for laboratory operations and development of futuristic air transportation system tools. The Next Generation Air Transportation System (NGATS) 2012 contract will enable CSSI to contribute system engineering and advanced air traffic management capabilities across a variety of efforts



that are being integrated through the Joint Planning and Development Office (JPDO) to design, develop and implement the NGATS. As the prime contractor, GDNS will rely on CSSI to leverage our simulation and modeling expertise, along with operational and technical experience to help bring new air traffic systems on line. CSSI and General Dynamics will continue to team on efforts where each has mutual benefits.



CSSI Anticipates Multiple Tasks with the Joint Planning and Development Office.

Performance Metrics Expert Wins Frank G. Castillo Founder's Award

by Ted Thrasher, Executive Director of Investment Strategy and Analysis

Washington, DC-based employee Tamara Karakis has been awarded the Frank G. Castillo Founder's Award, CSSI's highest honor.

Tamara's ready willingness to take on additional responsibilities, her strong focus on customer satisfaction and her interest in mentoring and assisting other CSSI employees are among the many outstanding qualities that prompted her nomination for the award.

Since joining CSSI in 2001, Tamara has established herself as one of the Federal Aviation Administration's leading outside experts on aviation performance metrics and analysis, particularly in the oceanic environment. In addition, she has authored several cutting-edge studies on the advancement of performance metrics in worldwide aviation, including "Performance Metrics for Oceanic Air Traffic Management," which was recently published in *Air Traffic Control Quarterly*.

If you have not already done so, please join us in congratulating Tamara.



Shown above are CSSI's Ted Thrasher, Roni Raffensperger, Roger Greenawalt, Tamara Karakis and Cindy Castillo, CEO.

CEO's Message

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- For the first several years, CSSI had only one client: the Federal Aviation Administration. Today, we have contracts not only with the FAA, but the Department of the Navy, the National Aeronautics and Space Administration (NASA), and other companies and government agencies, both here and abroad.

Despite the need to adapt our management organization to such rapid growth, we have made every effort – and will continue to make every effort – to maintain CSSI's "small business" character and to stay focused on our core expertise: air traffic management. This was CSSI's main focus when the company opened its doors in 1990 and it remains our primary focus today.

I think our small business character – where everybody knows everybody else's name – helps us get things done faster than our competitors. This benefits our customers, who know who to contact when they need something and who know that CSSI appreciates their business.

Our focus on Research to Reality in Air Traffic Management keeps us from trying to be all things to all people. It allows us to be true experts in one area, rather than just "another fish in the pond" in various areas.

Although there are always bumps along the way, maintaining this small business attitude and focusing on our core competencies will help us continue to grow and make the next 15 years as successful as the last.

CSSI Enhances Organizational Structure

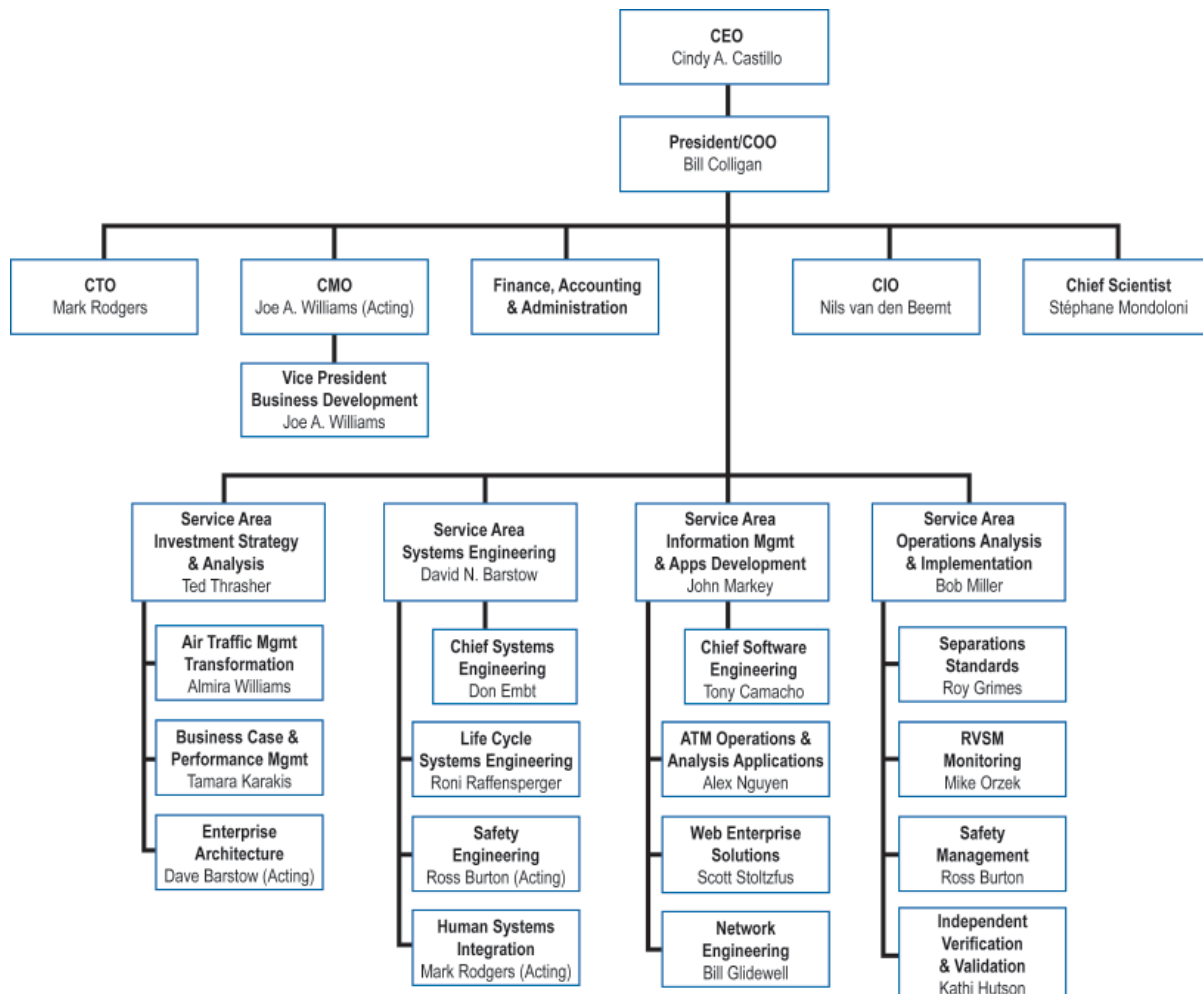
by William Colligan, President and COO

One of the most important outcomes of the recent CSSI Executive Offsite was finalizing the latest evolution of our corporate organizational structure. The new organizational structure aligns responsibility and authority with products, while providing the means for collaborating more effectively across service areas to further enhance CSSI’s value proposition to our customers and to our employees.

As shown in the chart below, CSSI’s products are logically grouped into four distinct, yet cooperative service areas that enable moving air traffic management research to reality. The first service area, investment strategy and analysis is where and how new ATM capabilities are investigated and the business case developed if funding is justified. Subsequently, in the systems engineering service area, concepts are further refined and developed and system engineering specialties applied.

The information management and application development service area supports CSSI’s other product areas by designing and developing support IT infrastructure, web enterprise solutions for knowledge management, and ATM operations and analysis applications. The operations analysis and implementation service area is where new ATM concepts are implemented and their operational benefits are safely realized through changes in airspace separation.

Just as our capabilities must continue to grow to satisfy our customers’ evolving needs, our organization must evolve to deliver those expanding capabilities in the most effective manner possible. This latest organizational evolution will enable CSSI to respond to customers needs across the continuum of research to reality, with the capability to accomplish the task with an end-to-end perspective.



Staff Profile - Albert Pruitt III, Charleston, SC

by William A. Glidewell, Product Director, Network Engineering

Al Pruitt joined CSSI in February 2000 supporting the US Navy's Space and Naval Warfare (SPAWAR) Systems Center in Charleston, SC. For the first three years, his work involved supporting SPAWAR's network operations. In 2003, all that would change.

In June 2003, Al moved to the SPAWAR Aviation Technical Services (ATS) project. His role is to support information technology operations for ATS in Charleston and at McMurdo Station, Antarctica as part of the United States Antarctic Program (USAP). Al and the CSSI team have been responsible for maintaining everything from PCs to intercontinental data flow for meteorology, air traffic control, and ground electronics. He received a letter of commendation and service award from the ATS group for his deployment work on "Project Deep Freeze."



Shown above is Al Pruitt at McMurdo Station, Antarctica.

Al has made several trips to Antarctica, staying anywhere from one month to four months on the "Ice." His most recent trip was from August 2005 to early December 2005. Al has been a major player in CSSI's success with SPAWAR ATS and the USAP.

Al graduated from the University of South Carolina in 1999 with a BA in Liberal Arts and a double major in History and Anthropology. He is currently working on a Masters of Business Administration with an emphasis on technology management from the University of Phoenix, which should be completed this year.

Winter 2006

CSSI New Orleans Operations During Hurricane Katrina

by John Markey, Executive Director of Information Management and Application Development

Since 2002, CSSI has provided web portal development and applications support for the United States Naval Reserve Forces (NAVRESFOR) located in New Orleans, LA. In August 2005, Hurricane Katrina was the eleventh named and first Category 5 hurricane of the 2005 hurricane season. The effect of Hurricane Katrina on New Orleans was catastrophic. It was one of the deadliest natural disasters in U.S. history. By August 30, 2005, one day after the Category 4 storm made landfall, 75 percent of the city of New Orleans was flooded. CSSI had a role in the backup and relocation of web applications and servers located at the Naval Reserve Site.

On August 26-27th, the weekend before Katrina hit New Orleans, CSSI's Stephen Blaisure replicated all data and Naval Reserve Web Site (NRWS) applications to servers located at the Naval Reserve site in Fort Worth, TX.

CSSI's efforts resulted in no downtime to Navy Reservists outside of New Orleans that needed to access critical applications to perform their everyday jobs. The seamless transition of data from New Orleans to Fort Worth was a success.

Because the evacuation was in full scale mode, Stephen had to wait out Katrina at his home in Covington, LA. Two days later and \$5/gallon for gas, he was able to make it out of town and headed east. Stephen Blaisure and newly hired Mary Rios relocated to Charleston, SC where they have been remotely supporting the NAVRESFOR efforts. NAVRESFOR relocated to Millington, TN and Fort Worth, TX. NAVRESFOR New Orleans became operational again on January 17, 2006. Stephen and Mary plan to be back in New Orleans in April.

CSSI Providing Expert Assistance in Safety Management

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CSSI also provided SRM support to help the FAA develop a new departure procedure at McCarran International Airport in Las Vegas, Nevada. In addition, CSSI performed an SRM evaluation of software changes that permit air traffic en-route facilities equipped with the conflict-evaluation User Request Evaluation Tool (URET) to selectively inhibit flight-strip printing, thereby reducing waste.

CSSI also supports the SRM Office by developing and conducting SMS training courses for FAA managers and air traffic personnel. CSSI has developed web-based and multimedia training, as well as traditional text and classroom training.

With a firm operational understanding of ICAO goals and objectives, along with resident safety risk management and training credentials, CSSI has become an industry leader in aviation safety management.

About CSSI, Inc.

Founded in 1990, CSSI, Inc. is a technical and engineering company specializing in life cycle services for air traffic management which include investment strategy and analysis, system engineering, information management and application development, and operational analysis and implementation. Clients include the international and U.S. aviation industry, the Federal Aviation Administration, U.S. Navy, National Aeronautics and Space Administration.

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*For more information about the company
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