Introduction
Overview of IATA Consulting Capabilities
Creating value for the air transport industry
ABOUT IATA

Founded in 1945
As the prime vehicle for inter-airline cooperation in promoting safe, reliable, secure and economical air services - for the benefit of the world's consumers.

Our mission
To represent, lead, and serve the airline industry.

Our vision
To be the force for value creation and innovation driving a safe, secure and profitable air transport industry that sustainably connects and enriches our world.

IATA in Numbers

270+ member airlines
83% of total air traffic
$387B processed by IATA financial systems
66 offices in 62 countries
1,400+ employees
Our objective is to help our clients

• Compete successfully in an increasingly volatile business climate
• Achieve sustainable performance standards and profitability through effective planning, development and implementation
• Operate in a safe and secure environment

We are committed to improving the air transport industry

• Simplify processes
• Increase passenger convenience
• Reduce costs
• Improve efficiency
• Meet environmental targets
• Sustain growth and profitability

IATA’s strategic activities include

• Contribute to airline financial health
• Encourage partnerships to increase the value of aviation
• Protect the interests of the air transport industry
The global air transport experts
We are trusted by multiple clients all over the world including airlines, airports, governments and aviation institutions.

500+ projects since 2006
250+ clients
80+ countries
70 years of presence in the aviation industry

We cover all fields of AVIATION

PRIVILEGED access to IATA databases & tools

UNIQUE ACCESS to industry experts & stakeholders

UNBIASED & NEUTRAL assessments based on best practices

GLOBAL PRESENCE LOCAL TOUCH
We are backed by a robust set of decision support tools

IATA BUSINESS INTELLIGENCE DATABASES AND TOOLS

IATA STANDARDS, MANUALS AND GUIDELINES

IATA REPORTS AND FORECASTS

OTHER INDUSTRY-LEADING TOOLS
IATA Consulting has comprehensive experience in the full array of business challenges facing the aviation sector. Serving the airline industry for over 70 years, IATA has developed unrivaled practical experience, which we bring forth to provide the best solutions to our clients.

With our depth and breadth of aviation industry experience, we assist clients maximize the value of their operating model, realize growth ambitions, and gain insights that translate into sustainable competitive advantages.

**AIRLINES**
Solutions to achieve real and lasting results in every aspect of airline commercial and operational management.

**AIRPORTS, PASSENGER & SECURITY**
Solutions to plan your airport efficiently to avoid costly mistakes and profit from untapped opportunities.

**GROUND HANDLING & CARGO**
Solutions to optimize your operations and improve your safety and security while reducing costs.

**SAFETY & CIVIL AVIATION**
Solutions for aviation organizations and airlines to improve safety, efficiency and air transport operations.

**ENVIRONMENT**
Solutions for governments and industry stakeholders to improve environmental sustainability in the aviation industry.

**ECONOMICS**
Solutions to support sound public policy and business decisions based on robust economic analysis of air transport markets.
Boost revenues and cut costs

Nobody understands the airline industry better than we do! Whether your airline needs are to increase revenues or rationalize costs, IATA Consulting provides strategic and tactical insights to help carriers overcome challenges and achieve sustainable success. Our wide range of solutions can provide results for you in many critical areas.

With unrivalled access to worldwide aviation intelligence data and an extensive network of global experts and partners, our teams develop custom solutions based on global industry best practices.

Selection of our clients

Selection of our projects

• WestJet
  Interline Assessment
• Alitalia
  Revenue Management Review
• Icelandair & Air India
  Fuel Efficiency Program Implementation
• Kuwait Airways
  Restructuring and Business Plan
• Air Calin
  Fleet Renewal Study
• Air Namibia
  Business Plan Development
• TravelSky
  Ancillary Revenue Study
• Finnair
  Premium Economy Study

STRATEGIC PLANNING
• Airline Performance Reviews
• Market Assessment and Forecasts
• Commercial Strategy
• New Distribution Capacity
• Network and Fleet Plan
• Crisis Management

REVENUE ENHANCEMENT
• Pricing and Revenue Management
• Ancillary Revenue Generation
• Interline Partnerships
• Sales Effectiveness
• Integration Business Intelligence

COST OPTIMIZATION & EFFICIENCY IMPROVEMENT
• Crew Management
• Passenger Handling and Ground Ops.
• Flight and Technical Operations
• Operational Efficiency
• Fuel Efficiency and Alternative Fuels
Smart solutions, expert advice

Building a new airport, enhancing security, adding new facilities or attracting new airlines are very big undertakings. Let IATA Consulting help make sure you get it right. We offer unequalled expertise and experience to help you plan efficiently, avoid costly mistakes and profit from untapped opportunities.

We have the deep expertise to provide real solutions to today’s complex airport issues. With our privileged access to market data, trends and practices, we’ll help deliver your project’s ROI.

Selection of our clients

Selection of our projects

- Hong Kong Intl. Airport
  Traffic Forecast
- Singapore Changi Intl. Airport
  Study on Impact of the Proposed High Speed Rail between SG and KL
- Narita Intl. Airport
  Fast Travel Implementation & Enhancement
- Tbilisi Intl. Airport
  Operations and Infrastructure Review
- Kansai Airports
  Privatization of Kansai Airports
- Doha Intl. Airport
  Capacity Assessment Study
- Amman Intl. Airport
  Terminal Level of Service Review

OUR SERVICES

AIRPORT DEVELOPMENT STUDIES
- Master Plan Review
- Functional Planning
- Capacity / Demand Study
- Level of Service (LoS) Assessment
- Facility Requirement Review
- CAPEX Review

AIRPORT OPERATIONS, PASSENGERS & SECURITY
- Airport Process Reengineering and Optimization
- Fast Travel
- Security assessments
- Threat & Risk Audit Matrix (TRAM)

TRAFFIC FORECAST & DEVELOPMENT
- Air Service Development
- Marketing Strategy
- Traffic Forecasting and Review
- Privatization
- Due Diligence
Get on path to safe operations

IATA Consulting has years of experience creating efficient, smooth and safe cargo and ground operations.

IATA Consulting will help you optimize safety and security, improve customer service, reduce costs, increase profitability, plan better and give employees the training they need.

We offer tailor-made solutions for all stakeholders in the supply chain.

Selection of our clients

Selection of our projects

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STRATEGY

• Market Analysis and Forecasting
• Air Service Development
• Business Planning
• Start-up Services
• Revenue Enhancement
• Ground Handling License
• Tender Procedures

MANAGEMENT & OPERATIONS

• Processes and Procedures Improvement
• Facility Optimization and Planning
• Cargo/Terminal Facility Planning
• Pharma handling (CEIV Pharma)
• Baggage
• Aircraft Turnaround Management

SAFETY & SECURITY

• Cargo Security and Ramp Safety
• Dangerous Goods
• Quality Assurance
• Regulatory Compliance
• ISAGO Preparation
• Risk Management
• Safety Management Systems (SMS)
Civil aviation safety

Safety has always been IATA’s number one priority. Our goal is to lead and drive the continuous improvement of civil aviation safety.

The IATA Consulting team assists airlines, ANSPs, airports, civil aviation authorities and other organizations by providing a wide range of expert advisory and technical assistance services to enhance the safety and efficiency of operations. We provide support in building capacities, developing and implementing policies, regulations, standards and procedures, strategies, and solutions to safety and operational problems.

Selection of our clients

Selection of our projects

CIVIL AVIATION

• Civil Aviation Restructuring and Capacity Enhancement
• Civil Aviation Master & Strategic Plans
• Implementation of Safety, Security and Economic Oversight Systems

AIR TRAFFIC MANAGEMENT & CNS

• Airspace Redesign and Capacity Optimization
• Implementation of Performance Based Navigation (PBN) Procedures
• Operation Approval of PBN procedures

SAFETY & OPERATIONS

• Airside Safety
• Analysis of Safety Data
• Fuel Efficiency Program
• Implementation of SMS
• State Safety Program Implementation
• Preparation for IOSA and ISSA Certification
Improve your environmental footprint

IATA Consulting can help governments and industry stakeholders develop and implement coherent environmental policies, standards and guidelines.

We assist clients in developing solutions to improve their environmental footprint by drawing from best global industry practices. Our experts will assist clients in identifying, prioritizing and focusing resources on adopting the right measures to achieve environmental performance targets in a cost-effective manner.

Selection of our clients

- LAN Peru
- Qatar Airways
- Government of Indonesia
- European Commission
- Air New Zealand
- Icelandair
- Authoridad Aeroportuaria de Guayaquil
- Aeroportos Segurança Aérea

Selection of our projects

- LAN Peru: Airport Noise Study
- Qatar Airways: Environmental Assessment
- Government of Indonesia: Action Plan: Aviation and Climate Change
- European Commission: Study of Use of Alternative Fuels and Energy in Aviation
- Air New Zealand: Sustainability Strategy Advisory Services
- Icelandair: Operational Efficiency Review
- Authoridad Aeroportuaria de Guayaquil: Airport Environmental Perf. Baseline Study
- Aeroportos Segurança Aérea: Environmental Strategic Plan

AIRLINES

- Environmental Audits / Assessments
- Environment Management System (EMS) Implementation
- IEnvA Assessments
- Fuel Management and Alternative Fuels

GOVERNMENTS & INDUSTRY STAKEHOLDERS

- Public Policy and Regulatory Framework Implications
- Noise and Emissions Management
- Regulatory Compliance
- Cost-benefit Analyses
- Technological, Operational and Infrastructure Improvements
Get on path to sustainable aviation

Air transport is a major catalyst for economic growth and prosperity. IATA Consulting provides robust economic analysis to support clients in making sound public policy and business decisions. Our economists have extensive expertise and unmatched access to comprehensive air transport data to conduct economic analysis of market trends, policy and regulatory issues and to produce air traffic forecasts.

In addition to being the leading source of industry analysis and intelligence, our economists have played active roles in developing a host of relevant aviation policies and regulation.

Selection of our clients

Selection of our projects

• Maldives Civil Aviation Authority
  Economic Regulatory Framework
• Kuwait Airways
  Economic Study as Part of the Preparation of the Airline’s Business Plan
• EuroControl
  Social Cost-Benefit Impact Study of Improved Air Traffic Management
• Kenya Tourism Board
  Air Transport Growth Strategy
• Air New Zealand
  Development of a Sustainability Strategy
• Africa (12 countries)
  Air Transport Connectivity Study
• UK Airports Commission
  Expert Advice on the Economic Benefits of Various Airport Capacity Options

OUR SERVICES

MARKET & FINANCIAL ANALYSIS
• Air transport market trends
• Passenger and cargo forecasts
• "What if" traffic simulations
• Pricing, revenue and profitability analysis

POLICY & REGULATORY ANALYSIS
• Value of aviation studies
• Regulatory impact studies
• Economic regulation

PROJECT & TRANSACTION APPRAISAL
• Cost-benefit analysis
• Economic impact studies
• Public-private partnerships
Knowledge transfer is our business

Complement our consulting services with industry-leading training programs.

Available in multiple platforms:

• Classroom
• In-company
• Self-study
• Virtual

www.iata.org/training
With offices in 62 countries and a network of industry experts in every part of the world, IATA is solidly established throughout the world in the aviation market.

Main offices

Geneva Executive Office
33, Route de l’Aéroport
P.O. Box 416
CH - 1215 Geneva 15 Airport
Switzerland
Tel: +41 22 770 2525
Fax: +41 22 798 3553

Montreal Head Office
800 Place Victoria
P.O. Box 113
Montréal, Québec H4Z 1M1
Canada
Tel.: +1 514 874 0202
Fax: +1 514 874 9632

Regional offices

Africa
Sandown Mews East Block
88 Stella Street
Sandton
Johannesburg 2146
South Africa

Asia-Pacific
TripleOne Somerset
111 Somerset Road
#14-05 Somerset Wing
Singapore 238164

China & North Asia
3rd Floor,
China Digital Harbor
No. 1 Wangjing North Road
Chaoyang District, Beijing
People’s Republic of China

Europe
Torre Europa
95 Paseo de Castellana
Madrid 28046
Spain

The Americas
703 Waterford Way
Suite 600
Miami, Florida 33126
United States of America

North America
1201 F Street N.W.
Suite 650
Washington, DC 20005
United States of America

Russia & CIS
Block 1
Paveletskaya Square
Moscow 115054
Russian Federation