AeroPodium

6ᵗʰ Annual
Aircraft Records
& Data Integration

Thursday 28th September 2017
Courtyard by Marriott Hamburg Airport
Hamburg, Germany

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Commsoft

Gold Sponsor

SAVISCON

AGENDA

Moderator: Roland McKay, Principal, kayway.aero

8.30 Registration & Networking Coffee

9.00 **Welcome Remarks**
Panagiotis Panagopoulos, CEO & Founder, Aeropodium

Opening Remarks from the Moderator

9.10 **The importance of data integration in a digital business**
Ingo Simon, CEO, SAVISCON

9.40 **Aircraft documentation and compliance**
Gilles van Hövell tot Westervlier, Managing Partner, Aviation Independent Consulting

10.10 **Fully digital aircraft transitions: Simplify process by data standards**
John Bowell, Director of Global Sales, FLYdocs

10.40 Networking Coffee Break

11.10 **EASA crackdown on aviation IT systems - How upcoming regulatory changes will impact MRO software**
Sander De Bree, CEO, EXSYN Aviation Solutions

11.40 **The case for Electronic Technical Logbooks, regulatory hurdles to resolve and the business efficiencies to be gained**
Paul Boyd, Managing Director, Conduce Group

12.10 **CAMO and new challenges for operators**
Julian Beames, Business Operations Manager, Commsoft

12.40 Networking Lunch
        Sponsored by

14.00 **Acceptance and transfer of electronic records: Modern technology for aviation**
Anton Tams, SVP & Manager Fleet Support, GECAS

14.30 **Protecting the integrity of records today and in the future**
Roland McKay, Principal, kayway.aero

15.00 **Hourly cost maintenance programs and how they assist in preserving aircraft value**
James Carroll, Director, Business Development - Western Europe, JSSI

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15.30 **Legal pitfalls for aircraft records experts**
Robert Ricketts, Equity Partner, Holland & Knight

16.00 Networking Coffee Break

16.20 **Simultaneous Roundtable Discussion Groups**

What are your major challenges in terms of aircraft records and records management?
Discussion Leader: Ingo Simon, CEO, SAVISCON
What are your major challenges in terms of (missing) data integration or migration?
Discussion Leader: Sander De Bree, CEO, EXSYN Aviation Solutions

17.00 Concluding Remarks

SPEAKERS

Julian Beames, Business Operations Manager, Commsoft
Julian graduated from Loughborough University with a degree in Transport Management and Planning, and subsequently worked for several UK airlines in operational roles. He then joined what is now BAE SYSTEMS in a marketing role. He spent seventeen years working in various positions within the Regional Aircraft Division of BAE SYSTEMS before finally joining the Airbus Technical Support Department in Toulouse. In 2010 Julian returned to the UK and joined Commsoft. He is a Member of the Royal Aeronautical Society and an aviation enthusiast.

Paul Boyd, Managing Director, Conduce Group
For over 20 years Paul has been at the forefront of working with operators and MROs to develop technology that can transform the way documentation and technical records can be managed.
Paul joined Conduce in 2009 after previously working with Steve Russell, founder of Russell Adams Limited, for some 15 years. Paul's main responsibility is to ensure that the Conduce product portfolio is enhanced and further developed in line with customer requirements.

James Carroll, Director, Business Development - Western Europe, JSSI
As Director of Business Development for Jet Support Services, Inc. (JSSI®), James Carroll implements and oversees sales initiatives, develops relationships, and promotes JSSI programs and services throughout Western Europe. Previously at JSSI, Mr. Carroll had responsibility for Account Management and advised on financial and contractual problems. Mr. Carroll started his aviation career at BAA Heathrow, where he gained promotion to Duty Manager of Terminal 4, and then held the position of Crisis Manager for the online travel company lastminute.com. James has a BA Honours Degree in French and Spanish, is working towards his private pilot's license in his spare time, and also enjoys playing tennis.

Sander De Bree, CEO, EXSYN Aviation Solutions
Sander de Bree is the CEO and founder of EXSYN Aviation Solutions. Next to implementing the overall strategy he oversees all operational activities, key research and development projects within the company. Out of his role as industry specialist Sander has been involved with airlines such as Iberia, Oman Air, Vueling, Norwegian and Flybe to guide them through specific digitalization projects within their maintenance & engineering operation. Sander holds a BSc in aeronautical engineering and has a background in business administration. He holds EASA certification on human factors, and IR part-m and IR part145.

Roland McKay, Principal, kayway.aero
Roland McKay graduated from the Commercial College and then went on to study at the Lufthansa Technical School and is since 1975 a licensed aircraft maintenance engineer. He worked in Airline Line

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and Base Maintenance. After his service in the Naval Aviation he studied Business Economics. Mr. McKay holds a valid EASA & FAA pilot license and is certified in diverse Aeronautical Technologies. He joined Airbus Industrie ensuring worldwide, on-time availability of Spare Parts and Ground Support Equipment (GSE). In 1985 Mr. McKay took the position of Finance Controller at Airbus supporting the fulfilment of Airbus spare part sales contracts in Africa, Middle East and the Far East. Leaving the aviation industry Mr. McKay took responsibility as a Managing Partner of a management consulting firm looking after the group's subsidiaries. Afterwards he returned to the Aviation field and was the Accountable Manager for a Continuing Airworthiness Management Organization, respectively is Managing Director of an Aviation Technical Consulting Services based in Switzerland. Furthermore, Mr. McKay is a member of a German Air force and the Swiss Air Flying Club, the EBAA and the Aircraft Appraiser Association.

Robert Ricketts, Equity Partner, Holland & Knight
Robert joined Norton Rose in 1985 and qualified as a solicitor in 1987. He joined the aviation group of Frere Cholmeley Bischoff in 1989, where he practised until April 1995. Since qualifying, his principal area of practice has been in aviation law, covering a broad range of legal and commercial aspects.
He has advised banks, leasing companies, and airlines on the various issues arising from the sale and purchase, leasing, financing, maintenance and mortgaging of aircraft, including the relevant registration procedures, and has advised airlines, both established and those starting-up, on the applicable international law and regulatory issues. He has acted for a wide range of airlines throughout Europe and elsewhere in the world.
Recent transactions have included the leasing of Boeing, Airbus, Embraer and Bombardier aircraft by a variety of lessors, often involving complex documentation, and the sale of a very diverse range of aircraft. He has also acted for airlines on the aviation aspects of take-overs, mergers and acquisitions.
Robert is a member of the Royal Aeronautical Society and holds a Post Graduate Certificate of Air and Space Law awarded by the University of London. In addition, he is the author of the aircraft finance section of the Butterworths Encyclopaedia of Forms and Precedents and has written a number of articles on aviation related subjects. He has also been a regular contributor of articles to African Airlines magazine and Aircraft Leasing magazine and has spoken on a number of occasions at international conferences on aviation issues.
The predominant aspect of his work is the financing and leasing of aircraft.
His major clients include SpiceJet, Air Arabia, Close Brothers Limited, AerCap Leasing company and NAC Leasing company.

Ingo Simon, CEO, SAVISCON
Ingo Simon graduated from the military Helmut-Schmidt-University in Hamburg, Germany, with a degree in Electrical Engineering. After his first career as an officer in the German Navy he started his civilian professional life as a manager in Lufthansa Technik AG. There he was project manager for a number of aircraft related document management projects and also manager of IT-Infrastructure services. After several years Ingo changed to the consulting side and conducted projects with international airlines, MROs and lessors in his role as program manager and Director Aviation Consulting. He was also manager of the technical documentation department in Abu Dhabi Aircraft Technologies. When he returned to Germany in 2010 he decided to offer his wide knowledge of aviation maintenance and engineering processes combined with his IT and project management expertise to potential customers around the world and founded SAVISCON.COM.

Anton Tams, SVP & Manager Fleet Support, GECAS
Anton is SVP & Manager Fleet Support with GECAS. Anton leads a group within Technical responsible for provision of services to support the placement of aircraft and engines. This includes responsibility for records management and the GECAS relationship with Aviation Regulators and Suppliers.
He holds a B.Sc. degree in Computer Science from Trinity College and an MBA in Aviation Management from the University of Limerick.

Gilles van Hövell tot Westervlier, Managing Partner, Aviation Independent Consulting

Gilles van Hövell has nearly 40 years technical and operational management experience in the airline industry. He graduated as Aerospace Engineer at the Technical University of Delft in Holland and joined KLM in 1979.

Gilles occupied a variety of functions in Supply Chain management, Quality Assurance, Aviation Regulations and Organization Redesigns.

In addition he worked for several years on behalf of KLM as Committee member of the Association of European Airlines.

Also Gilles was delegated by KLM to Transavia Airlines to manage the implementation of JAR OPS 1.

In 1996 Transavia Airlines was the first airline to receive the JAR OPS 1 certification.

Gilles has extensive knowledge on all aspects of continuing airworthiness management and EASA Regulations.

In 2005 Gilles was appointed as Program Director KLM E&M for the aircraft transactions. With a team of engineers and supporting staff he managed over 40 aircraft re-deliveries.

Gilles started in 2012 as Managing Partner of Aviation Independent Consulting.

AIC advises and supports commercial clients and governments, aircraft leasing companies, aircraft operators, aircraft maintenance providers, financial institutes and aviation authorities.

SPONSORS

Drawing on its extensive experience in both the aviation and IT industries, Communications Software (Airline Systems) Ltd ('Commsoft') supports aircraft maintenance organisations with high quality, affordable MRO IT systems which increase efficiency and reduce costs in many key areas. The company's flagship product is the Open Aviation Strategic Engineering System (OASES). Utilising the latest technologies and an industry-leading database, OASES can be deployed easily and efficiently in any maintenance environment.

Headquartered in Tiptree, Essex, Commsoft has regional offices in Derby and Norwich and another close to Gatwick Airport as well as an office in Australia and support partners in India and Singapore.

OASES

OASES is a market-leading product which is used by over 50 airlines and maintenance organisations internationally, supporting over 80 aviation operations. An easy to use, functionally sophisticated system, OASES has been proven worldwide in a variety of live maintenance environments, from large LINUX systems to PC networks, and has formed the basis for maintenance and inventory processes that have received FAA, EASA and other local airworthiness authority approvals.

OASES has been designed in a modular fashion meaning that whilst any module can be used on a standalone basis, they can all talk to each other where necessary and form an integrated solution when used together. This integration means that data is only entered once and is made available to the other modules as necessary throughout the system. Individual modules can be implemented over project timescales, gradually adding functionality from each additional module to the whole project solution. This process gradually leads the client to a fully integrated OASES system and therefore a powerful, value-generating solution.

The flexibility of OASES means that Commsoft can offer excellent support to all organisations large or small, demonstrated by the fact that current customer fleets range from one to over fifty aircraft of all types.

In order to drive the development of the OASES programme, an OASES User Group meeting is held each year at which customer priorities are reviewed and discussed and representatives from our growing international client base are encouraged to offer feedback.

Commsoft services

Implementation: Commsoft believes that the key to any system is a professionally planned implementation that engages all key stakeholders, including local users.

Training: Flexibility is at the heart of Commsoft's training ethos. All organisations have differing needs, so Commsoft works to adapt to the client's particular learning requirements. In addition to formal training, there is an extensive on-line library of help-text available to all users via a single click of the mouse.

Support: Support and maintenance packages can be tailored to individual client requirements including provision of 24/7 assistance. As standard, Commsoft support packages include dedicated Help Desk support, remote analysis and fault finding, and a system modification release service.

Since 2010, Saviscon provides products, consultancy and professional services for the Aviation Industry. We have profound knowledge in the industry, specifically in maintenance and engineering processes, Technical Documentation and Technical Records.

Saviscon products:

WARPweb – Web based Aircraft Records Platform WARPweb enables for easy and efficient processes to manage aircraft records and documentation throughout operation and aircraft transition. Beyond archiving it adds collaboration and project management features to make transition projects a success

WARPbridge – Enterprise Application Integration Engine WARPbridge is a stable, mature, scalable and highly configurable EAI engine designed for integration and data migration projects.

WARPservices – Professional services WARPservices include high quality scanning, document recognition, data extraction, data entry and more.