

# Maximizing the Value of AMHS/ATN

End to End Aeronautical Communications  
Ubitech & Airtel ATN



# Cooperation Announcement

- **Ubitech & Airtel ATN: Delivering Value to our Customers**
- A joint undertaking to maximize value to customers through an industry-leading AMHS & ATN Router Solution with more future value...

# Ubitech Value

- **Global Leadership in ATS Messaging & Aeronautical Information Management**

- AFTN/AMHS Systems
- AIS/AIP/AIM Systems
- Aeronautical Billing System

- **Experience – 20/20 Vision**

- 20+ Years / 20+ Installations (“Ubi”-tech)
- Recent successes: **Thailand**, *Dominican Republic, Curacao, St. Maarten, Iraq, Kuwait, Turkmenistan, Botswana, Zambia*

- **Economics**

- Competitive Cost Model
- Financing Flexibility

# AIRTEL ATN VALUE

Jim Attley

Director, Business Development

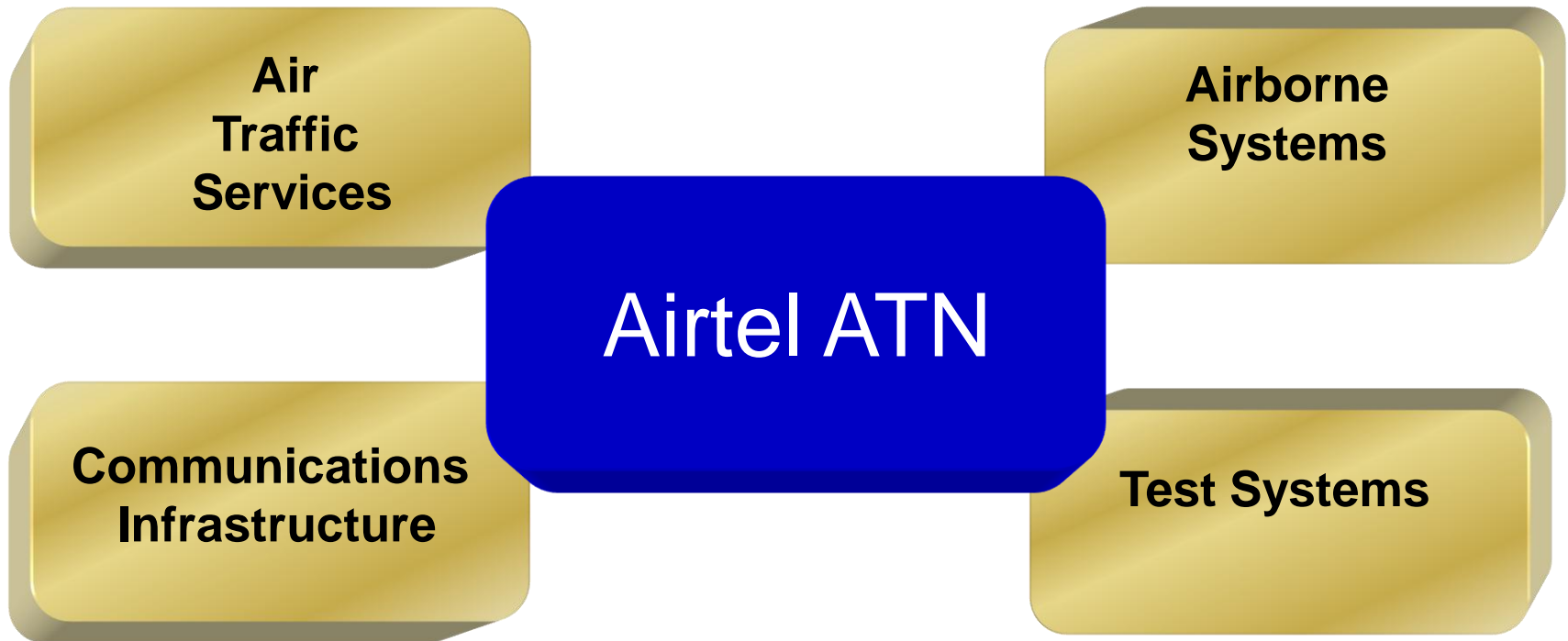


**AIRTEL**<sup>ATN</sup>

[www.airtel-atn.com](http://www.airtel-atn.com)

Airtel ATN is an Independent Supplier of Data Communications Solutions for the Aviation Industry.

We combine our engineering services with a range of technology to deliver ATN products and solutions tailored to our customers' requirements.



## **1992 - 1999 EURATN/ProATN Project**

### **1994 - 1998 EUROCONTROL ATIF Programme**

- Develops First ATN compliant systems (router and end-system)
- Vertel Develops airborne system for ATC Trails using BAC-111

### **1996 ATNSI- Reference Router Implementation**

- Under contract Vertel developed TP4 and IDRP to DO178 Level C
- Honeywell, Thales (Sextant), Allied Signal, Sofreavia.....

### **1998 - 2001 EUROCONTROL PETAL IIe Programme**

- Airtel provided ARINC ATN routers for VDL Network
- Airtel provided Rockwell Collins with ATN airborne router

## **2002 -Present EUROCONTROL LINK2000+ Test Facility Upgrade**

- **Provided Application Test Tools for Bretigny LINK-2000+ Test Facility**

## **2003 -2004 INDRA ATM**

- **Data Link Server Development for ATN System in Cape Verde (including CM/CPDLC/ADS-C)**
- **ATN Router to Support Air/Ground and Ground/Ground Communications for AMHS, CPLDC and ADS**

## **2009- Present NAV Portugal**

- **Lisboa FIR Dual ATN/FANS-1 Data Link Server in collaboration with INDRA**

## **2004- Present Rockwell Collins (US & France)**

- **Avionics Certified ATN Router for use on various CMUs**
- **Airbus ATSU (Air Traffic Services Unit) for A-31x/32x**
- **Airbus ACR (Avionics Communications Router) for A-350/380/400**

- Airborne, Air/Ground and Ground/Ground Routers Supported
- LINK 2000+ and ICAO SARPS Compliant
- Available on a variety of platforms such as LINUX, SUN, Lynx-OS, VxWorks and Propriety Operating Systems including ARINC-653
- Airborne Router Certified on AIRBUS, Boeing and other Aircraft
- Subnetworks Supported:
  - IP-SNDCF
  - X.25
  - VDL Mode-2
  - OSI LAN (CLNP, ES-IS, IS-IS)
- Air/Ground Router adaptable for various VDL Ground Stations
- Local and Remote Management and Monitoring Options for Ground Systems

- Well-deployed ATN code base (trials and operationally)
- World class ATN experience and expertise;
- Staff with significant ATN trials experience;
- Supporting ATN customers operationally since 1998;
- Ownership of Airtel and ProATN code base;
- Only supplier of operational airborne and ground routers.

# Value for ANSPs & CAAs

- **One ATN Router for G/G & A/G (& Airborne)**
  - Reduced cost of ownership
  - Reduced cost of installation/maintenance/training
  - Minimal Integration Costs and Compatibility Issues
- **Enhance interoperability**
  - Between your AMHS & your ATN Router
  - Between your ATN Router, Ground Station, & Aircraft
- **Seamless CNS/ATM Airspace and Airline Connectivity Planning**
  - 2012 all Aircraft in Europe must be equipped for ATN
  - Asian Airlines flying to Europe must be certified by their National Authority
- **Revenue Generation**
  - Certification Service for Airlines and OEM's – ATN Test Tools [Ramp Kit]

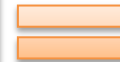
# Value Proposition



- **Global Leadership in ATS Messaging & Aeronautical Information Management**
  - AMHS/AFTN Systems
  - AIM/AIS/AIP Systems
  - Billing Systems
- **Experience – 20/20 Vision**
  - 20+ Years / 20+ Installations
  - Recent success
- **Economics**
  - Competitively priced
  - Financing is available



- **Market Leader in Ground & Airborne ATN Systems**
  - Ground-based ATN Router [G/G & A/G]
  - Airborne ATN Router
  - ATN Test Tools [Lab & Ramp Kit]
- **Experience**
  - Eurocontrol...
  - FAA...
  - Airbus...Boeing...
- **Value #3**
  - Sub-values...



- **Value for ANSPs & CAAs**
  - Buy one ATN Router for G/G & A/G
  - Guaranteed Interoperability
  - Seamless CNS/ATM Airspace and Airline Connectivity Planning
  - Revenue Generation
- **Value for Asia-based Airlines**
  - Datalink availability
  - Can operate in Europe
  - ....
- **Value #3**
  - Sub-values...

***Can your AMHS/ATN System do this?***

# Budget Cuts

## • Creativity & Flexibility

- Private financing
- Government Financing
- Creative Cost-Recovery Models
- Competitive Rates



# VALUE CONCLUSION

- **Maximize value:**

- AMHS & ATN as a package
- G/G & A/G & Airborne track record
- ATN Test Tools...what can they do for you?
- Maximize revenue with automated billing

- **Add Value for your customers too:**

- Grow your revenues...ATN Compliance and Testing Services
- Provide National data link Service

THANK YOU

QUESTIONS/DISCUSSION?