

REPORT of INDUSTRY PARTNERS' COORDINATOR

Presented by Philippe Domogala, IPC

SUMMARY

Expanding the cooperation between IFATCA and our Industry partners with new ideas in view of the extended numbers of partners and their expectations.

1. INTRODUCTION

- 1.1. As you know this is my last term as IPC and I will at the end of this Conference hand over to Nicola, who has already been working very closely with me this last year on both managing and recruiting new Industry partners, and a large part of the success we have enjoyed recently is due to her perseverance in pursuing contacts and leads.
- 1.2. We currently have 18 Industry partners, a record, 4 of them recruited in the first months 2025 alone, and we are slowly moving from our traditional equipment manufacturers and ATM schools to consultancies and very recently Airlines, with the arrival of American Airlines. (see list in annex)

2. DISCUSSION

- 2.1. While taking with industry one can see there is a genuine demand for operational expertise and more cooperation with operational controllers. How to materialise this cooperation is not easy as we are volunteers doing this in our free time, and for the companies, removing their experts from their working schedule also an issue. But with good will from both there are and will be solutions
- 2.2. With our currently 18 Industry partners, 9 premium paying 3000 USD per year and 9 Standard paying 1000, the IPs are bringing a total of 36.000 \$ to our budget,
- 2.3. This is becoming a sizable income, and I believe we should use part of it to be more active in integrating Industry into our work, there is a demand from both sides, and if we want to have to tools we want in the future instead of letting engineers defining them, this is our chance. We have both the expertise pool and now the money to do it.

- 2.4. We organized in the last years some Tech Talks on line with some of our industry partners, they were all very interesting ,but the attendance was not what we expected. One of the reasons being of course the time differences for other regions. The events were recorded and are available online, but in this era of information saturation we probably do not attract the attention we should. or we could. We need some other forms of interaction, and the EB, together with our Industry partners must find the correct formats.
- 2.5. 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 was the next step, that we are currently doing, 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 recommending.
- 2.6. 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.
- 2.7. Finally, I would like, as this is my last report as IPC, to thanks both Nicola and Helena. Nicola has been a tremendous help in this last year of working together and she is representing the future, and. Helena for always having supported the idea of expanding our influence with Industry and supported from the beginning to move the industry partnership idea further away from our old “Corporate members” basic structure. Big thank you to both.

3. CONCLUSION

- 3.1. As you see the future looks bright, we attract more and more industry partners, but the challenge for us will be in accommodating their expectations and eventually their demands.
- 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 recommend looking into. IFALPA is already doing this, where some of their commercial partners (e.g. Airbus, Boeing, ATR, Embraer) are systematically invited as Observers in some of their committees' meetings and I would like to propose we study the same possibilities. It might mean extending our meetings by half a day, increasing costs but we now have the income to cover those if there is a will.

4. RECOMMENDATIONS

- 4.1. That the Executive Board study the possibilities to use part of the IP generated budget to create activities together with Industry,
- 4.2. 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.

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ANNEX 1

IFATCA industry partners list 2025

FREQUENTIS (Premium)

Aireon (Premium)

Vibe (Premium)

INDRA (Premium)

L3Harris (Premium)

Thales (Air Sys ATM) (Premium)

Baymac Management Service (Premium)

SkySoft – ATM (premium)

United ATS

Metsafe

Entry Point North AB

Flight Training Europe

FoxATM Baltics

Gate Aviation Training

New Partners joined in 2025 (at time of writing this WP, March 2025) we are in discussions with a couple more.

American Airlines (Premium)

SAAB

Skyverse LTD

Probotek