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**AGENDA ITEM 8: CAPACITY DEVELOPMENT AND
IMPLEMENTATION**

ICAO BUY

Presented by ICAO, Capacity Development and Implementation (CDI) Bureau

INFORMATION PAPER

SUMMARY

This Information Paper provides an overview of ICAO BUY, a streamlined procurement platform launched by ICAO to optimize the sourcing of aviation goods and services for Member States. The platform delivers cost-effective, high-quality, and SARPs-compliant solutions by leveraging global economies of scale and utilizing pre-negotiated Long-Term Agreements (LTAs) to significantly shorten procurement cycles.

ICAO BUY – COMPLETE AVIATION SOURCING SOLUTION ENABLING ECONOMIES OF SCALE

1. INTRODUCTION

1.1 Backed by decades of global procurement experience and substantial purchasing volumes of aviation goods and services, ICAO has achieved significant economies of scale, supporting the advancement of the Organization's Strategic Goals, including No Country Left Behind.

1.2 By passing these efficiencies directly to Member States, ICAO assists States in reducing their acquisition costs and procurement cycles as compared to independent procurement efforts.

1.3 Furthermore, procuring through ICAO has provided States with enhanced responsiveness from suppliers during both implementation and post-implementation phases, ultimately yielding superior financial and operational outcomes.

2. DISCUSSION

2.1 To further facilitate and enhance these benefits, ICAO has developed ICAO BUY, a streamlined sourcing platform designed to fast-track the purchase of aviation goods.

2.2 The platform offers an all-in-one procurement solution that is fully aligned with ICAO Standards and Recommended Practices (SARPs) and international regulatory frameworks. Cost-effective, high-quality outcomes are guaranteed through rigorous international competitive tendering in accordance with ICAO regulations.

2.2.1 Core operational efficiencies of the ICAO BUY platform include:

- **Vetted Supply Chain:** Suppliers are technically and financially pre-qualified to meet stringent ICAO standards.
- **Optimized Pricing:** States gain access to direct pricing from manufacturers and service providers, leveraging collective economies of scale.
- **Accelerated Timelines:** Non-exclusive Long-Term Agreements (LTAs) established in advance significantly reduce standard procurement cycle times.
- **Technical Support:** Integrated, rigorous ICAO Technical Support and Quality Assurance is provided throughout the manufacturing and delivery phases.

2.3 The platform undertook its initial soft launch during the ICAO 42nd Assembly in Q4 2025 in Montreal, Canada, focusing primarily on Aircraft Rescue and Firefighting (ARFF) solutions and Aviation Security (AVSEC) systems.

2.4 ICAO BUY successfully achieved full operational status at the Global Implementation Support Symposium (GISS) in April 2026 in Marrakech, Morocco, generating substantial interest from Member States.

2.5 The platform is live with all technical, legal, and administrative frameworks finalized. Member States can currently submit purchasing inquiries or place orders for solutions in its initial catalog including ARFF vehicles and associated accessories such as Personal Protective Equipment (PPE).

2.6 Pending the finalization of the competitive tendering processes and execution of respective LTAs, the platform is scheduled to expand its catalog to include AVSEC equipment and accessories. Additional solutions such as Weather Radars, and Mobile Towers are slated for rollout through the remainder of the triennium. Further potential products and services are continuously being

assessed based on States' needs and industry trends to further benefit the civil aviation community.

2.7 To drive State adoption and convert interest into active purchasing pipelines, the CDI Bureau is executing targeted marketing and business development campaigns throughout the third and fourth quarters of 2026.

2.8 Initial promotional outreach has successfully engaged key stakeholders at industry forums during the first half of 2026, including GISS, AFI Week, and CANSO Airspace World. Given that the ICAO BUY platform is new to both ICAO and the aviation industry at large, proactive outreach in these forums was identified as a key success factor in the strategic marketing plan to increase awareness and educate Member States on the benefits of the platform.

2.9 For additional information, please refer to the ICAO BUY section of the ICAO Store at <https://store.icao.int/en/icao-buy>.

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