



Developed by Airport Planners, for Airport Planners

# AVIATION NEWSLETTER

SPRING  
EDITION  
2020

*Spring is just around the corner in Sweden, a time of year where we usually meet with our aviation industry peers at expos and events around the globe. This spring is different, in many ways, but what will never change is our love for the aviation community. The support from clients, partners and suppliers in these uncertain times is amazing. To keep us all connected and inspired until we can meet again we'll be taking our activities online, so keep an eye out for our upcoming webinar and email series. First up is a Live Webinar covering our aircraft library, tune in on April 2nd to find out more. We hope you're all healthy and safe - take care!*

## Let's connect

**Using the airside aircraft movement module for AirTOP, London Gatwick has been able to assess and optimise its current airfield operations and test the impacts of future developments. Senior capacity analyst Johanna Leigh explains how the airport has used the tool to minimise delays by making the best use of its runways and taxiways.**

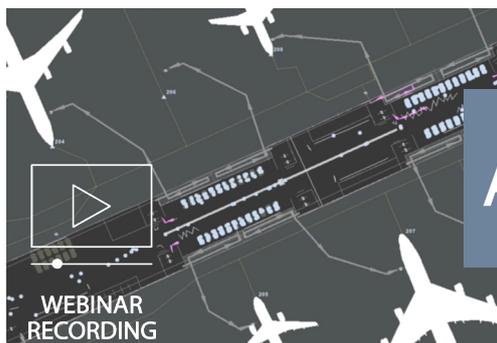
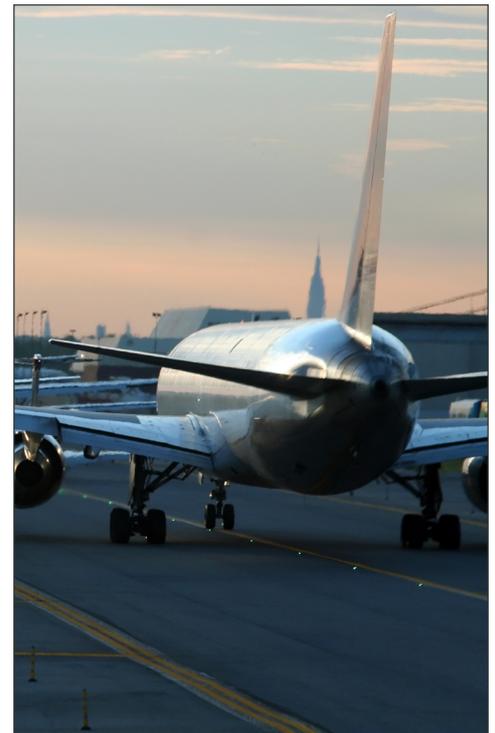


Airports connect everything, and, at the best of them, everything is connected. As complex as an airport might get, the Airtopsoft Airside aircraft movement simulation tool makes it possible to visualise and communicate all of it, from next week's optimal alternate taxi routes to next decade's terminal expansion plan. It allows airports to set it up to trial new operating concepts to better achieve key performance indicators (KPIs), without changing any infrastructure and model new infrastructure to see if it fits with their operating concept and KPIs.

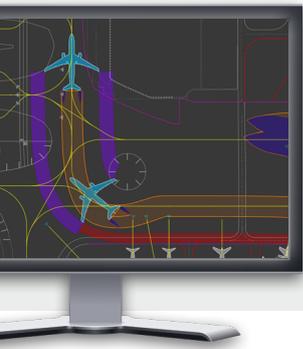
"Airtop's Airside aircraft modeling module has allowed us to simulate the impact of any variations to airfield operations. The result of the simulation allow us to make operational decisions," Leigh explains. This has helped optimize London Gatwick's operations. They have also used the tool to test future airfield developments to understand the benefits and drawbacks of those changes. The data provided by the simulation inform business decisions as to if, how and when developments take place.

The most impressive tool, in Leigh's opinion, is one that has proved especially valuable; the ability to simulate complex airfield operations using rule-based commands, while keeping usability reasonably simple. Also, the capability of editing the simulation through CSV files has also helped with ease of use and transferring information between models. Another useful tool is the wide range of outputs. The ease with which reports can be customised and processed is a major advantage of this software ✂

*Curious to find out more about how London Gatwick uses AirTOP? Read the full article [here!](#)*



View Recording



## A WORD FROM DEVELOPMENT

The next major release on the horizon is AviPLAN 3, scheduled for Q2. Our team is currently putting the finishing touches on the first beta version, which will be made available to external testers in March. Amongst other feature extensions and improvements, AviPLAN 3 will include an all-new Group Path command featuring conflict analysis and reporting functionality. Besides AviPLAN, work continues to enhance SkySAFE, ArcPORT, AirTOP and AirTOP WIZer with new versions of all products planned for 2020.

*James Renner, Product Manager, Aviation*

# Meet the Aviation Team

**Hamadi has been an account manager in our Rotterdam office for 4 years now. He obtained a Master's degree 30 years ago from the "Institut des Hautes Etudes Commerciales" in Carthage and has since held various marketing and management positions in several Tunisian companies in addition to multinationals like The Coca-Cola Company and BG Group.**

### What's your expertise?

Well, I'm not an expert! A friend of mine once said I was "a specialist in nothing, curious about everything", and that kind of describes me: I've had an eclectic career in various domains in diverse industries. This, I guess, allows me to better interact with stakeholders of different backgrounds and to grasp how a product best meets the needs of a customer. As a salesperson I put a lot of effort into understanding my client's activity and speaking their language (both in the figurative and the literal senses). I don't push the sale at any cost because I believe that Transoft's

relationships with its customers is a long-term partnership in which we only succeed when our users are happy. I believe that this win-win mentality and network development mindset are key in our line of business.

### What development do you see within the aviation industry?

There are so many factors to consider, technologies evolve so rapidly that it's hard to tell for sure. However, obviously, the industry has to play its part in the fight against global warming in a world where people travel more and more. I understand that in the foreseeable future short distance travel will be more often assigned to high-speed rail, while longer range flights will require less hub connections. Airports and airspace will nonetheless be increasingly crowded and all the segments of the industry will have to adapt to be more efficient and safer. As a leader in the aviation software sector we, Transoft Solutions, will be part of the solution with our ever-expanding software range, with the likes of AviPLAN, AirTOP and ArcPORT.



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### A tip for our software users?

Commercial off-the-shelf software offers the peace of mind of quality and stability for our users. But the purchase of a licence is only the beginning of our relationship: what comes next is continuous multiway communication between Transoft and the users, and between the users themselves. My advice is: Watch our webinars to make the most of our software, visit us at trade shows, participate in user days, and most of all tell us how we can serve you better, in terms of extra functionalities, new products or adapted services 🚀

LIVE WEBINAR | 2 APRIL

# Aircraft Data Viewer

AIRCRAFT SPECIFICATIONS AT YOUR FINGERTIPS

Register Here!



AVIPLAN

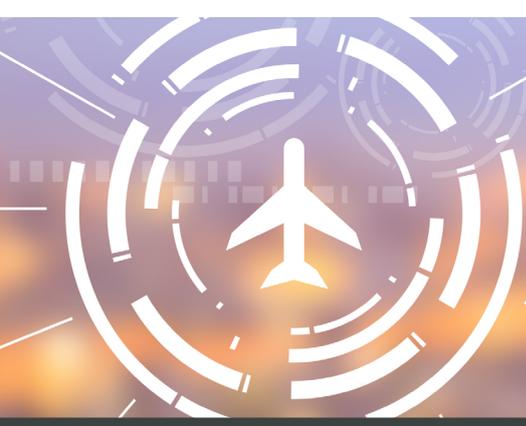
## AviPLAN™ Version 3.0

Coming  
Soon!

AviPLAN 3.0 is scheduled to arrive in Q2, and we're excited to be able to give you all a hint of what to expect in this new version.

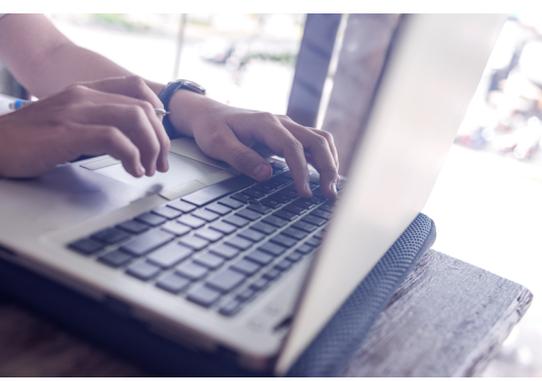
- **New - Group Path!** Path analysis with multiple airplanes, including conflict analysis
- **New - Stand!** MultiDock functionality to dock bridges to multiple doors
- **New - Session Manager!** Jet blast variants, e.g. single engine
- **New - Session Manager!** Clearance box shape variants
- **And much more!**

Would you like to know more about our external beta testing of AviPLAN 3.0? Reach out to us at [supportaviation@transoftsolutions.com](mailto:supportaviation@transoftsolutions.com)



## ONLINE TRAINING OPPORTUNITIES

Given the current outbreak of COVID-19, to ensure the safety of all staff and clients we have made the decision to postpone all of our planned training sessions this spring. We hope to be able to reschedule them this fall. Until then online training opportunities will be available for our entire range of products. Tailored sessions will be offered focused on a specific topic, command or module. The training curriculum will be set in collaboration with our experienced instructors to fit your organization's current needs.

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- Tailored, instructor-led online training
  - One-on-one trainings for your company
  - Two hour sessions, limited to four hours per day
  - Max five attendees per session
  - One company per session

Find out more!



# The IN FOCUS concept

Three years ago, we launched the IN FOCUS concept with the purpose of serving as a platform to educate and discuss a wide array of topics within the aviation industry. Thanks to the continuously shown interest by both audience and guest speakers, our IN FOCUS library have kept on growing and is continuing to do so. This March, we have expanded the library with two additional topics presented in our usual Live Webinar format. Check out the most recent additions below or explore all our previous webinars in our webinar library. [Click here to visit the IN FOCUS webinar library.](#)



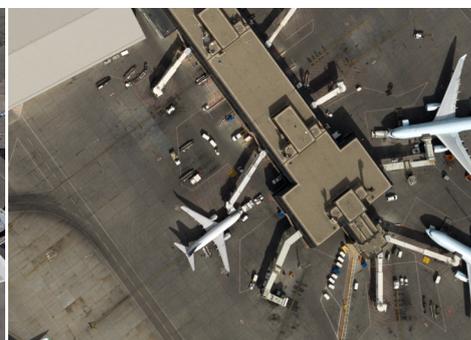
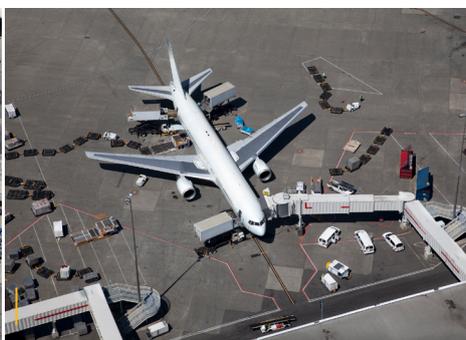
## IN FOCUS | The impact of CT Technology in security

This IN FOCUS webinar was held by Tomasz Migacz, Co-Founder & Director at EBEA Consulting. The implementation of CT technology is currently happening at airports around the world, which leads to several questions. What changes can be expected with regard to screening and passenger process times under the new technology? What will the impact be on overall passenger and tray throughputs? These are some of the questions which this webinar sought to provide answers to.



This webinar was held March 18, 9am CET and 5pm CET

[View Recording](#)



## IN FOCUS | Planning MARS stands

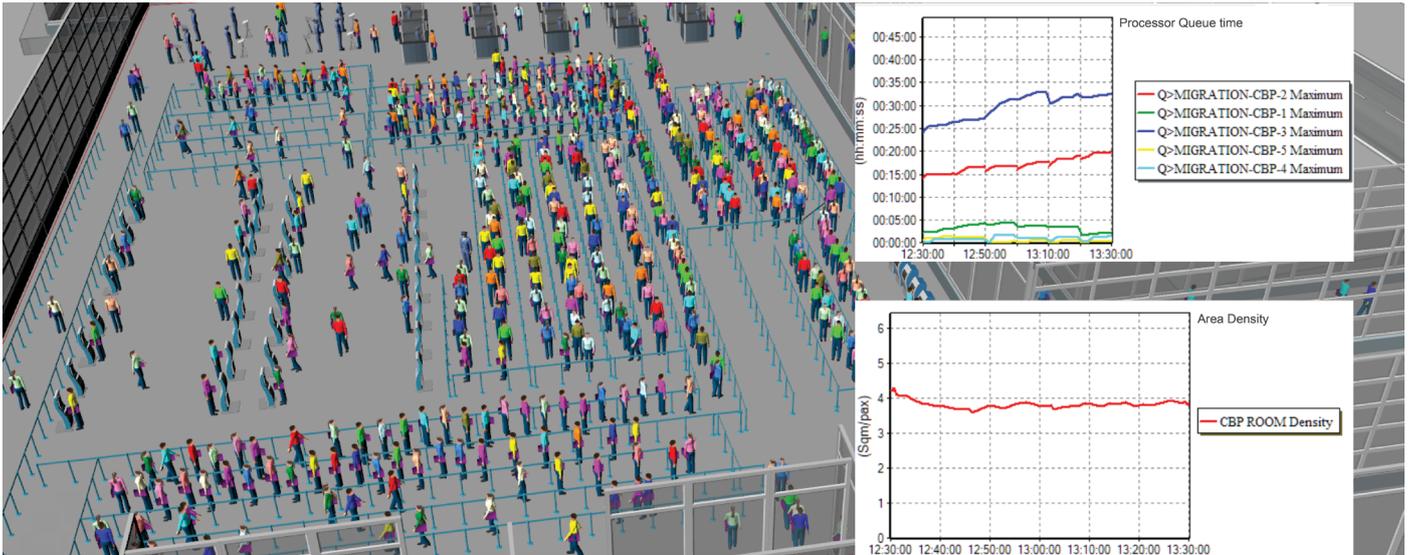
For this IN FOCUS webinar we are joined by Tonny Nooyens, Airport Designer and founder of Tonooy. Tonny discuss the different solutions for a MARS stand and its design issues. Which MARS layout suits the airport? Which apron system solutions fit the MARS stand design? How do you design a MARS stand? Find out in this webinar recording!



This webinar was held March 10, 9am CET and 5pm CET

[View Recording](#)

# Quantifying Satisfaction



Anyone who pays for a service expects satisfaction, but can satisfaction be quantified? Does satisfaction have the same meaning for everyone? What are the units of measurement?

In Airport operations and planning, the discussion is normally restricted to passengers' expectation through the concept of Level of Service (LoS). According to the IATA Airport Development Reference Manual (ADRM), LoS is a way to ensure that demand, processing rates and service quality are taken into consideration when defining airport service levels.

LoS deals with two variables: Space (in square meters per person) and waiting time (in minutes). One can try to use formulas to calculate the LoS, however there are so many variables that can affect the LoS in an airport system that simulation tools are recommended in order to make accurate assessment. ArcPORT Terminal, a comprehensive airport management and planning simulation tool from Transoft Solutions, is on such tool.

There is normally a trade-off between the LoS offered and the cost that it takes to

offer such a LoS. ArcPORT Terminal offers a platform to easily make sensitivity analyses so that changes to airport design and operations can be quickly tested and the impact of those changes analyzed before they are implemented in the real world ✈️



A large banner for a webinar recording. The background is a collage of 3D airport simulation images, including passengers at check-in counters, a modern airport terminal interior with a glass roof, and a woman in a pink shirt walking. A central dark red box contains the text: 'WEBINAR RECORDING', 'ArcPORT 2.3', and 'ENABLING INFORMED DECISIONS'. In the bottom left corner, there is a play button icon and the text 'WEBINAR RECORDING'. In the bottom right corner, there is a button that says 'View Recording'.

We are proud to announce that we have been awarded the

# ATM Award 2019

in the technology category!



We are proud to announce that at the end of last year Airtopsoft, a Transoft Solutions company, were declared as the winners of the Technology Category of ATM Awards 2019. The award was won together with DFS, for the development of WIZer ACC, which has been further developed into AirMagic – an operational decision support system.

## Official motivation by ATM Awards

“System solutions expert Airtopsoft and German air navigation service provider DFS came up with the idea of using fast-time simulation as a complexity tool in operations. Based on Airtopsoft’s fast-time simulator AirTOP (Air Traffic Optimizer), together they developed the What-If-Analyzer ACC (WIZer ACC), with DFS supporting its development through lending its operational knowledge. Subsequently, both enterprises have gone on to further develop the WIZer ACC into AirMagic.

AirMagic Essentially is an operational decision support system that delivers more efficient staff planning and allocation in area control centres (ACC). Fast-time simulation links staff planning with traffic forecasts to required capacity can be made available to meet traffic demand.

AirMagic is one of the first tools worldwide that uses fast-time simulation based on multiple operational live datastreams within a dynamic operational environment. By carrying out forecast and what-if analyses, the system gives supervisors and flow management planners a higher situational awareness of expected traffic demand.

The AirMagic fast-time simulator core delivers high forecast accuracy by considering multiple datastreams to generate 4D-trajectories for each expected planned flight moving through a predefined area of responsibility. The system works with the strategic information derived from Eurocontrol’s Network Manager and then generates an overall traffic forecast based on a variety of data including EFMS flight data messaging; real-time traffic based on available radar data; real-time military airspace requirements; ATC staff planning data; weather information; Airport CDM data including runway-in-use messages; ATFM regulations in addition to a detailed package of static data.

From the outset, DFS significantly influenced the functionalities and human-machine-interface (HMI) design of AirMagic whose implementation has been co-financed by the European Union.

Initial prototyping started in 2013 and test trials with more advanced capabilities were launched in the Munich ACC between 2015-2017. Since January 2019, AirMagic has been fully operational in the Munich ACC. It was introduced into the operational environment at Bremen ACC in autumn 2019 where it will be completely operational in early 2020. Implementation activities at Langen ACC have also started in 2019. Alongside these implementations, the partners say they are committed to continuously enhance AirMagic with further new functions.”

**airtopsoft**  
a Transoft Solutions company

[Read the full motivation from ATM Awards here](#)

[Read all about the award here](#)

# UPCOMING ACTIVITIES

	29-31 MAR 2020	<i>Cancelled</i> SOUTH EAST CHAPTER AAAE Annual Conference and Exposition	LITTLE ROCK USA	<a href="#">Learn More &gt;&gt;</a>
	2 APR 2020	PRODUCT PRESENTATION Live Webinar   Aircraft Data Viewer	GLOBAL Online	<a href="#">Learn More &gt;&gt;</a>
	APR 2020	IN FOCUS Live Webinar   SkySAFE	GLOBAL Online	<a href="#">Learn More &gt;&gt;</a>
	MAY 2020	PRODUCT PRESENTATION Live Webinar   AviPLAN 3.0 Release	GLOBAL Online	<a href="#">Learn More &gt;&gt;</a>
	11-15 MAY 2020	<i>On hold</i> AVIPLAN Public Training	BARCELONA Spain	<a href="#">Learn More &gt;&gt;</a>
	25-29 MAY 2020	<i>On hold</i> AVIPLAN Public Training	SINGAPORE Singapore	<a href="#">Learn More &gt;&gt;</a>
	MAY 2020	IN FOCUS Live Webinar   AirTOP Wizer	GLOBAL Online	<a href="#">Learn More &gt;&gt;</a>
	1-5 JUN 2020	<i>On hold</i> AVIPLAN Public Training	LAS VEGAS USA	<a href="#">Learn More &gt;&gt;</a>
	9-11 JUN 2020	<i>Cancelled</i> PASSENGER TERMINAL Exhibition	PARIS France	<a href="#">Learn More &gt;&gt;</a>
	10 JUN 2020	<i>Cancelled</i> MIX & MINGLE Passenger Terminal	PARIS France	<a href="#">Learn More &gt;&gt;</a>
	22-24 JUN 2020	AIRPORT SHOW Exhibition	DUBAI United Arab Emirates	<a href="#">Learn More &gt;&gt;</a>

## STAY ONLINE

we're bringing the content

Due to the outbreak of the coronavirus, many of the activities planned this spring has been either cancelled or postponed. This includes externally organized events such as tradeshow and conferences, but also events and happenings organized by ourselves, including AviPLAN Public Training sessions.

To combat this, we're expanding our online presence for this period. So keep your eyes open for upcoming webinar invitations and other initiatives, as we will do what we can to continue to offer engaging and educational content during these uncertain times.