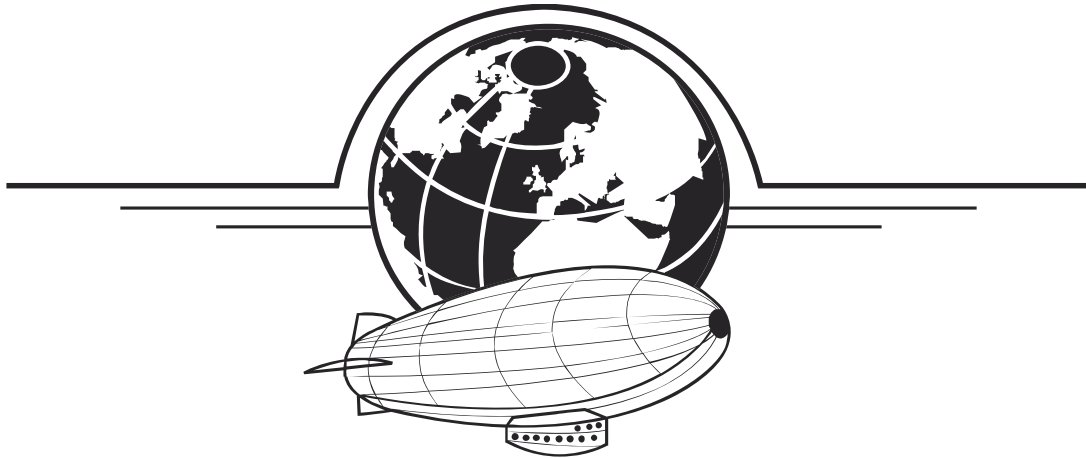




AVIATION STRATEGIES
INTERNATIONAL



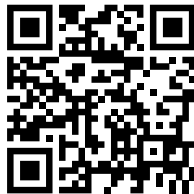
AVIATION STRATEGIES INTERNATIONAL

MONTREAL | BEIJING | ATLANTA | MELBOURNE

440 René-Lévesque Blvd. West, Suite 1202, Montréal, Québec, Canada H2Z 1V7

Tel: +1 (514) 398-0909 | Fax: + 1 (514) 398-0202

www.aviationstrategies.aero | info@aviationstrategies.aero





ABOUT ASI

Aviation Strategies International (ASI) is recognized for providing strategic advice and competency development consulting services at the corporate level, in the field of civil aviation. Its multidisciplinary team of international aviation specialists offers objective, tailored recommendations that are aligned with industry best practices with the focus on improving the Client's performance. ASI Clients comprise executive leadership groups, including at the board level, of airports, airlines, air navigation service providers and civil aviation authorities.

ASI Mission

To provide its clients tailored, objective and empowering competency development and strategic advisory services, capitalizing on international best practices.

Founded in 1998, ASI operates under the leadership of its President, Dr. Pierre Coutu, and a senior management team of executives who are experienced in all facets of the aviation industry. ASI's main offices are located in Montréal, with regional representations in Atlanta, Beijing, Melbourne and Ottawa.

ASI Ethics & Values



- We serve and support the needs of our Clients
- We provide a 360-degree vision of civil aviation
- We identify opportunities and help our Clients seize them
- We are fair, transparent and honest
- We are culturally sensitive



SERVICES

Assessment Services

ASI offers a full range of assessment services with the goal to providing a clear picture of the issues or challenges its Clients may face with their day-to-day operations and management, or with multi-year development projects.

Strategic Consulting

ASI advises its Clients through working hand in hand with them to find tailored and objective solutions based on best practices. ASI focuses on transmitting the knowledge its Clients would need to deal effectively with similar challenges in the future.





SERVICES

Competency Building: The ASI Institute

The ASI Institute (ASI-I) is the aviation management competency building division of Aviation Strategies International (ASI). ASI-I works closely with its Client to develop a sustainable advantage with a focus on recharging, rethinking and refining their knowledge, skills and abilities.



ASI-I has developed a unique best-in-class Competency Building Needs Assessment model that can systematically identify a performance gap that would call for a Talent Development Master Plan, which would incorporate recommendations for providing the best possible talent development solution.

The ASI-I is a Full Member of the International Civil Aviation Organization TRAINAIR *PLUS* Programme.





EXPERTISE – AIR CARGO



Facility Requirements &
Plans

Feasibility Assessment &
Financial Forecasts

Management
Development

Operations Audit

Revenue Development

Safety & Security

Service Development &
Traffic Forecasting

Strategic Market
Development

Third Party Facility
Development - Tenders,
Contracts & Process
Management



EXPERTISE – AIRPORTS



Air Service
Development

Airport
Certification

Airport Operations
Control Centres

Business &
General Aviation

Cargo

Commercialization

Financing

Ground Handling

Information
Technology

Passenger
Experience

Privatization &
Public-Private
Partnerships

Safety & Security

Strategic & Master
Planning

Terminal Planning



EXPERTISE – AIRLINES



Air Cargo

Business & General
Aviation

Commercialization

Confidential
Reporting Systems

Information
Technology

Line Operations

Maintenance

Management &
Reorganization

Passenger Experience

Route Development

Safety & Security

Strategic Business
Planning



EXPERTISE – AIR NAVIGATION SERVICE PROVIDERS



Commercialization

Collaborative
Decision Making

Management &
Operations

Privatization

Safety & Emergency
Preparedness

Strategic Business
Planning



EXPERTISE – CIVIL AVIATION AUTHORITIES



Aviation Law

Aviation Convention
& Regulation

Institutional
Strengthening

Organizational
Restructuring

Oversight Capacity

Privatization &
Public-Private
Partnerships

Program Review

Regulatory vs.
Operational
Functions



EXPERTISE – COMPETENCY BUILDING



Classroom-based
Learning

Collaborative
Learning Strategies

Communities of
Practices

Competency Building
Needs Assessment

Educational
Technology Services

Executive Talent
Development

Know-how Transfer

Online Blended
Learning

Professional
Accreditation
Programs

Quality Management
Systems

Talent Development
Master Plan

Work-based Coaching
& Mentoring



AFFILIATIONS



TRAINAIR
PLUS

FULL MEMBER



**ROYAL
AERONAUTICAL
SOCIETY**

CORPORATE PARTNER

CLIENTS

Since 1998, ASI has worked for:

- Airports
- Airlines
- Air navigation services
- Civil aviation authorities, governments and public institutions
- International organizations
- Universities and management institutes

ASI has worked on projects in Austria, The Bahamas, Bermuda, Canada, Chad, China, Czech Republic, Hong Kong SAR, Indonesia, Macau SAR, Morocco, Myanmar, Romania, Saudi Arabia, South Africa, Suriname, and the United States.





SELECTED PROJECTS

Airport Management Professional Accreditation Programme (AMPAP)

International Civil Aviation Organization / Airports Council International, 2007-Present

International Airport Professional Community of Practice (IAP CoP)

2012-Present

Strategic Consulting and Technical Assistance, Management of Airport Operations

Macau International Airport Company Limited, Macau SAR, 2008-Present

Airport Management Excellence Program (AMEP)

PT Angkasa Pura II (Persero), Indonesia - 2014-Present

Billy Bishop Toronto City Airport Concessions Plan

Nieuport, Canada, 2015

Civil Aviation Safety Authority Oversight Capability Assessment

Civil Aviation Safety Authority of Suriname (CASAS), Suriname, 2014

World Aviation Governance Forum (WAGF)

CIFAL Atlanta, Canada, 2012

Air Cargo Assessment

Macau International Airport Company Limited, Macau SAR, 2012





SELECTED PROJECTS

Advanced Safety and Emerging Management Course for Air Navigation Service Providers

Civil Aviation Authority of China (CAAC), Southwest Air Traffic Management Bureau (SW-ATMB), Canada, 2011

Cargo Terminal Development Assessment

Cluj-Napoca International Airport, Romania, 2010

Strategic Planning

Grossman Jet Service, Czech Republic, 2008

Status Review of the Airport Security Strengthening Program Project

Inter-American Development Bank and Department of Civil Aviation, The Bahamas, 2008

Airport Facilities Management Workshop for Airport Executives

World Bank and Saudi Arabia National Civil Aviation, Saudi Arabia, 2007

Determination of Future Aviation Security Systems

Canadian Air Transport Security Authority (CATSA), Canada, 2006

Southwest Air Traffic Management Bureau (ATMB) Seminars

Civil Aviation Administration of China (CAAC), China, 2005

Airport Executive Leadership Programme (AELP)

ACI and Concordia University, Canada, 2004-2006

China Qingdao Airport Strategic Partnership and Investment Plan

Munich Airport, Munich, Germany and Qingdao Airport, China, 2004-2005

Airport Ground Handling Policy Study and Development of Related Financial Model

World Bank, European Union and Ministry of Privatization of Morocco, Morocco, 1999-2000





TEAM

	Dr. Pierre Coutu President		Jean-Marc Trottier Executive Vice President
	Gordon Hamilton Senior Vice President, Business Operations		Robert Kennedy Vice President, Consulting
	Monica Tai Chew Vice President, Administration and Finance		Dr. David Ze Vice President, Asia-Pacific
	Fiona Bian Regional Vice President, China		Gaetan Danis Regional Vice-President, Philippines
	Kristina Schneider Senior Director, Operations and Learning Services		Jane Foyle Senior Director, Airport Operations and Facilities Management
	Maxime Langlois Director, Corporate Services		Sue Hogan Chief, Administration and Client Relations



ASSOCIATES & ADVISORS

	Dr. Ruwantissa Abeyratne Senior Associate, Air Law and Policy		Peter Adams Senior Practice Executive, Aviation Safety and Risk Management
	Rhéaume Allard Senior Advisor, Airport Operations		Dr. Mohammed Aziz Senior Practice Executive, Air Transportation Security and Airline Safety
	Mark Ballard Senior Advisor, Aviation Maintenance and Contracts		Paul Behnke Senior Associate, Knowledge and Industry Intelligence
	Stéphane Chennec Senior Associate, Media and Passenger Experience		Dr. Jacques Duchesneau Senior Advisor, Aviation Security
	Gilles Filiatreault Senior Associate, Airline Management		Richard Fisher Senior Associate, Air Transport Economics and Forecast
	Jean Claude Gourgon Senior Associate, Airport Facilities Management		Louis Haeck Senior Advisor, Aerospace Law and Operational Risk Management
	Pierre Jones Senior Advisor, Air Navigation Services		Mike Kandert Senior Advisor, Airport Commercial Development and Contracts



ASSOCIATES & ADVISORS



Victoria Leps
Advisor, Airport and Airline
Operations



André Marinier
Senior Advisor, Aviation
Security



François Martel
Senior Associate, Airport
Commercial Planning and
Management



Catherine Mayer
Senior Advisor, Aviation
Information Technology



Mario Moranelli
Senior Advisor, Aviation
Enterprise Financial
Management



Jean-Luc Paiement
Senior Advisor, Air Cargo and
Airline Operations Management



Tonči Peović
Senior Advisor, Airport
Management and Security



Adrian Sparham
Senior Advisor, Air Service
Development



Donald Spruston
Senior Advisor, Aviation
Regulatory Framework and
Business Aviation



Diana Stancu
Advisor, Aviation Law



Simon Villeneuve
Advisor, Air Cargo Operations

