



Developed by Airport Planners, for Airport Planners

AVIATION NEWSLETTER

WINTER
EDITION
2018

It's been an eventful fall and things are not slowing down before year end. We're just in the middle of the release of AviPLAN 2.2, if you missed the Live Launch Webinar you'll find a link to the recording in this newsletter. We've got part 2 of our most popular webinar to date coming up - Aircraft jet blast impact | Meeting the challenge! Sweden is freezing cold right now and we're preparing for Christmas celebrations, wherever you are in the world we wish you a Wonderful Season and a Happy New Year!

Empowering Aviation Planners

AviPLAN 2.2 is here – the latest version of our airside planning, design and operations software. This release includes the updated regulations of ICAO Annex 14, Amendment 14, applicable from November 8 and very relevant for the compliance check at airports around the world.

The recent AviPLAN 2.2 development project saw much of the focus placed on the continued improvement of existing functionality. The software's two main planning and design commands, Design Path and Design Stand, were both improved as part of this process, with the former profiting from pushback algorithm refinements, additional 'Turn on the spot' functionality for vehicle movements and swept path visualization improvements.

The latter, Design Stand, saw the introduction of improved methods for moving and aligning passenger boarding bridge rotundas, as well as the possibility to reposition multiple airplanes from one stop line to another.

The recently overhauled Design Fillet command also gained additional functionality in AviPLAN 2.2, with route rerouting and highlighting adding more flexibility and transparency to the design process. The same goes for AviPLAN's newest command, Service Editor, which now offers right-click context menus to help speed up the creation process. Airplane weight and vehicle towing capacity data is now available in the Object Selection Dialog, easing the process of creating tow tractor/airplane

combinations. Last, but not least, the Service Editor now offers right-click context menus to help speed up the creation process ✈️

[View Release Webinar >>](#)



IN FOCUS | LIVE WEBINAR

Aircraft jet blast impact part 2, meeting the challenge!



Join us as we welcome Bernard Goodworth, Senior Product Manager at Transoft Solutions, to guide us through our upcoming IN FOCUS webinar.

[Register Here >>](#)

"Innovation is an added boost to a company's success. If you produce something of value and have the right entrepreneurial skills backed by a well aligned corporate machine, you can achieve a significantly higher level of business success. Build an organizational culture around this innovative drive and you can sustain the business' success indefinitely."

Milton Carrasco, President and CEO, Transoft Solutions



The Transoft Solutions Story

Part 1/3

The world is full of clichés and the business world has its share of them. As the President and CEO of Transoft Solutions, I have no formal business experience and believe that a strict subscription to all the fads that emerge from the business community can be both distracting and an ill-fit for one's business. No one could know if I am right or wrong or whether Transoft Solutions could have been a more successful company than it is today. Given that less than 20% of companies survive beyond 25 years we are exceptionally proud of how we've performed to date. But even that comparative measure is not what we are about.



Before I carry on, let me put things into perspective with a bit of background. I was born in Uganda to parents of Indian origin. My father died when I was ten years old and I am the youngest of ten siblings and half siblings. We were at the poor end of the middle class - we owned no property and could barely afford a TV and an automobile. However, poverty is no barrier to intelligence, ranking amongst the top of my class throughout my education years. My early life was molded by the generosity and closeness of our family as well as the smarts and hard work of my mother and my siblings and I had the good fortune of a mentor in an older sibling. In 1972, we had to endure the wrath of Idi Amin, the Ugandan dictator, and the entire Asian population

was given 90 days to leave the country with nothing but the equivalent of USD \$5 cash and one suitcase of personal belongings.

Fast forward to my migration to Toronto, Canada (after studying Civil Engineering at Southampton University, UK), where I married my childhood sweetheart, Valerie. From 1975 to 1977 I struggled to find work in a recession affected Canada. It was one of the lowest periods of my life - joblessness or underemployment can play havoc on one's state of mind. After months of advice from friends, I moved out west to Calgary where I finally settled into my professional career and completed my master's degree. My years in Calgary were thoroughly enjoyable, caught up in career advancement, the building of our own family, and living the Canadian dream. I worked hard but enjoyed every moment of my career development. In 1990 I moved to Vancouver and was fortunate to put my master's thesis into practice on a project at my consulting company. This proof of concept proved to be the seed that was needed and so in 1991, my partner and I started Transoft with the launch of the AutoTURN® software - a software that simulates turning vehicles in a CAD environment. Little did I know that this software would be a 'disruptive' technology - and so it was in a rather significant way!

With just the three of us - my partner (full time), myself and my wife (both only working part-time), and a thermal fax machine that spewed purchase orders at a steady rate, we built a customer base that would be the envy of most. Before long AutoTURN® was adopted by thousands of users at virtually every US, Canadian and Australian government department of transportations as well as a vast spectrum of the consulting firms.

We hired our first employee in late 1994,



and then some four years later, geared up with a marketing team of three individuals and two technical staff in 1998/1999. By the year 2000, Transoft became a more formalized business with a single mission driving it forward - 'To build the world's most trusted, innovative, and easy-to-use transportation engineering software and provide outstanding service for our users'. A key factor in accomplishing this mission included an expansion of our product portfolio. To better serve the aviation market, that drive led to the development of GuidSIGN® and AutoTURN® for Aircraft, which was later significantly upgraded and rebranded as AeroTURN®. All of these were innovative products in their own rights and were quickly adopted by the engineering community. Throughout these growing early years, we ensured that our customer service was the very best in the industry by addressing every enquiry and support issue personally, promptly and courteously.

This is just part of our early story, in a series of short articles, I'll try to provide the highlights of the Transoft Solutions' story from our early days, through to our growth and expansion years, as well as our aspirations for the future. ✂

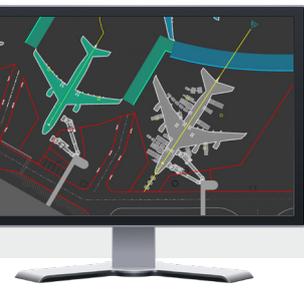
Thanks to our President and CEO, Milton Carrasco, for sharing the story behind Transoft Solutions with us in our Aviation Newsletter!

A Season of Giving

The holidays are coming and in this season of giving, we are proud to be a corporate supporter of Médecins Sans Frontières. MSF brings medical humanitarian assistance to victims of conflict, natural disasters, epidemics or healthcare exclusion around the globe.

Become a supporting company of MSF >>





A WORD FROM DEVELOPMENT

“With the release of AviPLAN 2.2 now behind us, we have set our sights on finalizing the next major release for the year, ArcPORT 2.2. Including a number of very exciting enhancements, this upgraded version will lift ArcPORT to a whole new level!”

James Renner, Product Manager



LIVE WEBINAR RELEASE of ARCPORT 2.2



Join us for the live launch
webinar for ArcPORT 2.2

[Register Here >>](#)

Meet the Aviation Team

Bernard Goodworth joined the airport industry in 1994 at Cologne/Bonn Airport in Germany. He began with the team for development and planning where he also coordinated all digital data during the construction of Cologne's Terminal 2. By 1996 he had also taken on the strategic development of aircraft movement areas and began using one of AviPLAN's predecessors PathPlanner. Bernard has been involved in the development and training in this type of software since 2003.

What's your expertise?

Although my primary interest is still with AviPLAN I am also quite experienced with SkySAFE and ArcPORT. Today I give training in the application of both AviPLAN and SkySAFE, I provide a lot of technical support to the sales team and give back-up to support. However, as Product Manager, my most important role is in the further development of our aviation products.

What development do you see within the aviation industry?

There is currently a clear trend towards common data sharing, cloud based, big data, whatever you want to call it and for easier recognition to make this information available in a common GIS environment. With our CAD based planning tools we generate a lot of data that usually dies once the planning has closed but can be very valuable for use in operations as well as adding value to other decision making tools, ACDM for example. We intend to develop synergies between our aviation products and share more of the resulting information with processes further down the line, in some cases real time processes.

A tip for our software users?

My tip for all AviPLAN users is to make sure that they update to the version 2.2 which has been released. The task tool Fillet Design has been further enhanced



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to make the design process more comprehensive and even faster. It will also then be compliant with the new ICAO Annex 14, Amendment 14, taxiway design standard. In 2019 we will be adding to the task tools in AviPLAN, we hope to introduce at least 2 new tasks ✂

**SAVE THE DATE!
MIX & MINGLE AT
PASSENGER TERMINAL**

**DATE 27 MARCH
LOCATION LONDON, UK
BOOTH 7023**



**Passenger
Terminal
EXPO 2019**

[Register Interest >>](#)

We would like to take this opportunity to invite you to our Mix & Mingle at the Passenger Terminal Expo in London. Join us for a drink and snack as we discuss industry trends, share our experiences and ideas on best practice.

We'll give you a bit of a glimpse to what's upcoming within Transoft Solutions' Aviation and there will be plenty of opportunities to ask your specific questions to our Aviation experts on location.

We hope to see you in London. Welcome!

Location: London, UK
Date: 27 March, 2019
Booth 7023 at Passenger Terminal

UPCOMING ACTIVITIES

	10-11 DEC 2018	AIRCRAFT JET BLAST PART 2 Live Webinar	GLOBAL Online	Learn More >>
	18-19 DEC 2018	ARCPORT 2.2 Live Webinar	GLOBAL Online	Learn More >>
	20-22 FEB 2019	AAAE/ACC DESIGN, Planning and Construction Symposium	DENVER USA	Learn More >>
	27 FEB-1 MAR 2019	INTER AIRPORT Conference and Exposition	SINGAPORE Asia	Learn More >>
	MAR 2019	SKYSAFE 1.2 Upcoming - Live Webinar	GLOBAL Online	Learn More >>
	12-14 MAR 2019	WORLD ATM CONGRESS Conference and Exposition	MADRID Spain	Learn More >>
	26-28 MAR 2019	PASSENGER TERMINAL Conference and Exposition	LONDON UK	Learn More >>
	26-28 MAR 2019	MIX & MINGLE AT PTE Meeting	LONDON UK	Learn More >>
	27-29 MAR 2019	NEC/AAAE AIRPORTS Conference and Exposition	HERSHEY USA	Learn More >>
	31 MAR-2 APR 2019	SE CHAPTER AAAE Conference and Exposition	MYRTLE BEACH USA	Learn More >>



Careers

our Customers, our Products and our People

If you are bright, creative, and resourceful, and you want to make a real difference rather than be just another 'cog on the wheel', check out the job listings and start your way to an exciting and rewarding career with a fast-growing company.

[Work with us >>](#)

A GLOBAL PRESENCE

Transoft Solutions is growing and new offices are continuously added to our already global presence. The most recent addition being the Airtopsoft office in Brussels, Belgium. With offices all over the world there's of course another benefit that comes with it, our

colleagues speak a number of different languages giving us the opportunity to offer our users support and training in their native tongue. We're proud to be able to say that our users are spread out in over a hundred countries on all continents. It's an amazing Aviation

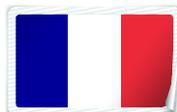
community that we hope to bring together in places such as the Aviation Forum, meet out on exhibitions, engage with in training sessions and share experiences with whenever we can. Contact us at infoAviation@transoft-solutions.com to learn more!



English



German



French



Spanish



Dutch



Chinese



Swedish