

# AVIATION NEWSLETTER

EDITION 1 | 2023



## IN THIS ISSUE

**3** Leadership changes at Transoft Solutions

**6** How to solve common airside design and operational issues

**9** New AirTOP feature articles

## FUTURE PERSPECTIVES



Welcome to the first edition of Transoft Solutions' Aviation Newsletter in 2023. It does not seem long ago that 2022 came to an end with a positive but cautious feeling for the year ahead. Global passenger traffic finished the year at **72% of 2019 levels**, that is a total of 6.5 billion passengers! However, inflation and fuel prices continue to pose challenges.

Key Asia Pacific markets have opened, most recently with China removing many travel restrictions, allowing for the resumption of domestic and international travel. Full recovery remains uncertain though, as many countries maintain flight restrictions to China and the war in Ukraine continues. Nonetheless, our industry groups: IATA, ACI and CANSO remain positive for the year ahead.

2023 started with some exciting leadership changes at Transoft Solutions, including my appointment as VP, Aviation, which you can read about on [page three](#).

We have been busy participating in a number of industry events around the globe, where it has been great to catch up with so many colleagues, friends, and partners. More on this on [page ten](#). We began participating in CANSO Working Groups on Digital Transformation and Air Traffic Flow Management/Airport – Collaborative Decision Making, as well as ACI North America's NextGen Working group focusing on Advanced Air Mobility.

Lastly, it was wonderful to see the return of an in-person AirTOP User Group Conference in March. The event was hosted by infrastructure design firm, HNTB, at its Empire State Building Office in New York and chaired by UK provider of air traffic control services, NATS. Our sincerest thanks to all those involved who made it such an enjoyable event, which you can read about on [page eleven](#).

We look forward to an equally exciting Q2. Please [reach out to me](#) and share your perspectives.

*Mark Rodrigues*  
Vice President, Aviation

## WORD FROM PRODUCT MANAGEMENT



The product teams had a busy first quarter of 2023, with AirTOP and AviPLAN upgrade and update release projects as the main highlights. As outlined on [page eight](#), significant enhancements were introduced to several AirTOP modules in January's version 4.0 upgrade release, including a new travelator feature in the Terminal module and new layout editing features in the Airside modules. Further examples of how our software is continuously being improved to enrich the user experience.

Early April's AviPLAN 4.0.2 update release, brought AutoCAD and Civil 3D 2024 compatibility as well as support for ICAO Annex 14 Volume 1, 9th Edition, Amendment 17. To learn more about how to apply AviPLAN to solve common airside design and operations challenges, be sure to register for the live webinar on May 4 - see [page six](#) for details.

*James Renner*  
Director, Aviation Operations



# TRANSOFT ANNOUNCES LEADERSHIP CHANGES

At the start of the year, Transoft Solutions announced key organizational changes within their leadership team. Daniel Shihundu was promoted to Chief Executive Officer (CEO) and will be responsible for providing leadership, guidance and mentorship throughout the organization. Milton Carrasco stepped back after over three decades as CEO into the position of Chairperson of the Board.

“

*I have every confidence that Daniel will be successful in carrying the torch as Transoft's CEO and ensuring the company's continued growth and success, given his years of embracing the Transoft culture, his sound leadership and methodical approach. I look forward to seeing Transoft continue to evolve and grow under his leadership.*

Milton Carrasco  
Chairperson of the Board

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Peter McIntyre has been promoted from Senior Vice President, APAC to Executive Vice President, Sales & Marketing and will now oversee Corporate and Digital Marketing, as well as the Regional Sales & Marketing teams. Mr. McIntyre joined Transoft in 2006, and is an accomplished leader and industry veteran with nearly 20 years of sales, marketing and operations experience in software.

Ben van Leest has been promoted from Senior Vice President, Aviation to Executive Vice President, Business Units, overseeing all three business units, Aviation, Civil & Transportation, and Traffic Safety. Mr. van Leest joined Transoft Solutions when Simtra was acquired in 2014 and has led key acquisitions and the development of Transoft's Aviation software offerings.

“These important organizational changes will result in better collaboration and greater accountability for decisions within the company. Together, we will keep moving forward with sustainable growth that benefits stakeholders and the regions in which we operate “ said Mr. Daniel Shihundu, CEO of Transoft Solutions.

With Ben van Leest moving to his role of Executive Vice President, Business Units, Mark Rodrigues and James Renner have both been promoted to helm Transoft's Aviation business unit.

As Vice-President, Aviation, Mark Rodrigues will be responsible for the strategic direction and business development of the Aviation business unit.

James Renner, who has been promoted to Director, Aviation Operations, will oversee the Aviation business unit product technical and marketing teams, as well as continue to improve internal operational processes and support Mark with strategic activities.

“These are exciting changes for Transoft and in particular, the Aviation Business Unit,” said Mr. van Leest. “With the vast experience and skills that Mark and James offer, they make an excellent team. I have every confidence that they will be instrumental in helping Transoft to achieve its mission and in continuing to provide outstanding services for our users.”

For more information about Transoft's product suite, visit [transoftsolutions.com](https://transoftsolutions.com)

Daniel Shihundu, Chief Executive Officer  
Milton Carrasco, Chairperson of the Board



# WELCOME ANEXEA INTO THE TRANSOFT FAMILY

## Transoft Solutions Acquires Anexea to Strengthen Spain and Latin America Aviation Operations

In January Transoft Solutions announced the acquisition of Anexea, a privately-owned company located in Madrid, Spain.

Anexea has been a Transoft valued reseller partner since 2020, focusing on the Spanish-speaking European and Latin American aviation markets. Anexea CEO, Javier Navacerrada Moreno, and aeronautical product expert, Tania Carrera Sampedro, will transition to their respective business development and product management roles at Transoft. Moving forward, Anexea will operate as Transoft Solutions (Spain) S.L.

“We are delighted to welcome Anexea into the Transoft family,” said Alexander Brozek, Transoft’s Senior Vice President, EMEA. “With both Javier and Tania’s expertise in aeronautical engineering and demonstrated success as a reseller partner, they have a solid knowledge of Transoft’s aviation suite of products and will be instrumental in propelling our business development efforts in Spanish-speaking markets worldwide.”

“We are very excited to officially become a part of Transoft,” said Javier Navacerrada Moreno, “I strongly believe this acquisition will enable Transoft to more effectively strengthen its market position in the aviation sector and enable the delivery of higher-value software and services to our airport and airspace clients.”

Aviation professionals around the world depend on Transoft’s state-of-the-art software to optimize safe and efficient airport and airspace operations, and the acquisition of Anexea provides Transoft and its clients with valuable in-house aviation expertise.

If you would like to know more about our aviation products for Spanish-speaking markets, please reach out to Javier Navacerrada Moreno on:

[javier.moreno@transoftsolutions.com](mailto:javier.moreno@transoftsolutions.com)

## MEET THE NEW MADRID OFFICE TEAM



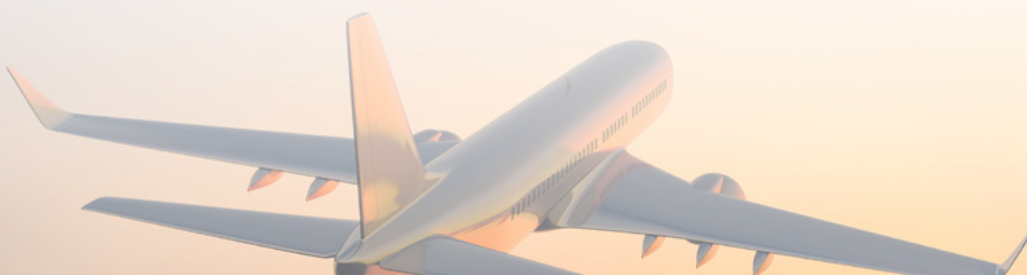
### Javier Navacerrada Moreno

*Business Development Manager  
Madrid*

### Tania Carrera Sampedro

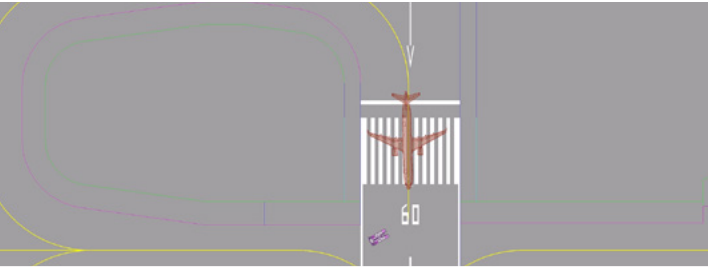
*Product Manager  
Madrid*

[Learn more about Tania on page 12](#)



# GET UP TO DATE WITH AVIPLAN

Transoft's airside design and operations tool, AviPLAN brings several new and improved features in the 4.0 version release. Check out the new features below or watch the [on-demand webinar](#) to discover what you can achieve with AviPLAN software.



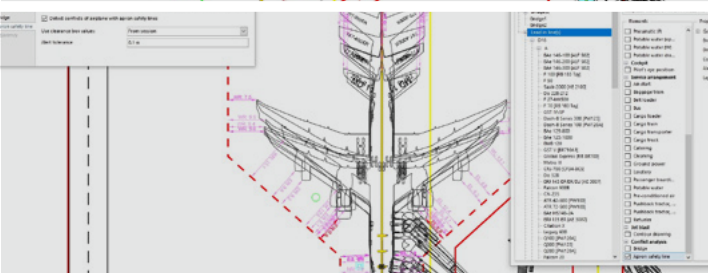
## TAXIBOT PATH SIMULATION

AviPLAN allows users to now more accurately model pushback operations and procedures performed by this newer type of airplane mover.



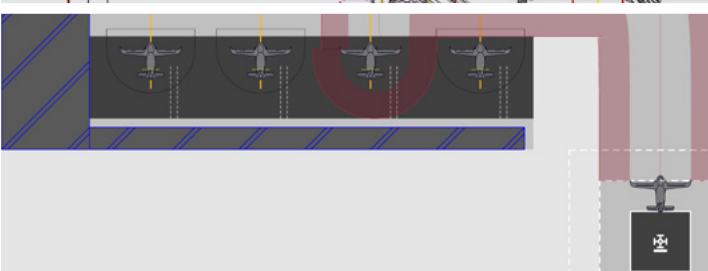
## STAND LEAD-IN LINES ROTATION

With the new rotation option users can achieve flexible movement and rotation of stand lead-in lines around a user-defined point or origin.



## CONFLICT ANALYSIS EXPANSION

Refined and expanded conflict analysis, with apron safety line detection and reporting functionality, makes it simpler to check regulation compliance at the stand and report to authorities.



## VTOL AIRCRAFT ADDED

VTOL (Vertical Take-Off and Landing) aircraft are available in the AviPLAN aircraft library to help simulate and design vertiports that are compliant with the preliminary EASA and FAA guidelines on vertiport design.

**VIEW NEW FEATURES IN THE ON-DEMAND WEBINAR**

**ARE YOU AN AVIPLAN USER AND WOULD LIKE TO LEVEL UP YOUR SOFTWARE SKILLS?**

**CHECK OUT THE UPCOMING IN-PERSON AND ONLINE TRAINING ON [PAGE SEVEN](#)**

# NEW LIVE WEBINAR

## HOW TO SOLVE COMMON AIRSIDE DESIGN AND OPERATIONAL ISSUES | MAY 4

**SIGN UP FOR THE LIVE WEBINAR**

Join the new live Transoft Solutions webinar and see how to solve common challenges when planning and operating an airport's apron, taxiway, or runway. Using AviPLAN software, Transoft's Senior Product Managers [Bernard Goodworth](#) and [Michael Frost](#) will guide you through four airside planning, design, and operational examples, demonstrating frequent issues faced and how to overcome them to achieve the best results.

The four areas of application that the webinar will focus on include:

### DESIGN

AviPLAN can be applied to any number of airside design scenarios. See how the software's various commands help you discover and resolve expected problems in your designs, allowing for a smooth transition into initial operations.

### COMPLIANCE

Discover how to save time on compliance issues with AviPLAN's analysis tool. Hear how the results of using the software's Group Path command provides vital information to resolve compliance issues.

### OPERATIONS

Learn how to solve stand allocation issues, not only when designing new parking arrangements, but when also modeling existing infrastructure. See how AviPLAN helps airports analyze the effects of ongoing and unforeseen operational changes.

### PRESENTATION

Watch how AviPLAN's video presentation capabilities bring the process description and technical drawings to life in a short concise video. Making it easier and safer, for all those involved in operating an aircraft turnaround, to understand.



## SESSIONS TO JOIN ON MAY 4

To accommodate different time zones the webinar is offered over three sessions. Visit the [registration page](#) and sign-up for the session that suits your schedule best.

### SESSION 1 APAC

8.30 am IST | 11 am CST | 1 pm AEST

### SESSION 2 EMEA

10 am BST | 11 am CEST | 1 pm GST

### SESSION 3 AMERICAS

11 am PDT | 2 pm EDT

# AVIPLAN PUBLIC TRAINING 2023

Transoft Solutions is pleased to be offering both classroom-based and online public training courses for its airside design and planning software, AviPLAN, this year. Whether you're a novice or an experienced user, our training options provide a convenient way to get the most from your aviation software investment. Take a look at the upcoming courses below and level up your AviPLAN skills.

## ONLINE TRAINING COURSES

If you want to improve or refresh your AviPLAN skills, choose between one or all of our AviPLAN Essentials online courses. All online courses are led by an experienced Transoft Solutions Product Manager, who will guide you through important AviPLAN features and proper usage to help you get the most out of your software. Visit our [website](#) for further details and prices.

### UPCOMING AVIPLAN ESSENTIALS COURSES

#### Contact and Remote Stand Planning

**Date** May 9-10 (1 pm - 3 pm AEST)

**REGISTER NOW**

#### Aircraft Path Simulation and Parking

**Date** May 23-24 (10am-12pm CEST)

**REGISTER NOW**

#### Taxiway Design and Analysis

**Date** June 29-30 (1 pm - 3 pm AEST)

**EMAIL US FOR MORE INFORMATION**

#### Contact and Remote Stand Planning

**Date** September 13-14 (10am-12pm CEST)

**VISIT WEBSITE FOR MORE INFORMATION**

## IN-PERSON TRAINING COURSES



### Join a classroom-based training session coming up later this year

AviPLAN Essentials | Fundamentals of Airside Planning and Design

**Sydney | September 2023**

**Chicago | Q3 2023**

If you would like further information about these courses or to book your place, please email us as [infoaviation@transoftsolutions.com](mailto:infoaviation@transoftsolutions.com)

# NEW AND IMPROVED AIRTOP FEATURES

Earlier this year, Transoft Solutions released version 4.0 of AirTOP, the airport and airspace fast-time simulation software. This version came with a number of exciting new features, as well as updates to existing functionality, in all of the AirTOP modules. Read on to learn more about what's new and improved in the AirTOP software.



## **AirTOP Terminal**

A new travelator feature added to the Terminal module can be used to model the behavior of passengers as they move through the airport using moving walkways. Other improvements now make it easier to realistically mimic how passengers use elevators and new input parameters and reports provide better results for analyzing check-in allocation.



## **AirTOP Airside Aircraft and Vehicle**

A new editing feature in the AirTOP Airside modules now allows users to edit airport layouts faster. To simplify project merging, the improved Aircraft Lock function has been split into two separate functions, Parking Position Lock and Taxiway Lock. It allows users to lock specific parking positions or taxiways in place to prevent them from being accidentally moved or changed during the editing process.



## **AirTOP TMA/TRACON, En Route & Flow Management**

A new generic Waypoint importer now enables users to import a wider variety of data quickly, improving the efficiency and flexibility of the software. Updated main importers, including the AIXM (ECTL and FAA), KML and Trajectory, ease modeling tasks, and further optimizations, to all AirTOP airspace simulations, significantly reduce the duration time.

# AIRTOP RUNWAY CAPACITY ANALYZER NOW OPERABLE AS A STAND-ALONE MODULE



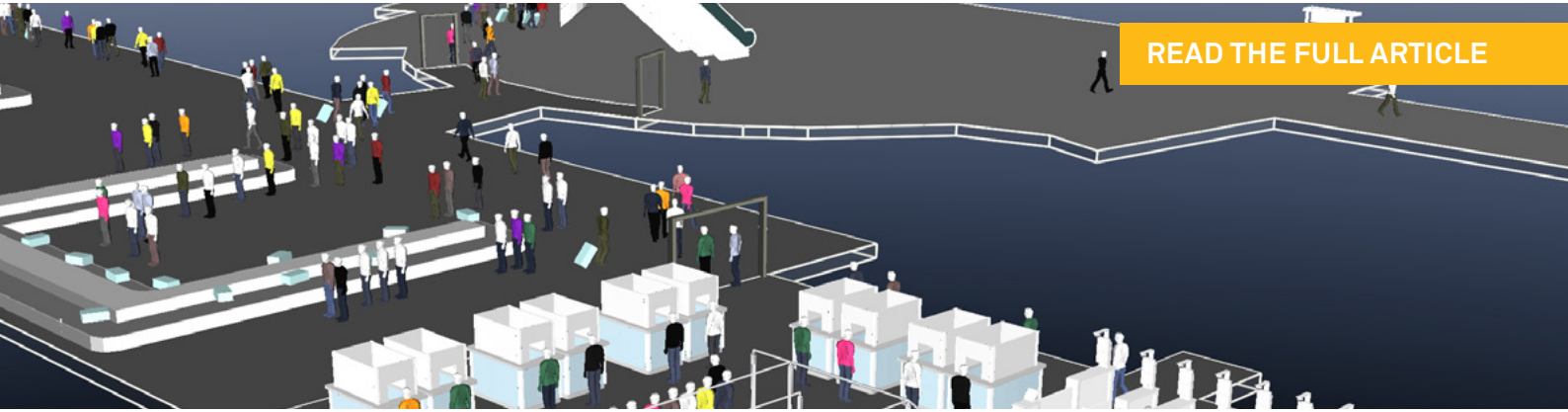
Whether considering the construction of a new runway, assessing current runway performance, or determining the potential for adding flights to existing runways, AirTOP Runway Capacity Analyzer helps you evaluate runway capacity and optimize flight sequences. Now available as a stand-alone module, Runway Capacity Analyzer has undergone several improvements in version 4.0, resulting in a more user-friendly interface and enhanced workflow. The improvements also offer even more accurate runway capacity calculations and the ability to quickly analyze multiple scenarios.

**SEE ALL THESE FEATURES AND UPDATES IN  
THE ON-DEMAND RELEASE WEBINAR**

**WATCH NOW**



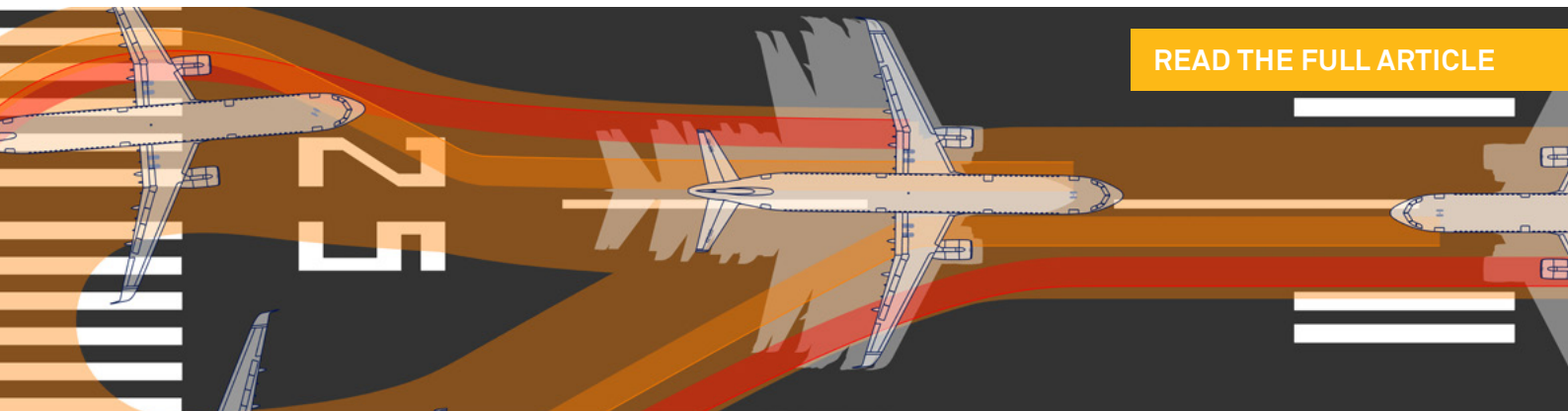
# NEW ARTICLES ON AIRTOP'S CAPABILITIES



## Adapting to new passenger processing requirements

Adapting to new security protocols is never easy – for passengers let alone the airports that serve them. Yet that's exactly what operators across Europe are facing with the EU's new Entry/Exit System (EES), due to go live at the end of this year. Felix Appler from Hamburg Airport and Transoft's Product Manager [Miguel Bono Tur](#) spoke to Future Airport about how these new regulations will impact immigration procedures at airports – and why robust simulation tools, like AirTOP Terminal, can be useful in ensuring shorter waiting times.

[Read the full article](#) (on page 42) for more on the new regulations and how AirTOP Terminal can be used to test scenarios and conduct what-if analyses in the passenger terminal.



## Improving runway design and capacity and minimizing congestion

With air traffic on the rise, understanding movements on the airfield and planning enhancements to improve infrastructure is integral to optimizing efficiency and futureproofing airports.

In the article (page 30) on Airfield Operations, [read how](#) Transoft's AirTOP software can be used to monitor, assess and improve runway, taxiway, and apron operations by replicating an airport's physical and procedural characteristics.

If you would like to know more about AirTOP's fast-time simulation capabilities visit the [Transoft website](#).

# PRODUCT RELEASES

Are you a Transoft Solutions software user? Make sure you have the latest version by downloading it from the My Transoft Portal.



Download AviPLAN 4.0.2 from the My Transoft Portal



Download AirTOP 4.0.1 from the My Transoft Portal

# EVENTS ROUND-UP



Inter Airport Southeast Asia in Marina Bay Sands, Singapore



AAAE/ACC Airport Planning, Design and Construction Symposium in Anaheim, California.

This March, Wesley Stevens, Regional Sales Manager APAC, and Mark Rodrigues, Vice President Aviation, hosted our booth at Inter Airport South East Asia Conference and Exhibition, in Singapore. The event was well attended with strong representation from the Asia Pacific region. Mark also presented our products as a 'Journey through the airport' in a live session in the Innovation Theatre.

The Transoft Solutions team also enjoyed connecting with aviation partners at the AAAE/ACC Airport Planning, Design and Construction Symposium in Anaheim, California. Thanks to all who dropped by our booth to say hello to Michael Frost and Patrick Sutherland.

The Transoft Solutions Aviation team was pleased to meet up with industry peers at

Airspace World in Geneva. It was a very busy three days, in which Product Managers Pier Carlo Ferraris and Tania Carrera Sampedro provided software demos of AirTOP Airspace modules and WIZer - the What-If Analyzer. They were supported by Andrew Taylor, Director of Sales, Ben van Leest, Executive Vice President and Mark Rodrigues, Vice President Aviation.

A highlight for us was the presentation by Bulgarian Air Traffic Services Authority, BULATSA, who showcased its air traffic complexity tool (WIZer). Another highlight was the signing of a Memorandum of Understanding between CANSO and Airports Council International to transform the airport/air navigation service provider relationship. We look forward to welcoming you at next year's event which will also be held in Geneva.

# AIRTOP USER GROUP CONFERENCE 2023



AirTOP users recently gathered for a conference at the Empire State Building in New York. The conference was organized by HNTB and chaired by Stephen Abbott, Senior Analyst, NATS.

The conference attendees listened to several really interesting use cases, covering various topics such as pushback procedures, airport modeling challenges, and air traffic management. The use cases were presented by some of Transoft Solutions' key clients, who shared their experiences of using the software to streamline their operations and achieve significant cost savings.

In addition to the use cases, attendees learned about the latest features of AirTOP software and

what is planned for 2024. The new features include enhanced predictive analytics capabilities and improved integration with other aviation systems.

The conference attendees also enjoyed a visit to John F. Kennedy International Airport (JFK), where they were given a behind-the-scenes tour of the airport operations. Visiting the airside of all the terminals, they were shown the enhancements planned at the airport over the next few years to increase efficiency and aircraft flow, and to ultimately achieve higher capacity. The JFK team also highlighted constraints they currently face, as well as modifications made over the years to set JFK apart from other airports.

IF YOU WOULD LIKE TO KNOW MORE ABOUT UPCOMING AIRTOP FEATURES,  
PLEASE GET IN TOUCH WITH TRANSOFT SOLUTIONS

## From a Product Manager's perspective



What a way to hold the first in-person AirTOP User Group Conference since before the pandemic, on the 62nd floor of the Empire State Building in New York! The Transoft Solutions' Product Management team was thrilled to see many new faces in attendance, as the user base has grown during the years of online-only events. Transoft showcased the enhancements made in AirTOP version 4.0 and discussed the product roadmap, addressing several enhancement requests from users. A dinner hosted by Transoft marked the occasion, while hosts, HNTB, collaborated with the Port Authority of New York and New Jersey to organize a guided tour of JFK Airport's airside. We looking forward to connecting again at the next conference.

*Gustavo Mercado  
Senior Product Manager, Aviation*

## MEET THE AVIATION TEAM



### Tania Carrera Sampedro

Product Manager  
Madrid

CONNECT ON  
**LINKEDIN**

*Before joining Transoft Solutions Tania worked as an R&D aerospace engineer in Spain and then in France, where she took part in European and International projects like SESAR to help make aviation safer and more efficient. After this Tania moved to Anexea as an aviation consultant where she supported Spanish clients using AirTOP. We are thrilled that Tania is now part of the Transoft team!*

#### What is your role at Transoft Solutions?

As a Product Manager based in Spain I support AirTOP users, mainly Hispanic and EMEA clients. Giving training and helping them with the different modules and functionalities, as well as working with the development team to try and enhance our products taking into account customer's requirements.

#### What developments do you see within the Aviation industry?

Even after COVID repercussions, aviation worldwide is getting back on track. This means the industry needs to deal with its capacity issues without it affecting safety, and taking the environmental restrictions imposed by

many countries around the world into account. Resulting in a situation with higher occupancy that should pollute less, therefore efficiency and effectiveness will put a big toll on industry development.

#### What is your best advice for our AirTOP users?

My best advice would be to design a well calibrated model before assessing results. Try to simplify rules as much as possible, so they do not interfere with the realism of the simulation, because AirTOP provides many tools to make the model work smoothly. The user can then correctly interpret all of their KPIs (Key Performance Indicators) while keeping their goals in mind.

[Connect with Tania on LinkedIn](#)

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Follow us on LinkedIn!

# UPCOMING EVENTS

Booth #S2600

**Airport Show**  
May 9-11 | Dubai, UAE

Booth #29

**ACI Asia-Pacific Regional Assembly,  
Conference & Exhibition**  
May 16-18 | Kobe, Japan

**Smart Airport & Regions  
Conference & Exhibition**  
July 19-21 | Edmonton, Alberta, Canada

**Inter Airport China**  
August 28-30 | Guangzhou, China

Booth #B6-910

**Inter Airport Europe**  
October 10-13 | Munich, Germany

# CONNECT WITH THE TEAM

[infoAviation@transoftsolutions.com](mailto:infoAviation@transoftsolutions.com)

[transoftsolutions.com](http://transoftsolutions.com)



Over 50,000  
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150 countries  
& 14 offices  
globally

## REGIONAL OFFICES

**Europe, Middle East & Africa**  
[infoeu@transoftsolutions.com](mailto:infoeu@transoftsolutions.com)  
+31 10 258 78 78

**Americas**  
[info@transoftsolutions.com](mailto:info@transoftsolutions.com)  
+1 604.244.8387

**Asia Pacific**  
[infoeaus@transoftsolutions.com](mailto:infoeaus@transoftsolutions.com)  
+61 2 8067 8414