

NEFAB

north european functional airspace block

NEFAB ANSP Programme Business Plan 2016-2020

ANSCB meeting 12 October 2015

NEFAB ANSP Programme Business Plan 2016-2020

Introduction:

- ▲ 5 year business plan 2016 – 2020
- ▲ Strategic roadmap in the 5 year period
- ▲ Key focus:
 - ▲ SESII+
 - ▲ RP2 of Performance Scheme
 - ▲ Borealis FRA Programme
 - ▲ Arising competing market
 - ▲ Enhanced business angle



NEFAB ANSP Programme Business Plan 2016-2020

Objectives of business planning:

- ▲ **Build agreed roadmaps not unrealistic wish lists**
 - estimate capabilities
 - list concrete and agreed actions short-term (2016) and medium-term (2016-2020)

- ▲ **Identify deliverables that can prove the overall added value of a FAB**

Business Plan 2016-2020

How it was developed:

- ▲ **Map environment to understand impacts, restrictions and opportunities**
 - **FAB level (agreements, ANSP and State strategies, own initiatives)**
 - **outside world (EU rules, SES/SES II +, SESAR deployment)**
- ▲ **Derive inputs and concrete actions for Business Plans 2016-2020 and 2016 from the ANSPs Strategy WS in April 2016**
- ▲ **Review and update current strategic objectives and associated deliverables based on the outcome of the April Strategy WS**

Background and inputs

BP input based on mapping environment, identified trends, challenges and stakeholders expectations:

- ▲ SES II+: Single European Sky
- ▲ Performance targets and levels (RP2 and beyond)
- ▲ Challenges of the geopolitical situation
- ▲ Competitive trends impacting business
- ▲ Cooperation with the Network Manager and Deployment Manager
- ▲ Cooperation with states and NSAs within NEFAB
- ▲ Industrial partnerships

Inputs: trends and challenges (2)

- ▲ **SES II+:** Single European Sky demand for more integrated service provision and joint arrangements. FABs to be more flexible, industry led, and more focused on performance.
- ▲ **RP2:** Low cost and high efficient ANSPs in NEFAB are a strong outset for meeting requirements in RP2 and in the years beyond. However, it can be a difficult starting point for further cost-cutting requirements.
- ▲ **Geopolitics:** conflict zones in Europe and in vicinity of NEFAB may under certain circumstances have an impact on individual NEFAB ANSPs. This may raise further discussion of a NEFAB level approach for business continuity.

Inputs: trends and challenges (3)

- ▲ **Competition:** Competitive market in Europe is growing persistently and customers expect ANSPs to reduce service delivery costs
- ▲ **Network Manager:** NM is a support to daily business; Network Operations Plan and Network Strategy Plan supports NEFAB Target Concept 2020+;
- ▲ **Deployment Manager:** DM is an opportunity for seeking co-funding. NEFAB ANSPs participate at the DM Stakeholder Consultation Platform to discuss the Deployment Programme and interact with the DM;
- ▲ **Cooperation with states and NSAs in NEFAB:** Given the overlap of politics and business, a timely involvement of State stakeholders is crucial to the success of the NEFAB Programme activities;
- ▲ **Industrial partnerships:** Proper cooperative arrangements can help become more visible, improve performance, and get promoted in the external markets

Inputs: (Extract from) NEFAB State level Strategy

- ▲ **Strategic objective:** Continuous improvements in all target areas; i.e. cost-efficiency, safety, capacity, environment and military mission effectiveness
- ▲ **Enablers:**
 - a) harmonised/integrated support services,
 - b) shared services, common policies (safety, airspace, charging);
 - c) cross border arrangements (sectorisation, contingency);
 - d) FRA and enhanced and harmonised FUA;
 - e) harmonized processes (operational – rules and handbooks; publication, SMS, training);
 - f) harmonised/integrated systems;
 - g) joint specifications/procurement;
 - h) close cooperation with DK/SE, Iceland, UK/Ireland, Baltic FAB and Russia;
 - i) environmentally friendly operations (FRA, shorter/direct routes, optimum flight profiles)

Strategic areas and targets

- ▲ Strategic objectives are aligned within three target areas:
 - **Exploitation of business opportunities**
 - **Operational efficiency**
 - **Robust NEFAB structure**

- ▲ These areas consolidate areas identified by NEFAB ANSPs strategies + the expectations of the NEFAB state level strategy

- ▲ Each strategic area identifies the strategic rationale and strategic targets/goals

Strategic areas and targets

Strategic rationale for each area:

▲ **Exploitation of business opportunities**

Strategic rationale: Buying services/ selling know-how/ services would enable NEFAB ANSPs to become market players

▲ **Operational efficiency**

Strategic rationale: Developing operational efficiency together to be more efficient in the competing market

▲ **Robust NEFAB structure**

Strategic rationale: Better working arrangements and structures to achieve more results from the resources put into the FAB work

Strategic areas, targets and actions

TARGET AREA 1 : EXPLOITATION OF BUSINESS OPPORTUNITIES

1. TARGET CONCEPT 2020+

- Shared services/ Integration of services
- Markets and opportunities
- Internal business arrangements

2. INDUSTRIAL PARTNERSHIPS

- Seeking business opportunities and co-funding through partnerships on a larger scale e.g. Borealis Alliance

Strategic areas and targets

TARGET AREA 2: OPERATIONAL EFFICIENCY

1. INDUSTRIAL PARTNERSHIPS FOR IMPROVED NETWORK PERFORMANCE

- Multi FAB Free Route Airspace (Borealis Free Route Airspace Programme)

2. NEFAB TARGET CONCEPT 2015 (CONTINUING BEYOND 2015)

- Datalink Strategy and Concept; Airspace Management (ASM) improvements; ATM/CNS improvements

3. NEFAB TARGET CONCEPT 2020+

- Borealis FRA; Cross-border services; ASM/ATFCM Concept; Traffic synchronization Concept; VoIP; Remote Tower Concept; NEFAB Contingency Concept

4. COMPLIANCE WITH THE PERFORMANCE SCHEME

- Monitoring of RP2 developments and ANSP performance

Strategic areas and targets

TARGET AREA 3: ROBUST NEFAB STRUCTURE

1. NEW BUSINESS DEVELOPMENT STRUCTURES AND BUSINESS-ORIENTED DELIVERABLES

- NEFAB management structures to support new business arrangements

2. FAB WIDE INVESTMENT AND BUSINESS PROCESS AND PLANS

- Reflection of NEFAB BP to ANSPs' BPs (synchronization)

3. BUILDING/SUPPORTING NETWORK PERFORMANCE

- Close and interactive cooperation with NM to support ATM in NEFAB
- Close and interactive cooperation with DM

4. COMMUNICATIONS WITH OWNERS

- Continuous dialogue with the owners
- Interaction between the States and ANSPs

Annual Business Plan 2016

Annual business plan 2016 conveys the strategies in the BP2016 – 2020 into concrete activities.

Highlights:

- ▲ **Finalization and review of NEFAB Target Concept 2015** is a key activity, including the finalization of NEFRA programme Phase 1 with LFV and Naviair ensuring a seamless FRA connection between DK/SE FAB and NEFAB FRA volumes
- ▲ **Borealis FRA Programme;** NEFAB will contribute substantially to the programme connecting FRA volumes of 9 States (3 FABs and Iceland) seamlessly
- ▲ **Business Development Model;** revision of the structures and arrangements of the NEFAB Programme to establish a robust and sustainable business structure
- ▲ **Cross border operations;** build NEFAB concept based on ongoing developments to give operational and economical benefits for ANSPs and customers.

Thank you for the attention!

Tanel Rautits

CEO EANS and Chair NEFAB CEOB