

THALES



Thales' expertise and new Technologies


10th March 2021

Better Skies Together




Pablo FERNANDEZ IZQUIERDO

Business Development Manager for LATAM & Caribbean

 27 years of experience in different companies and sectors, dedicating the last 20 years to the aeronautical business in different roles. Actually Currently **Business Development Manager** for **Thales** - responsible to promote the Thales systems and services around LATAM & Caribbean.

Computer Engineer from Universidad Pontificia de Comillas (ICAI) and Executive MBA from ISNIB.

 27 años de experiencia en diferentes empresas y sectores, dedicando los últimos 20 años al negocio aeronáutico en diferentes roles. Actualmente es **Business Development Manager** de **Thales** - responsable de promover los sistemas y servicios de Thales en LATAM y Caribe.

Ingeniero Informático por la Universidad Pontificia de Comillas (ICAI) y Executive MBA por el ISNIB.



Office

Thales International

Tel: +507 302 7829

Business Park, Torre V Piso 6, Oficina 6F
Ave. La Rotonda, Costa del Este
PANAMÁ City, REP DE PANAMÁ

Contact

pablo.fernandez@thalesgroup.com

Thales Group global overview



Over **83,000**
employees 

68 
Countries
Global presence

1 bn € 
Self-funded R&D*

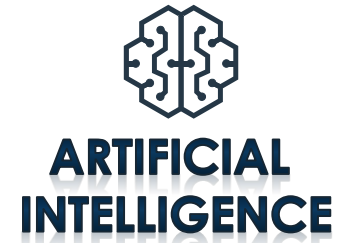
* Does not include externally financed R&D.

Sales in 2019 
19 bn €

OPEN

THALES

Thales Group, Key Digital Technologies



OPEN

THALES

Thales Group missions



Aerospace



Space



Digital Identity and Security



Defence and Security



Ground Transportation

Sensing
& data gathering



Data transmission
& storage



Data processing
& decision making

We help customers master decisive moments by providing
the right information at the right moment

Aerospace: Make flying safer, easier and more efficient



- Air traffic management (AMS)
- Training and simulation
- Nose-to-tail aircraft connectivity
- In-flight services

1bn passengers use **Thales in-flight** entertainment systems every day.

Over **160** Air Traffic Management control centres around the world are **equipped by Thales**.

Between them, they **cover** more than **40%** of global airspace.

60% of air traffic in **China**, is managed by **Thales solutions**.

2 out of 3 aircraft in the world **take off** and **land** using **Thales equipment**.

Training & simulation for **civil** and **military** helicopters and aircraft.



AMS - Trusted by 180 countries



This document may not be reproduced, modified, adapted, published, translated, in any way, in whole or in part or disclosed to a third party without the prior written consent of Thales - © Thales 2017 All rights reserved.



Our expertise in Cybersecurity



OPERATION AND CYBERSECURITY OF CRITICAL INFORMATION SYSTEMS FOR OVER **130** CUSTOMERS

HIGH-GRADE SECURITY PRODUCTS AND SOLUTIONS (CONFIDENTIAL OR TOP SECRET) FOR

50 INCL. NATO COUNTRIES

PROTECTION OF THE WORLD'S BANKING TRANSACTIONS **80%**

SECURITY FOR **19** OF THE **20** LARGEST BANKS

CYBERSECURITY FOR **9** OF THE TOP **10** INTERNET GIANTS

2,000 CYBERSECURITY SPECIALISTS

5 CYBERSECURITY OPERATIONS CENTRES



5 DATA CENTRES




amadeus



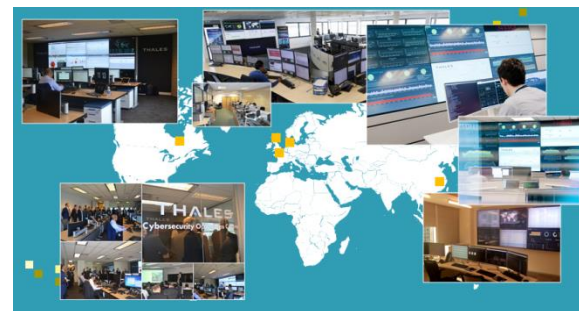
AIRFRANCE KLM



AIR CANADA



AIRCARAÏBES



OPEN

THALES

This document may not be reproduced, modified, adapted, published, translated, in any way, in whole or in part or disclosed to a third party without the prior written consent of Thales - © Thales 2017 All rights reserved.

Thales offices and factories in LATAM & Caribbean



This document may not be reproduced, modified, adapted, published, translated, in any way, in whole or in part or disclosed to a third party without the prior written consent of Thales - © Thales 2017. All rights reserved.



8 Sub-Regions



Mexico



Brazil



Central America & Caribbean



Bolivia



Colombia



Chile



Peru & Ecuador



Argentina, Paraguay & Uruguay



OPEN

THALES

AMS – Presence in LATAM & Caribbean



 **Mexico**
ATC, AIM, AMHS, Simulation, **ADS-B**, Radar, Tower, Nav aids

 **COCESNA**
Nav aids, AMHS, AIM, **ADS-B**

 **Panama**
ATC, AIM, AMHS, Nav aids

 **Colombia**
ATC, Radar, Nav aids

 **Ecuador**
AMHS, AIM, Radar, Nav aids

 **Haiti**
AMHS

 **Peru**
Nav aids

 **Chile**
ATC, AIM, AMHS, Radar, Nav aids

 **Bolivia**
ATC, Radar, AMHS, Nav aids

 **Sint Maarten**
ATC, Radar



 **Argentina**
Radar, Nav aids

 **Paraguay**
Nav aids


 **Bahamas**
Nav aids


 **Dominican Rep.**
ATC, Radar, Nav aids

 **Curacao**
Nav aids


 **Antigua & Barbados**
Nav aids

 **Saint Barthelemy**
ATC, **ADS-B**

 **Aruba**
ATC, Nav aids, AMHS, AIS, **WAM**, **ADS-B**

 **Jamaica**
ATC, Radar, Simu, AMHS, AIM

 **Venezuela**
Nav aids

 **Brazil**
Radar, Nav aids

 **Uruguay**
Radar, Nav aids

OPEN

THALES

AMS - Solutions respond to all air traffic management needs



AUTOMATION



Air Traffic Control Centers and towers

Air Traffic Flow and traffic sequencing

Integration of UAS

AIM

AMHS

NAVIGATION AIDS



Landing systems

- **ILS** - Instrument Landing System
- **DME** - Distance Measuring Equipment

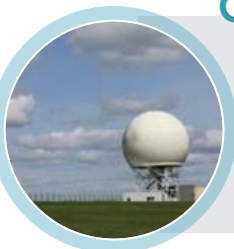
En route and approach systems

- **CVOR** - Conventional VOR
- **DVOR** - Doppler VOR
- **DME**
- **TACAN**

Mobile Nav aids

- **ILS**
- **TACAN**
- **DME**
- **CVOR**

GLOBAL SURVEILLANCE



- Radars L-Band
- Radars S-Band
- Radars Mode S

- **ADS-B / Automatic Dependent Surveillance Broadcast systems**

- **Airport Multilateration systems**
- **WAM Wide Area Multilateration systems**
- **Multi-Sensor Tracking**
- **Simulators**



Services

Support Services: 3 levels of services



3 DIFFERENT CUSTOMIZABLE LEVELS,

FROM THE TRADITIONAL APPROACH TO THE MOST COMPLETE CAPABILITY SUPPORT CONTRACT...

On demand support

- When you need us, where you need us
- No long-term contractual obligations
- Proactive and flexible support



Services Contract

- Tailored offer
- Contractual framework for the delivery of services
- Shorter delivery times for the services agreed
- Reduced risks and costs support of ownership
- No additional costs



Extended Services

- Agreed performance level
- Predictable budget
- Full life support
- Full maintenance support
- Support Prime contractorship



...TO COMPREHENSIVE MANAGED SERVICES

Deployment in the CAR/SAM Region



- ❑ Thales **continues to improve its AIDC implementation** in the TopSky-ATC product
- ❑ Thales is **ready to work closer with regulators**
- ❑ Thales creates **BETTER SKIES TOGETHER**

The first collaborative ATCO network, designed to discuss and share your views on the key issues facing tomorrow's ATM. **Together**, let's create the future for **better skies**. Create your account to join the community and share your ideas

**Better
Skies
Together**

OPEN

THALES

Next workshops and Webinars

thalesgroup.com

THALES
Building a future we can all trust

Webinars and Workshop

Pablo FERNÁNDEZ IZQUIERDO
Business Development Manager
for LATAM & Caribbean

pablo.fernandez@thalesgroup.com

Search: Thalesgroup



THALES

Launches

Better Skies Together

Empowering Controllers
for tomorrow's Air Traffic Management

Are you ready to build the future?

Air Traffic controllers making solutions
for increasingly complex airspaces

ATM made by controllers, for controllers

Pioneering a collaborative forum
to invent the future of ATM

Collaboration through every step

- Open discussions
- Share best practices
- Test future trends and systems
- Anticipate Innovation

Sky is the limit.
Let's discuss on bst.thalesgroup.com

THALES

**Better
Skies
Together**



**Thank you for your
attention**

Pablo FERNANDEZ IZQUIERDO

Business Development Manager

LATAM & Caribbean

pablo.fernandez@thalesgroup.com

