DESIGNED FOR

- Air Navigation Service Providers (ANSPs)
- Communication service providers
- Government entities and Regulatory bodies
- International Organizations
- Original Equipment Manufacturers (systems design, engineering etc.)

AREAS OF ACTIVITY

- **Air Navigation Services (ANS) Charges**
  Consultations with Agencies, Institutions, and representative organizations in order to assure that ANS charges are surveilled and planned increases are based on ICAO policies.

- **Communication, Navigation & Surveillance (CNS) Technologies**
  Provision of guidance and recommendations on various infrastructure requirements for air navigation services to ensure technological solutions are cost effective and conform to global standards

- **Aviation Radio Spectrum**
  Work in close coordination with the International Telecommunications Union (ITU) to ensure member airline requirements for frequency spectrum allocation pertaining to flight and ATM operations are represented and clearly defined

- **Operational Improvements & ATM Efficiency**
  Coordinating efforts amongst aviation stakeholders including the International Civil Aviation Organization (ICAO) to ensure that operational improvements are done in an efficient and cost effective manner in order to enhance the resiliency and sustainability of the air transport industry

- **Advocacy, Policy & Global Harmonization**
  Engagement with key industry stakeholders to ensure that all IATA infrastructure policies, positions and requirements are updated and harmonized to support IATA regions in enhancing influence on States, government programs and regulations

GOVERNANCE STRUCTURE
COMMITTEE & WORKING GROUPS

OPERATIONS COMMITTEE (OPC) - By invitation only
The OPC advises the Board of Governors and the Director General on all matters that relate to the improvement of safety, security and efficiency of civil air transport. Attended by senior airline executives, the committee has the delegated power to establish IATA worldwide policy and strategy on technical/operational issues.

ATM WORKING GROUP (ATMWG) - By invitation only
The ATM WG provides IATA management, other industry groups (e.g. Operations Committee, Flight Operations Group, Regional Coordinating Groups), and industry partners with advice pertaining to ATM positions, priorities, strategies, objectives, and policy implementation related to global ATM efficiency and cost effectiveness.

REGIONAL COORDINATION GROUPS (RCGs) - By invitation only
The Regional Coordinating Groups (RCG) act as advisor to the OPC, IATA Management and other relevant IATA bodies and are responsible for working with key stakeholders in their respective assigned geographic area to define requirements and priorities on operational and technical matters in the areas of Safety, Security, Airports and ANS.

INFRASTRUCTURE CONTACTS BY REGION

<table>
<thead>
<tr>
<th>INFRASTRUCTURE HEADQUARTERS (HQ)</th>
<th>ASIA/PACIFIC (AS PAC)</th>
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<tbody>
<tr>
<td>Mr. Carlos Cirilo, Acting Director, ATM Infrastructure</td>
<td>Mr. Blair Cowles, Regional Director</td>
</tr>
<tr>
<td>Safety &amp; Flight Operations</td>
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<td>Email: <a href="mailto:cowlesb@iata.org">cowlesb@iata.org</a></td>
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<tr>
<th>EUROPE (EUR)</th>
<th>AFRICA &amp; MIDDLE EAST (AME)</th>
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<tbody>
<tr>
<td>Mr. Giancarlo Buono, Regional Director</td>
<td>Mr. Shamel Shishani, Regional Head</td>
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<tr>
<th>AMERICAS (NAT/NAM, LATAM &amp; CAR)</th>
<th>NORTH ASIA</th>
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<tbody>
<tr>
<td>Mr. Carlos Cirilo, Regional Director</td>
<td>Mr. Honghai Yang, Regional Director</td>
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EXCLUSIVE BENEFITS

ACCESS TO IATA ATM EVENTS*
- ATM Think-Tanks
- Ad-hoc ATM discussion forums
- ATM workshops
- IATA ATM Hackathons
- Safety and Flight Ops Conference

* Event access subject to change and availability

ADDITIONAL STRATEGIC PARTNERSHIPS’ BENEFITS

BRANDING
- Recognition as a valuable supporter of IATA and the air transport industry
- Inclusion in the IATA Strategic Partnerships online directory
- Exclusive usage of the IATA Strategic Partnerships logo
- Promotion through the electronic quarterly newsletter, the Partner Brief, viewed by thousands of aviation industry contacts
- Monthly posting of Strategic Partners’ press releases on the IATA website
IATA CLEARING HOUSE DISCOUNT
Strategic Partners receive a substantial discount upon joining the IATA Clearing House:
The IATA Clearing House (ICH) provides the means to settle all the billed items sent to and from airlines around the world. Used by more than 400 airlines either directly or via special links, the ICH settles around USD 50 billion of interline billings every year. Its efficiency is so great that airline cash and settlement requirements are reduced by around 75%, and risks for all participants are minimized. [http://www.iata.org/services/finance/clearinghouse/Pages/index.aspx](http://www.iata.org/services/finance/clearinghouse/Pages/index.aspx)

PUBLICATIONS
Partners may purchase publications at a preferential rate: [www.iata.org/publications](http://www.iata.org/publications)

COURSES
Strategic Partners may receive 55% discount on the first 2 seats per year to any IATA classroom course (subject to availability)
Strategic Partners may attend, at a reduced fee, IATA training courses: [www.iata.org/training](http://www.iata.org/training)
Recommended courses:
- Aviation System Block Upgrades Implementation
- Benchmarking & Best Practices: ANS Provider
- CAA Compliance with ICAO SARPS
- Civil Aviation Management
- Collaborative Decision Making & A-CDM
- CNS/ATM Planning Master Class
- Cost Reduction Strategies for ANS Provider
- Foundations of CNS/ATM
- Managing Aviation Policy and Regulation
- Management of Air Navigation Services
- Performance-Based Navigation (PBN) I
- Performance-Based Navigation (PBN) II
- Senior Civil Aviation Management
- System Wide Information Management
- Safety, Legal & Regulatory Aspects of UAS