



Global Collaboration: IBAC's Modus Operandi



IOAC 2003, Honolulu, HI 17 November 2003



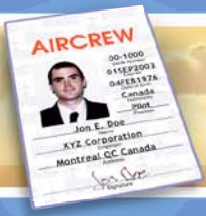
About IBAC

- founded 1981
- comprises 11 national / regional bizav associations
- Mission.....to enhance the safety, security, acceptance and economic contribution of bizav globally

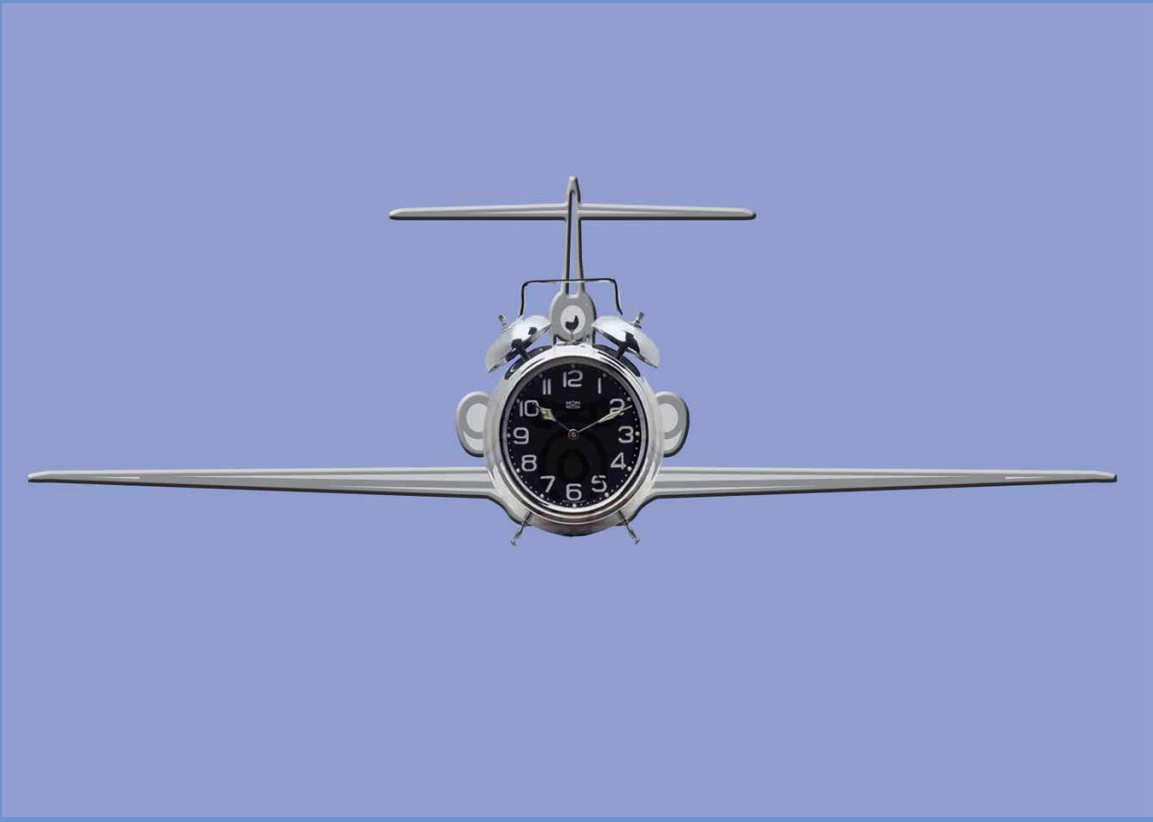


About bizav

- driving productivity gains & economic growth
- 22,500 turbine-powered aircraft incl,
12,000 turbojets
- 14,000 operators



The business aircraft





Safety & Efficiency

- safety & security uppermost
- operational efficiency a factor, but
- flexibility is paramount
- preserving versatility is essential



Airspace Access

- three priority issues after safety & security

ACCESS

ACCESS

ACCESS

- airspace access must be equitable



The business plan myth

- no traditional business case for ADS/CPDLC equipage
- the driver; preserving airspace access
- pursuing the paradoxes



< RNP 10

- RNP 4 = DCPC = CPDLC + ADS
- bizav access likely \$ cost >> RVSM
- FANS 1/A or equiv not available!
- a reasoned response



Exclusionary vs benign

- ? flexibility
- ? hybrid RNP 10 & 4
- ? Horizontal stratification
- the challenge...
think outside the box!



Charges Incentives

- introduced by one NAT ANS provider
- contemplated within Eurocontrol
- long term consequences?
- setting a broader precedent
- marginalizing minority interests



ANSP Alliances

- economies of scale
- harmonized implementation
- leading to ?...



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The three way street

- the business & commercial interests of privatized ANSPs & airlines are intrinsically coupled
- but....the primary customer of ANSPs is not an exclusive customer
- collaboration is a three way street..
ANSPs + Airlines + Bizav



The final 

- preserving airspace access is paramount !



Mahalo

Thank you for your
kind attention



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