

REPORT of the INDUSTRY PARTNERS COORDINATOR (IPC)

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SUMMARY

This report will describe the situation with Industry Partners (IPs) in 2026 and suggestions on expanding the cooperation between IFATCA and our IPs with new ideas in view of meeting their expectations.

1. INTRODUCTION

- 1.1. This will be my very last report as Industry Partner Coordinator (IPC) as I will at the end of this Conference hand over to Nicola Ni Riada (IATCA), the Communications Coordinator, who has already been working very closely with me over the last two last years and was very active in recruiting new Industry partners. The very large part of the success we have enjoyed recently is due to her perseverance in pursuing contacts and leads.
- 1.2. We currently have 23 Industry partners, (from 18 last year) another records, and an increase in Premium partners, some updating from Standard to Premium. The list as of March 2026 is attached as Annex

2. DISCUSSION

- 2.1. With our current 23 Industry partners, from their membership annual fees alone, 13 premium paying 3000 USD per year and 10 Standard paying 1000, **the IPs are bringing a total of 49.000 \$ to our budget.** If we add the direct sponsorship, i.e. coffee breaks, lunches, gala dinners, during our annual conference and regional meetings, (for this 2026 Conference , so far in excess of 50.000 USD) plus the offering to host and sponsor meetings for our activities, like TOC/PLC meetings, this adds another very significant financial support to our federation.
- 2.2. This is becoming a very sizable income, and I believe we should use part of it to be more active in integrating Industry into our work, as there is a genuine demand for operational expertise and more cooperation with operational controllers. However, matching those demands with our availability inside a volunteer organisation has its resources limitations and financial constraints.
- 2.3. Attending Conferences and Regional meetings is currently our main means of communicating with one another. A stand at a technical exhibition during coffee

breaks is one thing and allowing them to make presentations during our committee sessions is very important and should be encouraged, not curbed, but involving them in Technical and Professional discussions in TOC and PLC is probably the next step we have to envisage and that I am again recommending this.

- 2.4. One major issue we face with Industry partners is the management of their stands and sponsorship during Annual Conferences and Regional meetings. This is due to the fact that we move from Country to Country each year with different Organizing committees who are new and discover the problems for the first time and each has its own ideas. For IFATCA and for the IPS this can be frustrating as we see, each and every time the same problems resurfacing. I believe that accommodation of our IFATCA Industry Partners in our events should be centralized and not done by Local OCs. Ideally with the same people involved doing this 5 times year (1 annual + 4 RMs for a few consecutive years. Whether this can be done with the same people involved inside IFATCA or via an international special annual +event organiser is left open. This will have a cost of course but largely offset by the revenue brought by more IPs coming over and sponsoring. I would recommend the EB to investigate those possibilities.
- 2.5. The other place where we meet some of our Industry partners is during specific large ATM commercial events like the CANSO Airspace World Congress in Europe and the NATCA CFS in North America. We could possibly use these opportunities to do something more closely together during those events, but it would need a team of dedicated staff and well ahead planning.
- 2.6. Finally, I would like, as this is my last report as IPC, and probably my last WP to IFATCA after 50 years of contributing, to add a few words. First in thanking Nicola for her support and taking over the IP coordination work. She is really the right person for the job with her energy and Irish stamina; you are in very good hands. Secondly as you can see in the Lat Edition of the Controller, IFATCA has moved tremendously in those last 50 Years. and cooperation with Industry has always been there, from day one.
- 2.7. Quoting the article: *"in 1976 IFATCA had only 42 member associations. 100 less than today! But it had 36 companies exhibiting as corporate members (the old name for industry partners) and 11 of them joined in 1976. Industry needed us back then as we were the only international body where they could get operational input."* We are not anymore, the only international organisation involved in ATC, but we are still the best, and we could get those numbers of IPs again.

3. CONCLUSION

- 3.1. We are attracting more and more industry partners, but the challenge for us will be in accommodating their expectations. However, managing those expectations during Annual conference and General meetings should be harmonized and consequent, with the same standard every time.

- 3.2. Inviting some of our Industry partners into our TOC-PLC meetings as observers is one of the easiest and feasible first option that I would again recommend looking into.

4. RECOMMENDATIONS

- 4.1. That the Executive Board, together with Chair TOC and PLC study the possibilities to invite as Observers certain industry partners to their meetings, whose presence would benefit both parties.
- 4.2. That the Executive Board investigate the possibilities to centralise the IFATCA IPs interactions and logistics regarding Annual Conferences and Regional meetings.

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ANNEX 1

List of IFATCA industry partners list 2026

Premium Partners:

Aireon	L3Harris
American Airlines	Scioteq
Baymac Management Service	SkySoft – ATM
Entry Point North AB	Thales (Air Sys ATM)
Frequentis	Vibe
Gate Aviation Training	United ATS
Indra	

Standards Partners:

Adacel	Naco
CAE	Probotek
Deepblue	Saab
FoxATM	Skeydrone
Metsafe	Skyverse