



# Aviation Expertise Marketplace

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## Type B Messaging Cost Reduction Project

### Project Overview

February 2017

# Introduction

- ✓ Airsource Partners, the initiator of the Aviation Expertise Marketplace, recently launched a Project aimed at helping airlines **reduce their Teletype B Messaging costs**
- ✓ Airsource Partners and Marketplace member KaZa IT Services from Cyprus have joined forces to develop a unique results-oriented methodology described in the following slides
- ✓ Following a successful Project at launch client ASKY Airlines Airsource Partners is eager to let more airlines benefit from the Project

# Type-B Messaging: Background

- ✓ IATA Type B messaging still extensively used by airlines represents a convenient short-hand and worldwide means of data distribution
- ✓ Type B is considered a reliable and secure operating messaging protocol available at all times ideal for mission-critical processes

However:

- ✓ Type B represents a major financial burden at many airlines due to its intrinsic cost and the growing number of Type B requirements
- ✓ Many airlines have lost control on Type B costs over time and have never audited them in details or looked at alternative options

# How to Control Type B Costs

Rigorous and continuous Type B Messaging costs analysis and control lead to significant savings

- ✓ Detailed review of airline's messaging/communication strategy
- ✓ Methodical analysis of past / present Type B traffic and volumes to identify areas of improved efficiency & cost reductions
- ✓ Optional: deployment of an automated tool for a more efficient messaging environment for storage, routing and processing of all type B messages in accordance with industry protocols

# Goals and Objectives

<b>Business Goals &amp; Objectives</b>	<b>Actions &amp; Results</b>
<b>Telecommunication costs reduction</b>	<b>Audit and analysis of operational practices and business requirements highlight potential savings opportunities</b>
<b>Timely and more accurate reporting</b>	<b>Tool and methodology used during the Project allow speedy, accurate &amp; efficient reporting at each month and year end</b>
<b>Staff efficiency improvement</b>	<b>Project allows a redeployment of the airline's staff to other more value-adding tasks and areas</b>
<b>Overhead costs reduction</b>	<b>Fewer staff required to perform today's tasks more efficiently bringing the airline's overheads down</b>
<b>Infrastructure costs reduction</b>	<b>New technologies likely to reduce infrastructure costs</b>



# Projects Milestones

Project includes several clearly defined milestones

- ✓ Milestone 1 - Infrastructure set up review
- ✓ Milestone 2 – Information systems review
- ✓ Milestone 3 – Type B Invoices audit and analysis
- ✓ Milestone 4 – Business requirements definition
- ✓ Milestone 5 – Infrastructure requirements definition
- ✓ Milestone 6 – Findings and recommendations

# Infrastructure Set-Up Review

Project covers all aspects of Type B messaging

- ✓ Data connections documentation
- ✓ Analytical study of Type B circuits, speed & connection types per country and location
- ✓ Review of agreements in place with Type-B providers
- ✓ Review of alternative 3rd-party technologies and vendors

# Information Systems Review

Info Systems review allows finalization of Project scope

- ✓ Review of information systems generating Type- B messages
- ✓ Review how messages are sent from systems generating Type-B traffic
- ✓ Review interfaces with other systems that involve Type-B



# Invoices Audit and Analysis

Invoices reveal discrepancies and savings opportunities

- ✓ Active vs. non active addresses
- ✓ Messages generated by systems sent to non-active addresses
- ✓ Messages generated by systems sent to unnecessary addresses or redundant destinations
- ✓ Stations/locations generating the biggest traffic by Country and Continent
- ✓ Prices validation against Agreement or general tariff and variances
- ✓ Non-active chargeable services

# Business Requirements Definition

## Review of current and future business requirements

- ✓ No. of pax / Aircrafts / Destinations
- ✓ Airlines' systems to be deployed worldwide
- ✓ Systems operated by Ground Handler
- ✓ Identify code-share flights/destination

Requirements matched with the airline's global telecom strategy

# Infrastructure Requirements Definition

Review of current and future infrastructure requirements

- ✓ ICT Strategy
- ✓ Network Infrastructure
- ✓ Platforms adopted
- ✓ Internet Infrastructure

Adapt requirements to global telecom strategy

# Project Output

- ✓ Best Practices in telecom messaging applied to the airline
- ✓ Review of alternative technology solutions in place of current solutions where and if justified:
  - Via web to email, FTP, SITA/ARINC
  - Applicability of various solutions available: EDIfly, Avianet, Cyberjet, ..
- ✓ Summary of invoices auditing
- ✓ Findings from the review of Telecommunications Agreement

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