



ICAO

GLOBAL AVIATION TRAINING
TRAINAIR PLUS™

Pricing Policy for the Global Aviation Training Activities



PRICING POLICY FOR THE GLOBAL AVIATION TRAINING ACTIVITIES

1. INTRODUCTION

1.1 The Pricing Policy for the Global Aviation Training (GAT) activities complies with the ICAO Civil Aviation Training Policy and includes the pricing rationale, assumptions and fee structure. It also establishes a reserve fund and scholarship for trainees from States which in the context of capacity-building efforts within the *No Country Left Behind* initiative are endeavouring to either meet or maintain their Effective Implementation (EI) rates. Pricing for GAT activities is set by the Secretary General in accordance with this Policy, as well as relevant administrative procedures, and is included in reporting to the Council.

2. SCOPE OF ICAO TRAINING ACTIVITIES

2.1 The scope of ICAO training encompasses all aviation-related areas, focusing mainly on the development of courses in areas, such as Global Plans, Standards and Recommended Practices (SARPs), guidance material, global safety and air navigation issues, etc. ICAO training assists Member States, the aviation industry and aviation professionals with the implementation of these provisions.

3. PRICING RATIONALE

3.1 Based on its non-profit principle and the pricing mechanisms contained in the ICAO Civil Aviation Training Policy, pricing of training services and products are set to recover GAT staff costs, product development, and delivery costs.

3.2 Pricing of ICAO training products and services for trainees and training organizations from civil aviation regulatory bodies will be cost-based.

3.3 A reserve fund for GAT activities is established to ensure its continuity, cover contingencies or any potential upfront cost for course development, and support capacity-building of Member States through scholarships¹. The selection of beneficiaries will be conducted jointly between the ICAO Regional Offices and the GAT Office. The delivery of courses will be undertaken by the GAT Office or TRAINAIR PLUS Programme (TPP) Members. Pricing for ICAO training activities includes a provision for the reserve fund.

¹ The reserve fund is established in line with the relevant provisions set forth in paragraph 7.3 d) of *The ICAO Financial Regulations, Fifteenth Edition – 2014* (Doc 9515/15).



4. PRICING ASSUMPTIONS

4.1 The following assumptions are considered when determining prices for ICAO training products and services:

- a) **staff costs** of the GAT Office, including consultants;
- b) **programme support costs** for services received from the Regular Programme and the Technical Cooperation Bureau (TCB);
- c) **course development costs** are calculated over a four-year period, as this timeframe corresponds to the normal lifecycle of a course before a major update or new course is required;
- d) **delivery of courses** includes logistical expenses related to external instructors and the production of training materials; and
- e) **supplementary costs** for the development, maintenance, and enhancement of the TRAINAIR PLUS Electronic Management System (TPeMS) and other online systems, such as the Learning Management Systems (LMS) to host ICAO online courses, as well as the implementation of external surveys to States and TPP Members.

5. FEE STRUCTURE

5.1 The fee structure identifies the main sources of revenue for the GAT Office, as follows:

- a) **TPP assessment fees** are payments made by TRAINAIR PLUS Members for assessments and reassessments;
- b) **TPP annual membership and application fees** are payments made by TPP Members to cover costs of staff involved in TPP activities and general operating expenses. Any shortfall will be compensated through revenues generated by the delivery of courses while any unutilized revenue or surplus will be ring-fenced, in accordance with the ICAO Civil Aviation Training Policy;
- c) **course validation fees** cover payments for contracted qualified experts undertaking course validation services, such as an evaluation of course proposals and review of course content;
- d) **fees for the delivery of courses**, conducted by ICAO or TRAINAIR PLUS Members, are intended to cover the costs of course development and delivery, and any shortfall from TPP annual membership fees and contribution to the GAT reserve fund; and
- e) **consulting fees** are payments made by training organizations that are non-TPP Members to cover costs of providing services to support Member States requesting expertise to enhance their training capacities (i.e. conduct of assessments of training organizations outside the TRAINAIR PLUS framework, or a training needs assessments).

— END —