

Strategic Planning



The aviation environment is complex, subject to market evolutions, technology developments and unremitting framework of national and international requirements for systems and operations. For operators, strategic planning is shaped by strategic ambitions and by policies and planning framework set by national or regional authorities.

In this context, it is vital for airports and air navigation service providers to make the right strategic decisions to navigate safely into the future. This requires the right knowledge, experience and understanding as well as insight into the future of the aviation industry.

With more than 30 years in the aviation business, Integra Consult has the necessary capabilities and experience to support the development of the most complex strategic plans on behalf of our customers.

OUR CUSTOMERS' CHALLENGES

For airports and air navigation service providers (ANSPs), anticipation and creativity are essential to adapt organisations and processes to future changes. Developing a clear strategic vision requires the analysis of many relevant aspects, including budget and financing, commercial developments, technical and operational changes, environmental issues, safety and security, resourcing and training, etc. Planning the lines of actions to back up the vision necessitates experience and knowledge of best practices. Different areas may also have their own requirements so various types of plans may be conducted separately. To ensure the best results, operators are often supported by external consultants helping them to build coherent, clear and reliable strategic plans.

WE OFFER THE FOLLOWING SOLUTIONS

Integra Consult provides specific strategic advisory services for the development of various planning needs:

- Strategic analysis (opening competition, performance requirements, infrastructure strategies, etc.)
- Development of high-level objectives and drivers
- Airport and ANSP Master planning
- Business planning
- Long-term Resource planning
- Capacity building
- Strategic risk analysis
- Organisational Performance Reviews
- Airspace design and management
- Definition of key performance areas and indicators
- Operational efficiency and cost reduction programs

HOW WE HELP OUR CUSTOMERS

Integra Consult is committed to long-term relationships with our customers. The close relationship ensures that our company has complete understanding of the issues facing the customer, thus enabling Integra to provide services that adapt to the local environment.

- We assign a dedicated team of experts, supported by a wider pool of experts
- We apply a result-orientated methodology and we are process-orientated
- We adapt to unexpected changes during all stages of the project
- We work closely with the customer from kick-off meeting to delivery
- All our contracts are based on fixed time and price

REFERENCES

European Commission

- Support to the Commission/ Performance Review (PRB) Body to target setting in e.g. capacity and safety

International Organisations

- NATO: Studies on alternative strategic approaches to implement future AirC2 systems
- NATO: Assessment of NATO and national repository of AirC2 systems
- NATO: Business Model Definition for NATO approach to implementation of future AirC2 assets
- ICAO/EU: Strategic plans for capacity building of Civil Aviation Administrations/separation of service provision/cross border cooperation

Governments/Ministries

- Strategic Plans for liberalisation of the aviation industry, namely aerodrome operations and service provision
- Strategic Plan for managing aviation infrastructure in a liberalised market
- Analysis and planning for the establishment of Functional Airspace Blocks

Airports (multiple)

- Establishment of Strategic Plans for infrastructure development
- Strategic Plans for service provision in a competitive environment

ANSPs (multiple)

- Establishment of Strategic Plans for infrastructure development
- Strategic Plans for service provision in a competitive environment (exploit opportunities or counter business threats)

Suppliers

- Assisting suppliers of ATM systems to define long-term product roadmaps
- Assisting suppliers of ATM systems to address cultural and geographical differences of the business concept

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