

# **The Business Case for ATN, ATS (& AOC).**

## **An Airline Perspective**

k Flight Operations

ATM Strategy & Planning

Ben Berends

**Gate-to-gate Capacity,  
Punctuality, Efficiency, Safety!**

# **ATN: an airliner`s view**

- Airline needs**
- Global infrastructure**
- ATN Pro`s & Con`s**
- Evolution**
- Infrastructure, Elements**
- Benefit Area**
- Conclusion.**

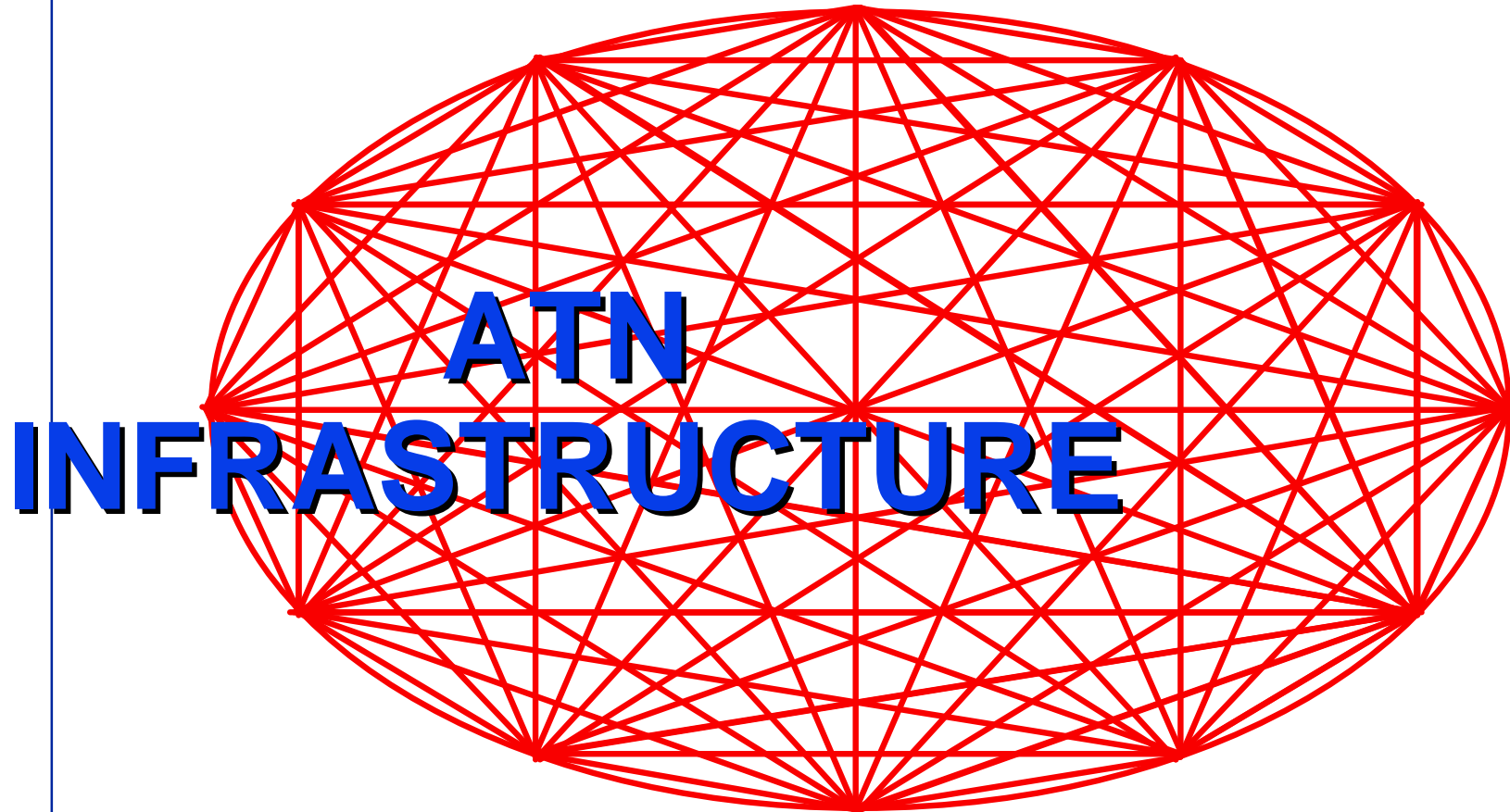
**Gate-to-gate Capacity,  
Punctuality, Efficiency, Safety!**

# **Airline needs**

- **Airline need is primarily an effective Air Traffic Management function providing capacity en relation to demand,**
- **Benefit parameters are: efficiency and punctuality of operation.**
- **Individual Airline Business Case for ATN**  
(as far as ATN related operation and aircraft equipment is concerned)  
**will be based on improvements in Efficiency and Punctuality.**

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Punctuality, Efficiency, Safety!**

# **“Global” infrastructure**



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# Pro's & Con's

**Strength's, Weaknesses, Opportunities & Threats**

**ATN is ICAO SARP's-ed**

**ICAO SARP's is a platform for global  
functionality.**

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# Pro's & Con's

Strength's, Weaknesses, Opportunities & Threats

- ➔ **ATN provides a next step in data communication for airlines already using ACARS.**
- ➔ **ATN is a first step for non-d/I airlines.**
- ➔ **ATN will have to prove its added value.**

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# Pro's & Con's

Strength's, Weaknesses, Opportunities & Threats

- ATN, when proven, could embrace present AOC functionality.
- ATN: Capacity Provider!!!

Gate-to-gate Capacity,  
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# Pro's & Con's

Strength's, Weaknesses, Opportunities & Threats

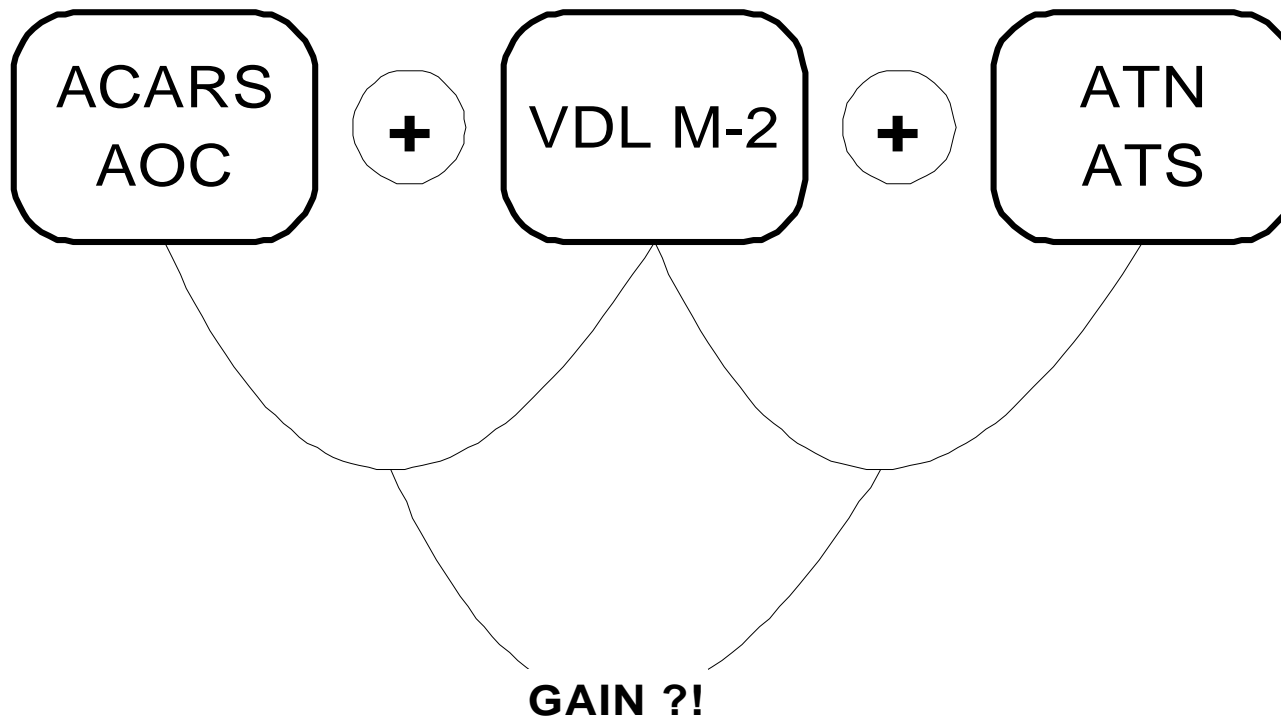
**Airline cost for ATN may become insurmountable when effective area (region) is small.**

**Regional diversity will amplify this effect.**

**Benefit for airlines equipping with ATN could be threatened when non-equipped are accommodated..**

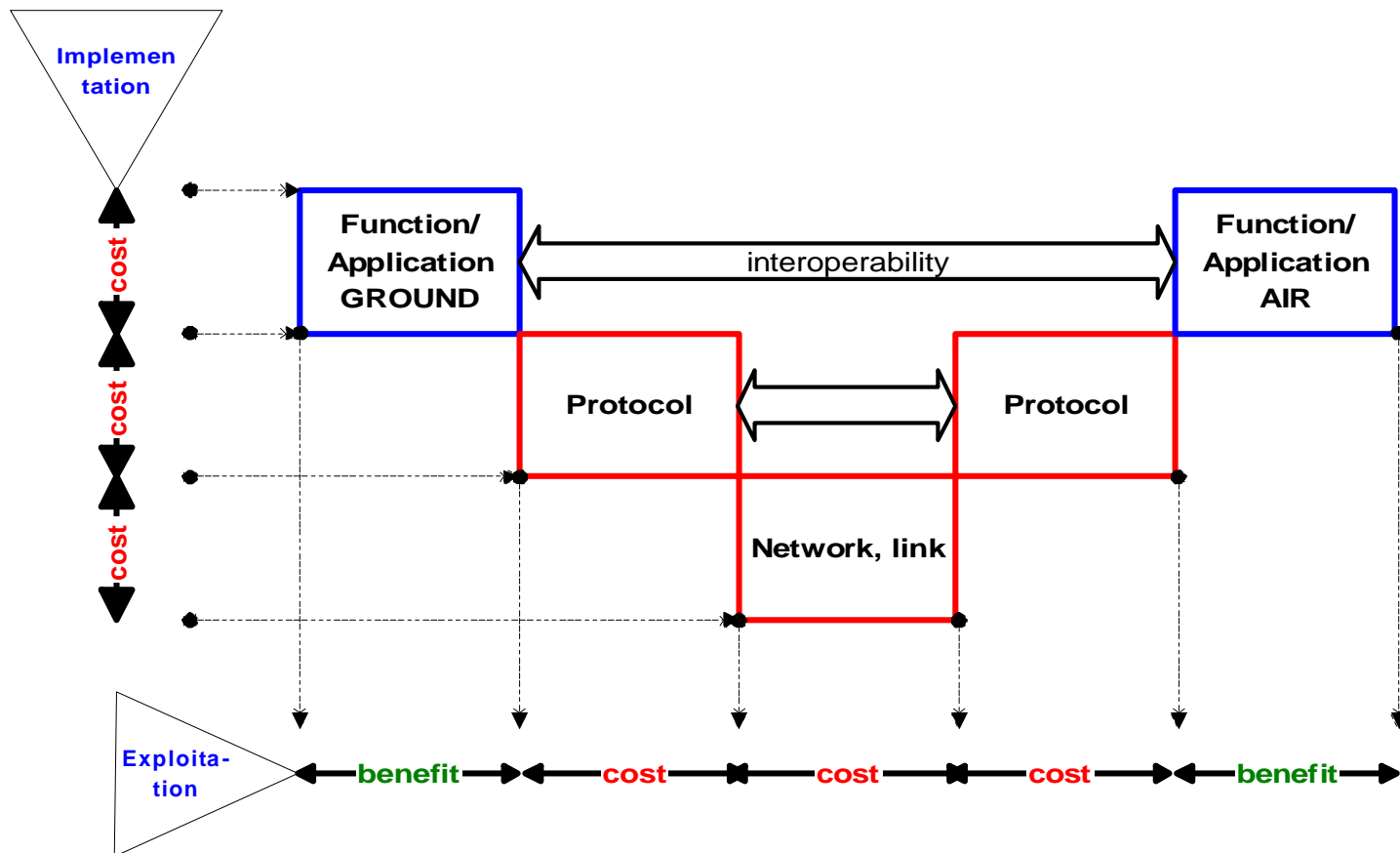
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# Evolution



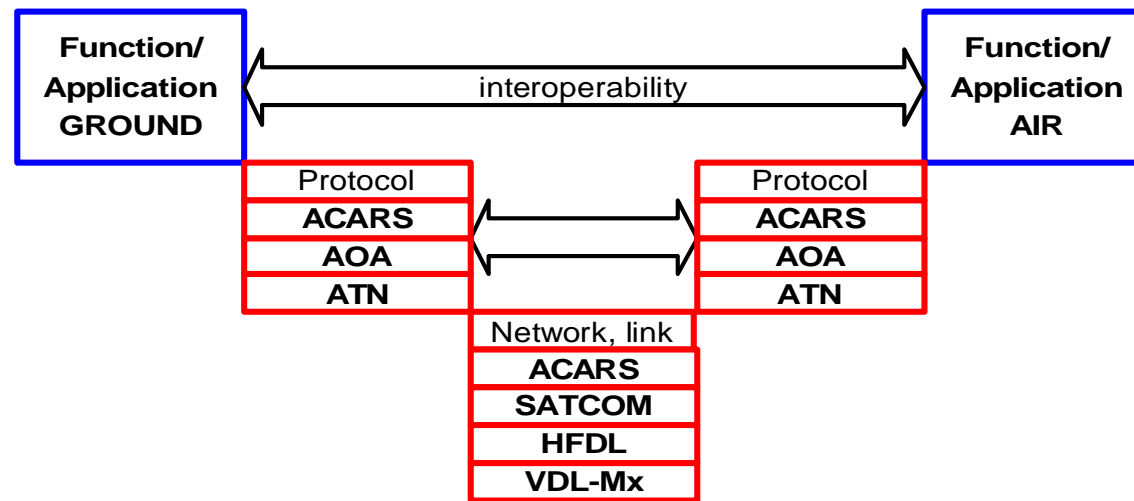
**Gate-to-gate Capacity,  
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# Infrastructure



**Gate-to-gate Capacity,  
Punctuality, Efficiency, Safety!**

# Elements



**Gate-to-gate Capacity,  
Punctuality, Efficiency, Safety!**

# Benefit areas

- **Benefits to be quantified:**
- **Reduced Unit Cost (Communication charges)**
  - Overall cost of communication, larger 'user base'.
- **More efficient operation, flight optimisation.**
- **Punctual operation, reduction of delays.**
- **Safe operation: maintaining safety levels.**

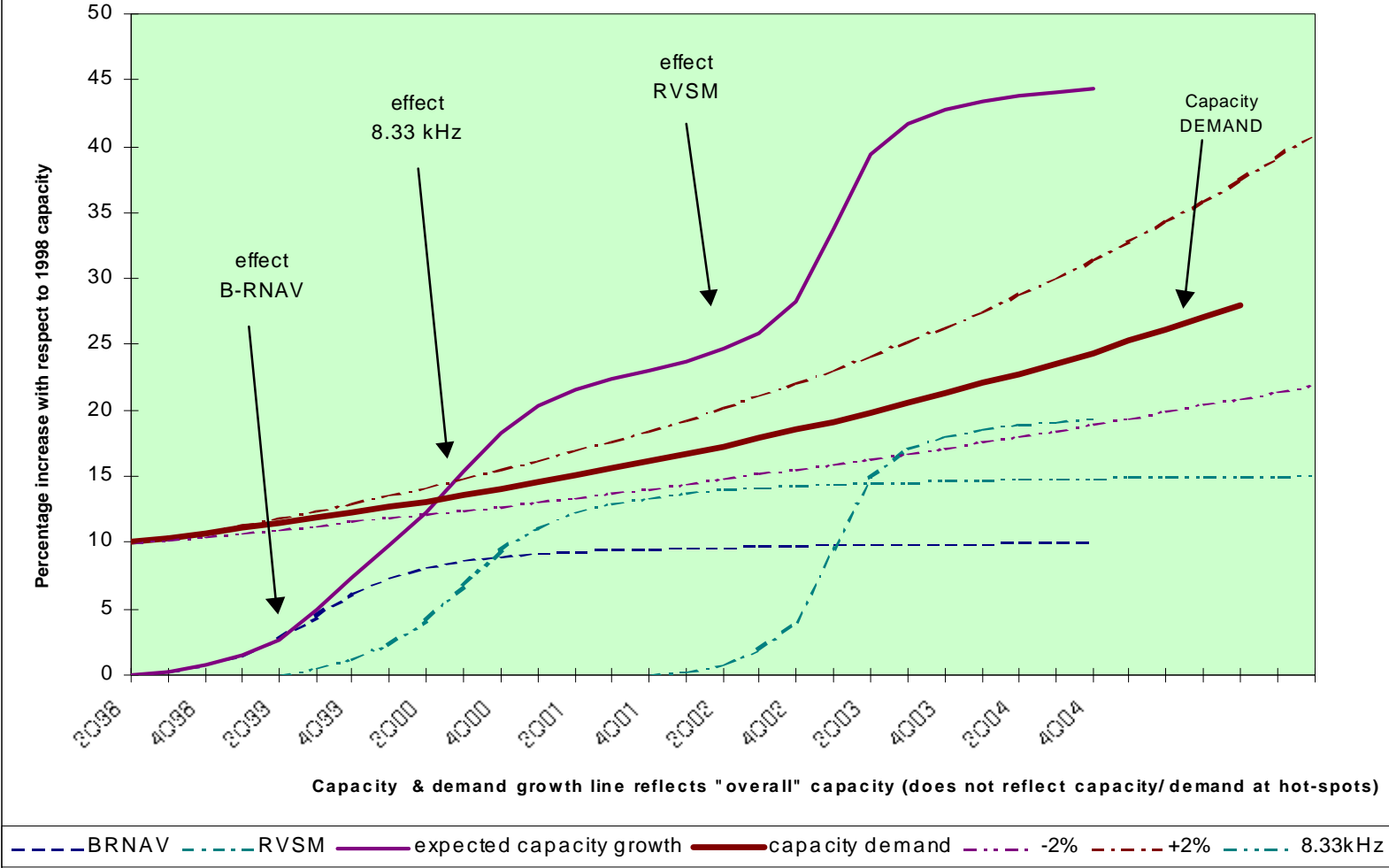
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# Conclusion

- **Airspace user /airspace provider win-win.**
- **Airspace user = revenue provider.**
- **Airlines will select most cost/beneficial solution.**

**Gate-to-gate Capacity,  
Punctuality, Efficiency, Safety!**

Expected capacity increase Europe resulting from BRNAV, 8.33 kHz & RVSM



**Punctuality, Efficiency, Safety!**