



I. Baselines:

Defendant presents the following baselines to set up foundation to refute arguments by Plaintiff as flawed, inaccurate, and completely frivolous in nature and lacking merit:

- Lack of DOJ Guidance & Non-Certified Tester: No guidance exists from the DoJ in respect to what is considered a compliant hotel website, nor does the World Wide Web Consortium (W3C) provide a certification for WCAG conformity. Nor is there anything detailed as to what information per se or level of detail is warranted to comply with The Law.
 - A. There is NO single accepted State or Federal certification process for ADA or WCAG compliance so it is unclear on what legal grounds the plaintiff can pose as a qualified 'tester' and a qualified authority with any merits besides the fact that she is purportedly disabled. Additionally, the DoJ itself has not issued a ruling as to the specificity and the standards by which compliance with The Law can be ascertained.
 - B. Plaintiff makes no claims of audio visual impairment so it is assumed she is able to read, comprehend, and view pictures on baybridgeinn.com 'to independently assess whether Bay Bridge Inn's accommodations meet her accessibility needs'.
 - C. INNsight's websites and booking engine have been usability tested and driven hundreds, if not thousands of reservations for accessible guest rooms for many years, thereby demonstrating adherence to ADA Title III with real data and setting legal precedence for Online ADA Compliance.
- 2. <u>Bay Bridge Inn ADA Physical Requirements</u>: As a 22-unit hotel, the guidelines, which are published by the DOJ (https://www.ada.gov/hsurvey.htm) for complying with the physical aspects of the Americans with Disabilities Act stipulate the following:

Total Spaces in Lot	Acc. Spaces Required
1-25	1 van

(Table 9.1.3)		
Number of Rooms In the Hotel	Rooms for Hearing Impaired Guests	
1 - 25	1	



(Table 9.1.2)			
	Column "A"	Column "B"	
Total Rooms in Facility	Accessible Rooms	Rooms with Roll-in Showers	
1 to 25	1	0	

3. Hospitality Websites *Powered By INNsight* Address Accessibility Concerns with Numerous Assistive Technologies and Industry Wide Subject Matter Expertise that has assiduously been incorporated into product requirements and design

Based on using a industry-recognized software vendor with a deep Subject Matter Expertise of The Law, defendant's technology is built in earnest to follow The Law and even goes to the extent of providing further assistive technology to allow individuals with audio/visual and mobility impairment to engage with its website as readily and easily as individuals without any such disabilities.

Dedicated Educational Efforts, Publications, and Technologies by INNsight to Help Hoteliers Achieve Compliance with ADA Title III and conform to WCAG 2.0-2.1: https://isuite.innsight.com/education/ADA-website-accessibility-WCAG-compliance-for-my-hotel-website

https://isuite.innsight.com/education/ADA-Title-III-and-Web-Content-Accessibility https://www.ncrla.org/magazines/at-your-service-spring-2018/ https://www.nxtbook.com/naylor/AAHOM/AAHOM0218/index.php?startid=24#/24

- 4. Challenging of the Admissibility of Screen Scrapers and Website Archiving Tools vs. Rich Data Set and Evidence Produced by Technology Vendor
 - a. Content on Bay Bridge Inn website *Powered by INNsight* is fully controlled by Content Management System and is NOT static. Caching of content in browser memory, the use of cookies, and a host of other technical reasons may result in a variety of presentation combinations. Content for Bay Bridge Inn has NOT been significantly altered since its launch.
 - b. The defendant wishes to point out that services such the 'Wayback Machine' cannot be taken as final arbiters of the accuracy of content for a dynamic website for a variety of reasons, the following being the chief reasons:





- Various servers on the Internet run at different geographical locations and operate in different time zones, and operated by teams working out of differing legal jurisdictions, and of varying technical capacity, due to which timekeeping can be inaccurate.
- ii. The Wayback Machine does not have full blown web browsers that completely mimic all functionality of dynamic websites.
- iii. For security reasons, specifically to avoid attacks like Cross Site Scripting, Click-jacking, Phishing and such other attacks, security standards have been developed such that when applied, no other site can run scripts of a site thus secured, in order to mimic the behaviour of the original site even though they have access to all the scripts. Thus, in order to ensure security, all sites that follow best practices have safeguards in place that prevent dynamic functionality from being copied and run by other sites, including archival sites like the Wayback Machine. At the very least, the browser address bar, including the website Security details (SSL/TLS certificate) will display messages, signs or notifications indicating the actual origin of scripts. The Wayback Machine itself apparently does not wish or attempt to mimic the full functionality of any given site for the same reasons.
- iv. Nevertheless, plaintiff's claims from web archive examples are completely refuted by evidence.
- c. Defendant is prepared to mount a vigorous defense based on irrefutable technical evidence and will request a full preservation of plaintiff's browser and search history to corroborate plaintiff's claims vs. database, IP logs, deep site usage and traffic analytics obtainable by technology vendor.

II. 'The Five Points of ADA Title III' Demonstrated

REQUIREMENTS UNDER 2010 ADA TITLE III, entail the following:

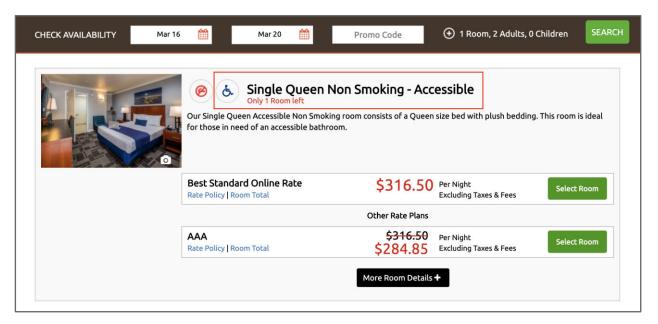
According to 28 C.F.R. Section 36.302(e): An owner, lessor, lessee, or operator (hereinafter referred to as "owner and operator") of a place of lodging must, with respect to reservations "made by telephone, in-person, website or through a third party":

1. Modify its policies, practices, or procedures to ensure that individuals with disabilities can make reservations for accessible guest rooms during the same hours and in the same manner as individuals who do not need accessible rooms;





Since January 6, 2017, Bay Bridge Inn has been *Powered by INNsight*'s award-winning proprietary technology driving its digital marketing and website found at www.baybridgeinn.com. The Bay Bridge Inn website has a webpage dedicated solely to Accessibility and has included 1 accessible guest room type, as



required by Law, which has been visible, described in complete detail, including an accurate photo, and bookable to the public 24/7 per the following exhibits:

Exhibit 1: Single Queen Non-Smoking Accessible Room Type Available for Rent





Exhibit 2: Single Queen Non-Smoking Accessible Room Type Bookable on Reservations Page

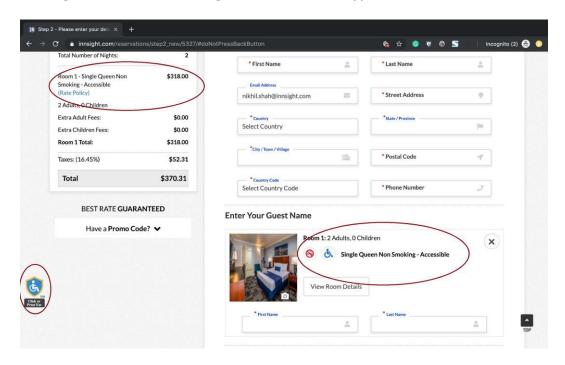


Exhibit 3A: INNsight Book It Now Flow Demonstrating Accessible Room Type Bookability

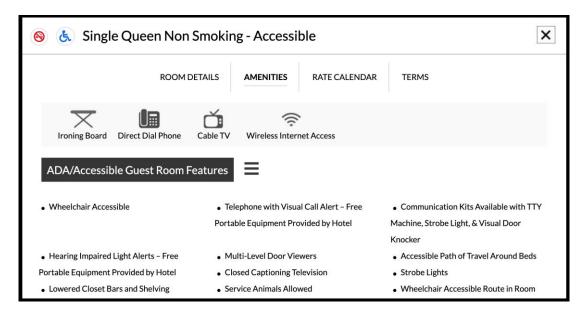


Exhibit 3B: INNsight Book It Now Flow Demonstrating Accessible Room Type Amenities Details

After Pressing 'View Room Details'





NEED HELP WITH YOUR RESERVATION?

Subject: Ooops, it looks like you had trouble with your booking at Bay Bridge Inn

Dear Traveller,

Please note that this is an automated email from our system. If you were able to successfully complete a booking and you received an email confirmation for your reservation, you can disregard this email.

We have discovered that you were not able to successfully complete your booking at Bay Bridge Inn. We would like to help you complete your reservation so please feel free to contact us via email at help@innsight.com to explain the issues that you faced while making your reservation.

We do have rooms available for you at Bay Bridge Inn. You can also follow the below link to retry making your reservation. We recommend using Google Chrome or Mozilla Firefox browsers for the most compatible browser experience.

URL: /tinyurl/405

We look forward helping you book your stay at Bay Bridge Inn.

Exhibit 4: Shopping Cart Abandonment Email Example

Note: There is no database record of plaintiff's alleged use that demonstrates a valid attempt to make a reservation was even made, otherwise a Shopping Cart Abandonment process would have been initiated and logged. Defendant will seek plaintiff email history to corroborate claims.

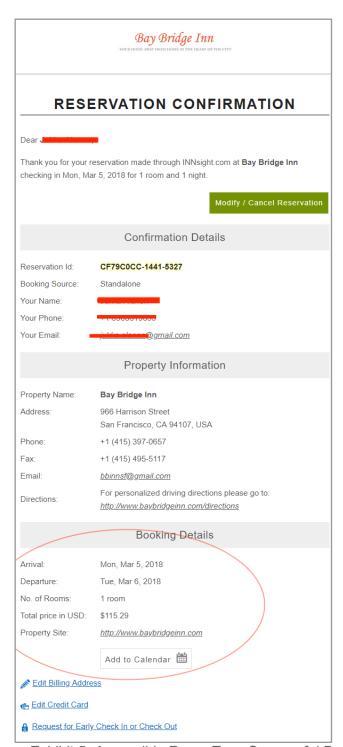


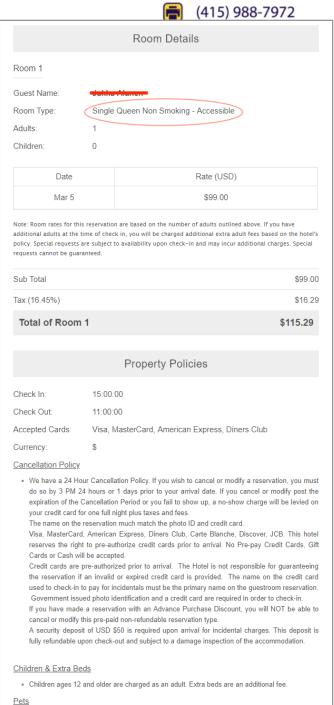
www.innsight.com



info@innsight.com







ADA Defined Service Animals are welcome at our hotel. Sorry, absolutely NO PETS are

allowed at Bay Bridge Inn

Exhibit 5: Accessible Room Type Successful Booking (Pre-Alleged Date of Allegations)

2. Identify and describe accessible features of the place of lodging and guest rooms offered through its reservations system in enough detail to





reasonably permit individuals with disabilities to assess independently whether a given place of lodging or guest room meets his/her accessibility needs

The INNsight Content Management System is built specially to display accessibility features at the property level, guest room level and guest bathroom level across multiple pages designed with user experience in mind. Touchpoints developed to provide accessibility details on website for Bay Bridge Inn are as follows (Note: Websites *Powered by INNsight* are responsive and all content is presented to multiple devices and screen types):

Table 1: Catalog of All Accessibility Features on Website: BayBridgeInn.com

Page Name	Description	URL
Dedicated Accessibility Page	Demonstrates all property level, guest room level, guest bathroom level accessibility features and stipulates that Bay Bridge Inn follows The Five Points of ADA Title III and its website also conforms to WCAG standards. Dynamically controlled by CMS. Link can be found persistently in website footer, sitemap, and also via the ADA Tray™ via button with universal handicap iconography. This page is propertierily protected by US Government Issued Copyright: TX 8-748-968	https://www.baybridgeinn.com/ada-accessibility-amenities-services-facilities
Guest Rooms	Demonstrates all guest rooms in one easy to read page with ability to 'Check Availability' of that room type, plus the ability to drill down and see more details. Guests are able to review details about each room type, including seeing a list of regular room types and accessible room types. Iconography for Accessibility is clear and present.	https://www.baybridgeinn.com/gues trooms
Guest Room Details	Each room type has a dedicated guest room details page which demonstrates all the features of the guest room including accessibility	https://www.baybridgeinn.com/gues trooms/single-queen-non-smoking- accessible



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	amenities and photo galleries. Iconography for Accessibility is clear and present.	
Property Overview	This proprietary page demonstrates property policies and overview of details and includes a section on Accessibility Features.	https://www.baybridgeinn.com/overview
Gallery	Photo Gallery Displays Images of Property Features including any images with descriptions of accessibility features or images from which features can be ascertained visually.	https://www.baybridgeinn.com/gallery
Street View on Map & Directions	The Street View allows the user to zoom in and take a virtual tour of the property and visually ascertain if property has van accessible parking, etc.	https://www.baybridgeinn.com/directions
Book It Now Flow	The Reservation Flow will continue to demonstrate accessibility features of the guest room if applicable room type is selected. Iconography for Accessibility is clear and present.	Shopping Cart Abandonment: Usage data is tracked.
ADA Tray™	Patent-Pending Software Layer widget that helps further enhance the hotel's website's conformity to WCAG and layers on additional assistive technology including a screen reader.	Persistent on all pages. Usage data is tracked.







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Exhibit 6: Link to Dedicated Accessibility Page in Footer (Persistent)

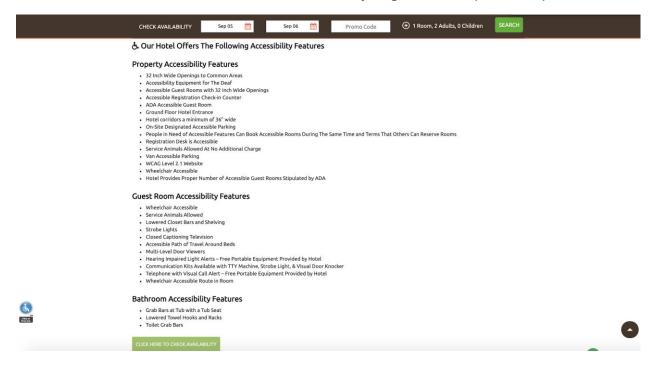


Exhibit 7: Content Demonstrating Features of Property Per Points 1 & 2 on Dedicated Accessibility Webpage







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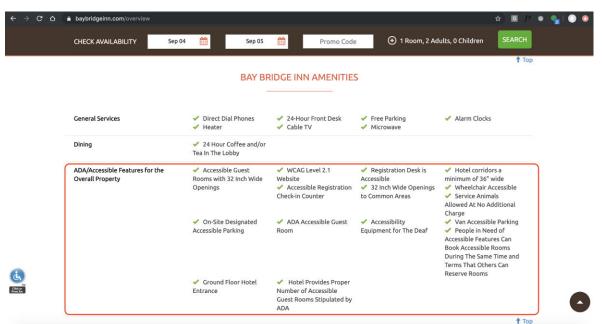
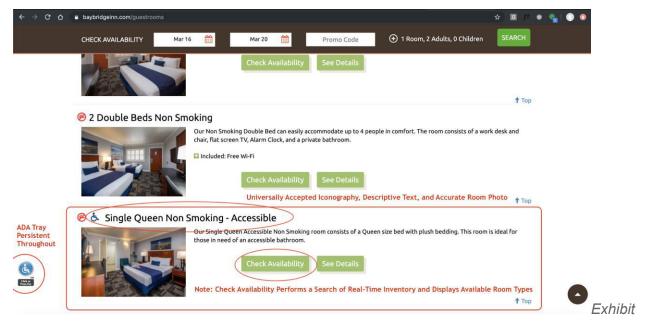


Exhibit 8: Overview Page demonstrating Overall Property Accessibility Features Clearly



9: Guest Rooms Page with Clearly Listed Accessible Room Type and ability to Check Availability directly







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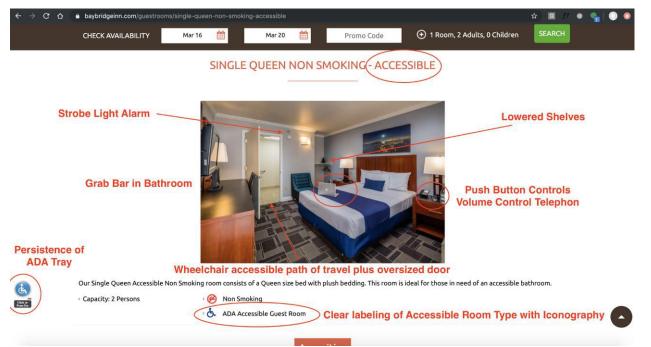


Exhibit 10: Guest Room Details Page & Detailed Description of Accurate Accessible Guest Room Photo

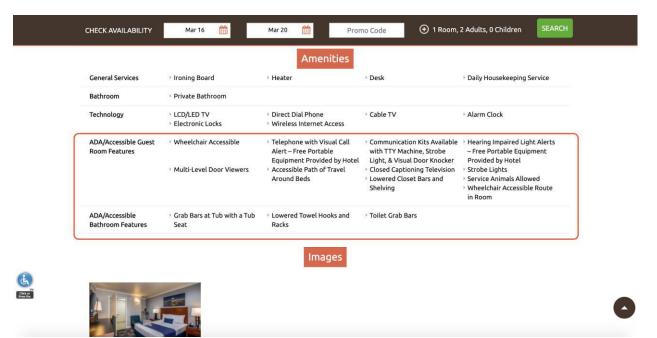


Exhibit 11: Detailed Accessibility Amenities Listing on Guest Room Details Page





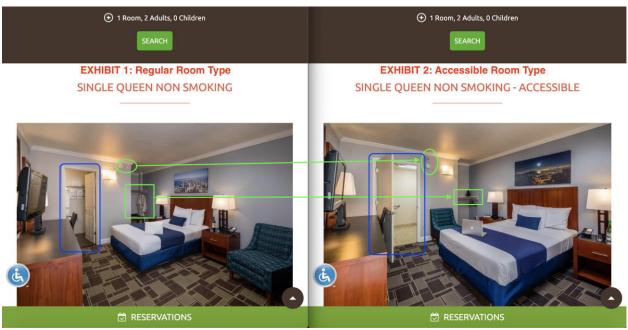


Exhibit 12: Comparison of Standard vs. Accessible Guest Room Type: Visual depiction of strobe lights, grab bars, lowered shelves, wheelchair accessible path of travel.

 Ensure that accessible guest rooms are held for use by individuals with disabilities until all other guest rooms of that type have been rented and the accessible room requested is the only remaining room of that type;

There is a real-time two-way connection between INNsight's proprietary booking engine and the Property Management System thereby removing inventory immediately after the reservation is booked. Front desk staff are instructed not to book walk-ins who do not specifically request the accessibility room until it is the final room available.

By the mere fact that the INNsight Booking Engine demonstrates the availability of this guest room indicates that it is held as the last room of that type unless otherwise booked by a guest from the property's website or any third-party website where the room type is available.

INNsight can provide API XML logs demonstrating that Accessible Rooms are removed from inventory only when they are booked and are sold last to walk-ins.





If the accessible guest room is booked online before it can be constituted as the final room available, innkeeper cannot question the validity of the guest's reservation per Points 4 and 5 and are moot point as it is automatically assumed that if the room type, of which this is one 1 room count, is unavailable, that it has been booked by a guest who confirmed their need for that room type. Any other postulation would be discriminatory in nature.

For all typical use cases, the following screenshot demonstrates the algorithm used by the INNsight booking engine that surfaces the 1 accessible room left after all other guest rooms are sold out thereby demonstrating the algorithm's logic is tuned to adhere to The Law:

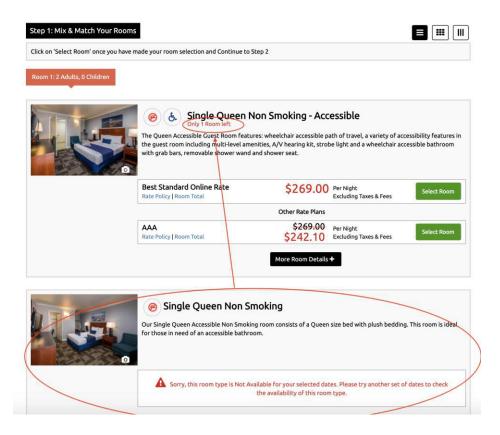


Exhibit 13: Point 3 Example of Last Room Sold

4. Reserve, upon request, accessible guest rooms or specific types of guest rooms and ensure that the guest rooms requested are blocked and removed from all reservations systems; and





The Bay Bridge Inn is *Powered by INNsight*'s full software stack and INNsight can provide XML logs and evidence that once the 1 accessible guest room is sold, it is fully blocked and removed from all third-party websites within an SLA of minutes.

If the accessible guest room is sold, then it will not show availability on the Reservation Page, and will have been removed from all inventory.

The following exhibits is one of many back-end views of the inventory management systems which can be furnished as evidence that accessible guest rooms are blocked and removed from inventory real-time per Point 4 (grey signals occupied or blocked room inventory):

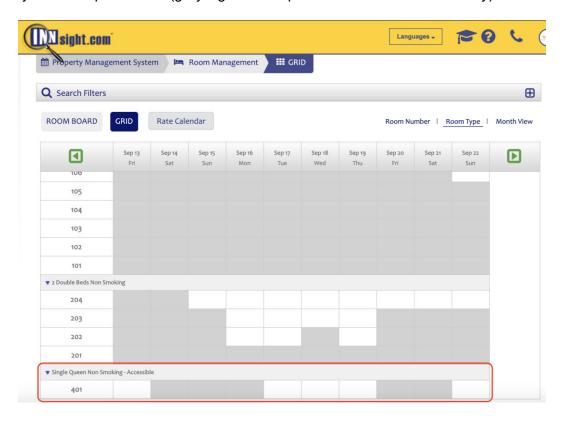


Exhibit 14: Point 4 Example of Room Inventory Blocking - Back End

Corresponding inventory display for a search for September 14 shows No Availability on front end booking engine as expected in Point 4:





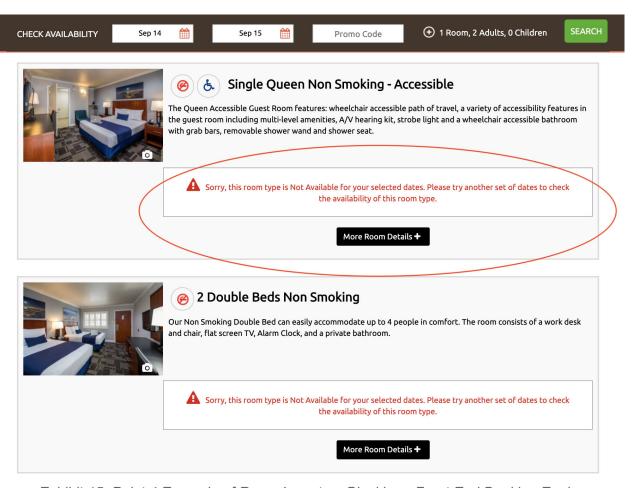


Exhibit 15: Point 4 Example of Room Inventory Blocking - Front End Booking Engine

5. Guarantee that the specific accessible guest room reserved through its reservations system is held for the reserving guest, regardless of whether a specific room is held in response to reservations made by others.

Bookability of Accessible Guest Rooms: In the past 2 years, from July 2017 to June 2019, approximately 35 bookings have been performed from the website for rooms with accessibility features. All guests have been serviced with no incident. Many of these guests can be readily contacted to testify. Please refer to Exhibit 5 for evidence of an Accessible Guest Room Type having been booked prior to Plaintiff's alleged 'testing' of BayBridgeInn.com website, thereby fully refuting the entirety of her claim.

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In addition to complying with ADA Title III Section 36.302e, hotel websites like Bay Bridge Inn Powered by INNsight are coded to conform to World Wide Web Consortium (W3C) Website Content Accessibility Guidelines (WCAG) 2.0-2.1 Level AA.

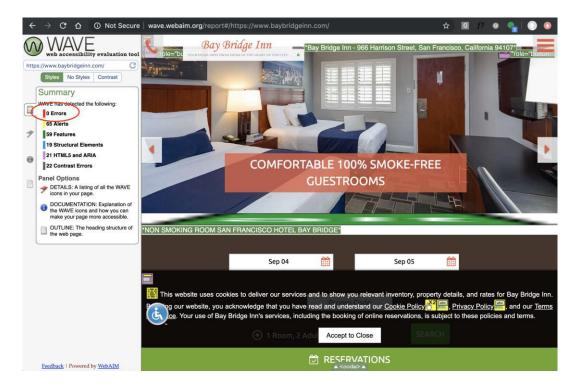


Exhibit 16: WAVE Check BayBridgeInn.com - 0 Errors

Additionally, the Bay Bridge Inn website has a patent-pending software layer providing enhances assistive technology called INNsight ADA Tray™, which can read the entire website aloud, change color schemas and contrasts and derive the website in a means to make it more Perceivable, Operable, Understandable, and Robust. This layer is persistent and demonstrated with a universally accepted handicap symbol. There is a button maintained in the tray 'Hotel Accessibility' which directs users to the hotel's dedicated accessibility features page. The ADA Tray™ widget is ALWAYS available to the user throughout his or her entire experience at BayBridgeInn.com.

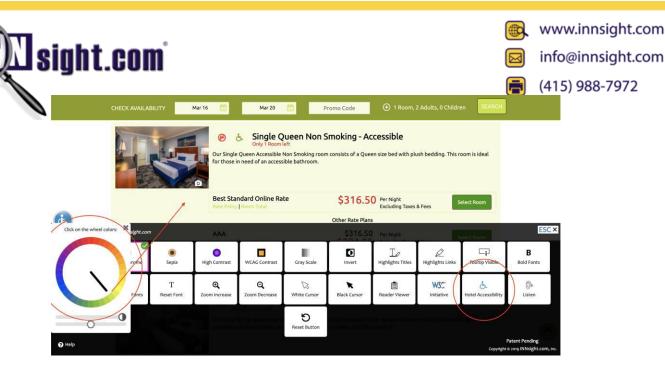
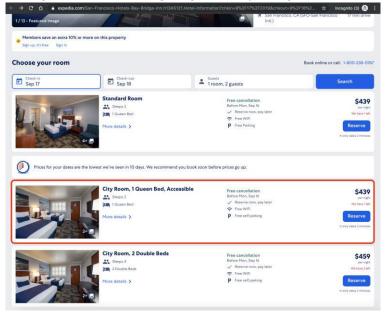


Exhibit 17: ADA Tray™ Deployment of Filter

IV. Additional Example of ADA Title III Compliance

Bay Bridge Inn's wider online presence displays property-level accessibility features and accessible room type and provides the ability to book the accessible room type per the 'Five Points of ADA Title III' e.g. Expedia Booking Page for Bay Bridge Inn:



Example 17: OTA Content and Bookability





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Note: Plaintiff's law firm (Manning) website is itself not conforming to WCAG website content accessibility standards, and consultant with glaucoma who visited the website had difficulty engaging with the website to conduct research and business. Wave test shows that there are 5 major POUR errors with website. Plaintiff's attorney is itself exposed to a lawsuit, and at the very least bad optics in public relations.

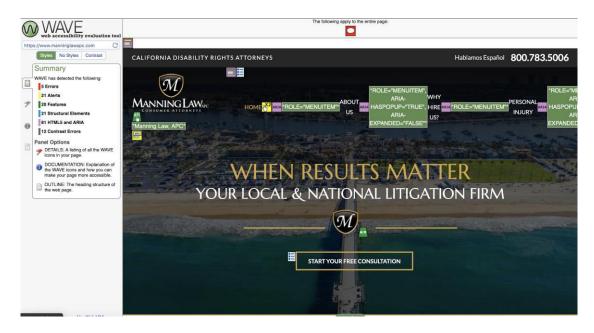


Exhibit 18: Manning Law Firm Failed Wave WCAG Conformity Test

Furthermore, it is interesting to see plaintiff's attorney hypocrisy and leveraging of following language in footer of its website, while maintaining its posture in negotiation for case settlement:

Manning Law, APC has a company-wide commitment to ensuring that Information Technology (IT) is accessible to all people, including those with disabilities. As part of this commitment, our Website has been designed to conform to the requirements to the World Wide Web Consortium (W3C) Web Content Accessibility Guidelines 2.0 AA. Manninglawapc.com is regularly tested and monitored for accessibility, including by persons who are blind or visually-impaired who are proficient with screen reader software. In addition, our team is continuously modifying Manninglawapc.com as technology advances. We recognize that there can always be occasions when users experience difficulty accessing the site. If you experience difficulty viewing any material on our web site, please do not hesitate to contact us at Accessibility@manninglawoffice.com.or call (800) 783-5006. Your feedback and ideas are extremely important to us.