Memorandum

MIAMI-DADE COUNTY

ASC
Supplement to
Agenda Item No. 3(A)

Date: November 9, 2026

To: Honorable Chairman Anthony Rodriguez
and Members, Board of County Commissioners

From: Daniella Levine Cava
Mayor

Subject: Supplemental Information Regarding Resolution Approving the Request for Additional Time and Expenditure Authority to Contract for Propworks System Software – Legistar No. 261744

At the October 13, 2026, meeting of the Aviation and Seaport Committee (ASC), during consideration of the item recommending approval of additional expenditure authority for *Contract No. L-10159*, *PROPworks System Software* (Propworks) for the Miami-Dade Aviation Department (MDAD) the ASC requested additional written information demonstrating due diligence, the estimated cost of implementing a replacement system, and what systems are being utilized by other major airports. The ASC requested that this information be provided when the subject item is considered at the November meeting. This supplement provides the requested information for the ASC's consideration.

Executive Summary

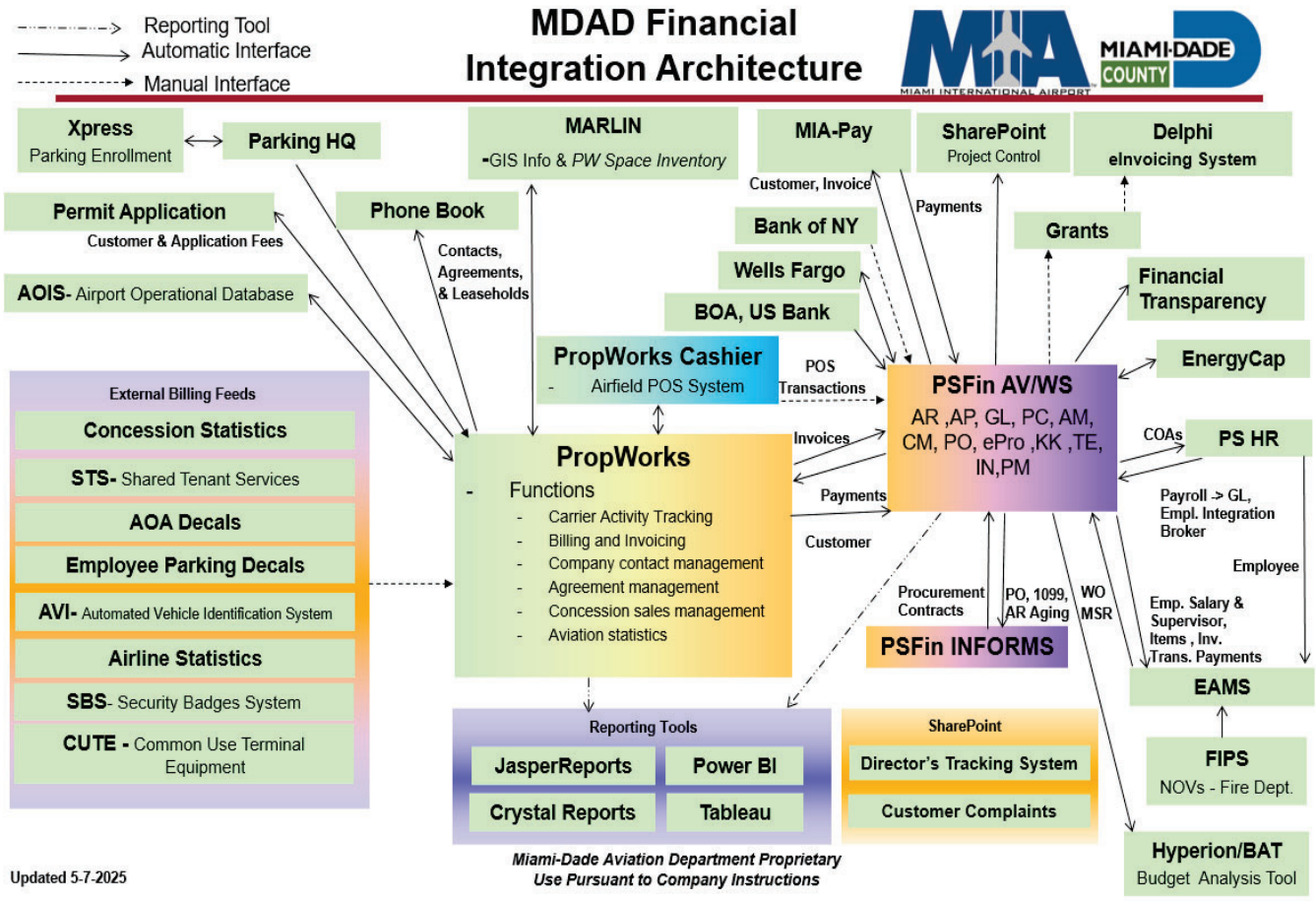
This supplement details the due diligence and analysis conducted by MDAD prior to recommending an extension of the current contract for Propworks, a proprietary software solution licensed by Amadeus Airport IT Americas, Inc. (Amadeus). The report presents the market research conducted, preliminary cost information available for potential replacement solutions, the technical assessment of the existing system, and publicly available documentation of contract actions involving Propworks at other comparable U.S. airports. Based on available pricing, replacing Propworks would cost approximately $3.09 million over 10 years, compared with approximately $1.67 million to continue with Propworks, a difference of about $1.42 million. Collectively, this information supports staff's evaluation of potential alternatives and its assessment of the feasibility, costs, and considerations associated with replacing the existing system. Competition is not practicable at this time because no vendor has shown it can perform MIA's flight-by-flight aeronautical billing. The two-year extension with one, one-year option to renew gives MDAD time to continue analyzing the market and identify other viable options, including a future competitive solicitation.

Finanical Integration Architecture

Propworks is at the center of MDAD's financial systems. It receives data from more than 20 other systems, turns that data into invoices, and sends the invoices to INFORMS. ***Figure 1*** shows how these systems connect.

(see next page)

Figure 1. MDAD Financial Integration Architecture



Propworks is installed on MDAD's own servers. This gives MDAD direct access to its data for reporting through Crystal Reports, Jasper, and Tableau. Most replacement systems are hosted by the vendor, which would limit MDAD to the vendor's reports and data exports and would make billing dependent on an outside internet connection.

On June 13, 2025, the JWgroup, an outside consultant hired by MDAD, completed a review of the support contracts for MDAD's major airport systems, including Propworks. The review found that these systems remain consistent with industry standards and best practices, and that while replacing them with systems from other vendors is technically feasible, doing so would likely involve extremely high upfront costs and extensive redevelopment of complex interfaces, without providing any added benefit. The review recommended that MDAD keep its current systems as long as vendor performance remains acceptable. According to MDAD, there have been no interruptions of Propworks service since the system was put in place.

Amadeus develops new features based on what its airport customers ask for. MDAD and other airports meet regularly with Amadeus to request changes and improvements, and Amadeus builds them into Propworks for all customers. These improvements are included in the annual maintenance fee at no additional cost to the County. For example, when new lease accounting rules (GASB 87) took effect, Amadeus added the features airports needed to comply at no extra charge.

Comparable Software

MDAD has been conducting research for approximately two years to determine whether there is a feasible way to competitively procure a replacement for Propworks. As part of this effort, MDAD contacted the vendors identified below and invited them to provide presentations demonstrating their respective systems' capabilities and functionality. MDAD prepared and provided a questionnaire for all vendors to address in their presentation.

Several MDAD divisions, including Finance, Properties and Concessions, Risk Management, Information Technology, and Airside Operations, assessed vendors for the possibility of replacing the Propworks system and the potential fiscal and operating impacts.

The vendors contacted, the capabilities evaluated, and the findings regarding each vendor's ability to meet MDAD's operational and technical requirements are summarized as follows:

- YARDI focuses on real estate and property management and lacks aviation statistics and flight tracking functions. Using YARDI would also require reversing how MDAD's billing connects to INFORMS, the County's financial system (see Figure 1). Currently, Propworks creates invoices and sends them to INFORMS, where accounts receivable is kept. Payments are made through MiaPay or entered directly into INFORMS, and payment information is sent back to Propworks. With YARDI, YARDI would become the system of record for MDAD's invoices and payments and INFORMS would only receive data from it. This would require changing how the County's central financial system handles MDAD's revenue and rebuilding the MiaPay connection. During the transition, MDAD's billing and payment records could fall out of sync with the County's books. YARDI did not provide pricing outside of a formal solicitation.
- Veoci has a proven record providing lease and financial management, mainly for small and medium-sized airports. Airports of that size typically bill airlines based on activity the airlines report each month, and Veoci's revenue module works the same way. Miami International Airport (MIA), which serves approximately 55 million passengers a year, bills each individual flight as required by its Airline Use Agreement. Veoci did not show the ability to take in flight data and bill each flight.
- Tadera is the most established of the companies reviewed, with strong property and concessions management. Tadera presented a single, all-in-one system rather than separate modules. It described its aeronautical billing and risk management capabilities but did not show either one working during the live demonstration, and it did not respond to MDAD's follow-up questions. Without a more in-depth review of these capabilities, MDAD cannot determine whether Tadera could fully replace Propworks.
- ProDIGIQ (MYKONOS) offers modular software that can be purchased and installed in phases. ProDIGIQ met with MDAD in several working sessions on billing rules and was ranked highest by the divisions. However, at the time of the review it had not shown that it could handle MIA's billing, for example billing a parent airline and its regional subsidiaries separately.

The main gap for all vendors was aeronautical billing. Under the Airline Use Agreement, MIA bills airlines based on each individual flight, rather than on monthly activity reported by the airline. Propworks takes in flight data and turns it into invoices, and in total it bills approximately $94 million a month in airport revenue. None of the vendors demonstrated this capability.

ProDIGIQ was the only company that provided pricing, which it included in its presentation on August 16, 2024. The other companies stated that they provide pricing only in response to a formal solicitation. ProDIGIQ's pricing is illustrative, not a formal quote. It assumes a five-year contract that includes upfront costs and support and maintenance. ProDIGIQ's illustrative pricing, MDAD's estimated professional services costs, and the total five-year cost to replace Propworks are summarized in ***Table 1***.

Table 1. Estimated 5-Year Cost to Replace Propworks with ProDIGIQ

Item	Hours	Rate	Cost
A. Software (One-Time)			
Lease Management System			$ 180,000
Tenant Portal			$ 75,000
Aviation Statistics Module			$ 95,000
Subtotal, Software			*$ 350,000*
B. Professional Services (One-Time, MDAD Estimate)			
Data Migration	1,052	$ 190	$ 199,880
Configuration	1,052	$ 190	$ 199,880
Project Management	4,000	$ 125	$ 500,000
Training	200	$ 210	$ 42,000
Subtotal, Professional Services			*$ 941,760*
Total One-Time Upfront Cost (A + B)			**$1,291,760**
C. Annual Maintenance and Support			
Lease Management System			$ 81,000
Tenant Portal			$ 30,750
Aviation Statistics Module			$ 39,950
Annual Total			*$ 151,700*
5-Year Total ($151,700x5)			*$ 758,500*
D. Amadeus Support During 18-Month Transition			
Year 1			$ 140,030
Year 2 (6 Months)			$ 70,016
Subtotal, Transition Support			*$ 210,046*
Total 5-Year Cost of Replacement (A + B + C + D)			**$2,260,306**

Note: The annual fee includes U.S.-based hosting, 24/7 monitoring and support, software and server updates, daily data backups, and unlimited technical support. Professional services hours are MDAD estimates.

The cost of continuing with Propworks compared with the cost of replacing the system with ProDIGIQ over the same 10 years (2027 through 2036) is summarized in ***Table 2***.

Table 2. 10-Year Cost Comparison, 2027 to 2036

Description	Replacing with ProDIGIQ	Keep Propworks
One-Time Upfront Cost	$1,291,760	$ 0
Amadeus (Propworks) Support During the 18-Month Transition	$ 210,046	$ 0
Annual fees Years 1 to 3 (2027-2029)	$ 455,100	$ 420,091
Annual Fees Years 4 to 10 (2030-2036)	$1,132,958	$1,245,917
10-Year Total	**$3,089,864**	**$1,666,008**
Difference	***$1,423,856 Less to Keep Propworks***	

Notes:
- *Years 1- 3 use current annual fees: $140,030 for Propworks and $151,700 for ProDIGIQ.*
- *Years 4-10, Propworks fees are assumed to increase 6% per year.*
- *ProDIGIQ fees are assumed to stay at $151,700 through 2031, then increase 3% per year.*

The comparison in ***Table 2*** assumes Propworks prices increase 6% a year after 2029, and ProDIGIQ prices stay the same for five years and then increase 3% a year. Even using a higher increase for Propworks, keeping Propworks costs about $1.4 million less over 10 years.

These estimates also do not include the cost to reconnect and interface the more than 20 other systems shown in Figure 1 that send data to or receive data from Propworks. Each connection would need to be rewritten and tested by MDAD IT staff or the companies that run those systems.

Comparable Airports

Based on MDAD's market research, Propworks is used by about two-thirds of the 30 busiest U.S. airports and about 75% of the 10 busiest. In March 2025, Tampa International Airport awarded Amadeus a five-year sole source contract for Propworks support of up to $700,000, or about $140,000 a year. In November 2025, Los Angeles World Airports extended its sole source Propworks contract through 2028, adding $402,781 for three years, of which $292,843 is for optional services. LAWA stated that Propworks is critical to its financial operations and fully integrated with its financial system, that discontinuing it would pose significant risks, and that a competitive solicitation was not financially or operationally feasible at this time. LAWA is evaluating future options as part of a broader update of its financial systems.

Next Steps

Competition is not practicable at this time because no vendor has shown it can perform MIA's flight-by-flight aeronautical billing. Replacement with a different system would take about 18 months and is estimated to cost the County about $1.4 million more over a 10-year period. The annual fee under Supplemental Agreement No. 1 is $140,030 for each of the three years, with no increase during the entire term.

However, the market is changing. ProDIGIQ's system is still being developed, and Tadera described capabilities it has not yet demonstrated. Some vendors, including YARDI and Tadera, will only provide pricing and detailed information in response to a formal solicitation. A competitive solicitation is the only way to require vendors to demonstrate their systems in full, provide formal pricing, and be held to their responses.

The two-year extension with a one-year option to renew gives MDAD time to continue analyzing the market. MDAD will begin preparing a competitive solicitation in January 2027. MDAD will also consider whether to issue separate solicitations for aeronautical billing, property and concessions, risk management, and financial reporting, so that vendors that cannot provide every function can still compete for the parts they can.

Roy Coley
Deputy Mayor