



Webinar: Supporting NextGen Exports

U.S. Trade and Development Agency

February 28, 2012

www.ustda.gov

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Welcome and Introductions

Leila Aridi Afas
Director, Export Promotion

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Introduction to USTDA

Henry Steingass
Regional Director

www.ustda.gov

USTDA Mission Statement

USTDA helps companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies

USTDA links U.S. businesses to export opportunities by funding project planning activities, reverse trade missions, and supporting pilot projects, while creating sustainable infrastructure and economic growth in partner countries.



National Export Initiative

Increase U.S. exports to \$3.14 trillion by 2015

Response to the National Export Initiative:

- Launched the International Business Partnership Program
- Increased Trade Advocacy



President Obama Announces Export Promotion Cabinet as part of the National Export Initiative

USTDA Program Activities

Matching U.S. Commercial Interests
with Development Opportunities

International Business Partnership Program

- Reverse Trade Missions
- Conferences
- Workshops

Project Development Program

- Feasibility Studies
- Pilot Projects
- Technical Assistance

International Business Partnership Program

Reverse Trade Missions:

USTDA brings foreign project sponsors to the United States pending upcoming procurements to observe the design, manufacture, and operation of U.S. products and services.



International Business Partnership Program

Conferences / Workshops:

USTDA organizes these sector or region-specific events to connect U.S. firms with foreign buyers. They are designed to highlight upcoming projects overseas, as well as showcase U.S. goods and services.



Project Development Program

Feasibility Studies:

USTDA-funded and U.S.-led feasibility studies link foreign project sponsors with U.S. businesses at the critical early stage of project development.

Analysis includes:

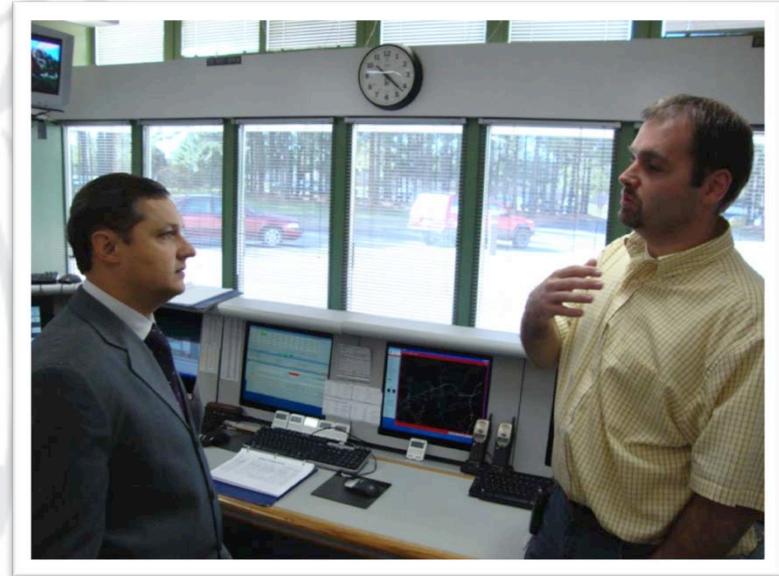
- Technical
- Financial
- Legal
- Environmental
- Lifecycle costing



Project Development Program

Pilot Projects:

USTDA-sponsored pilot projects demonstrate the effectiveness of commercially proven U.S. technologies and equipment in the foreign buyer's setting. Pilot projects also provide analysis and evaluation needed for future projects to secure funding.



Project Development Program

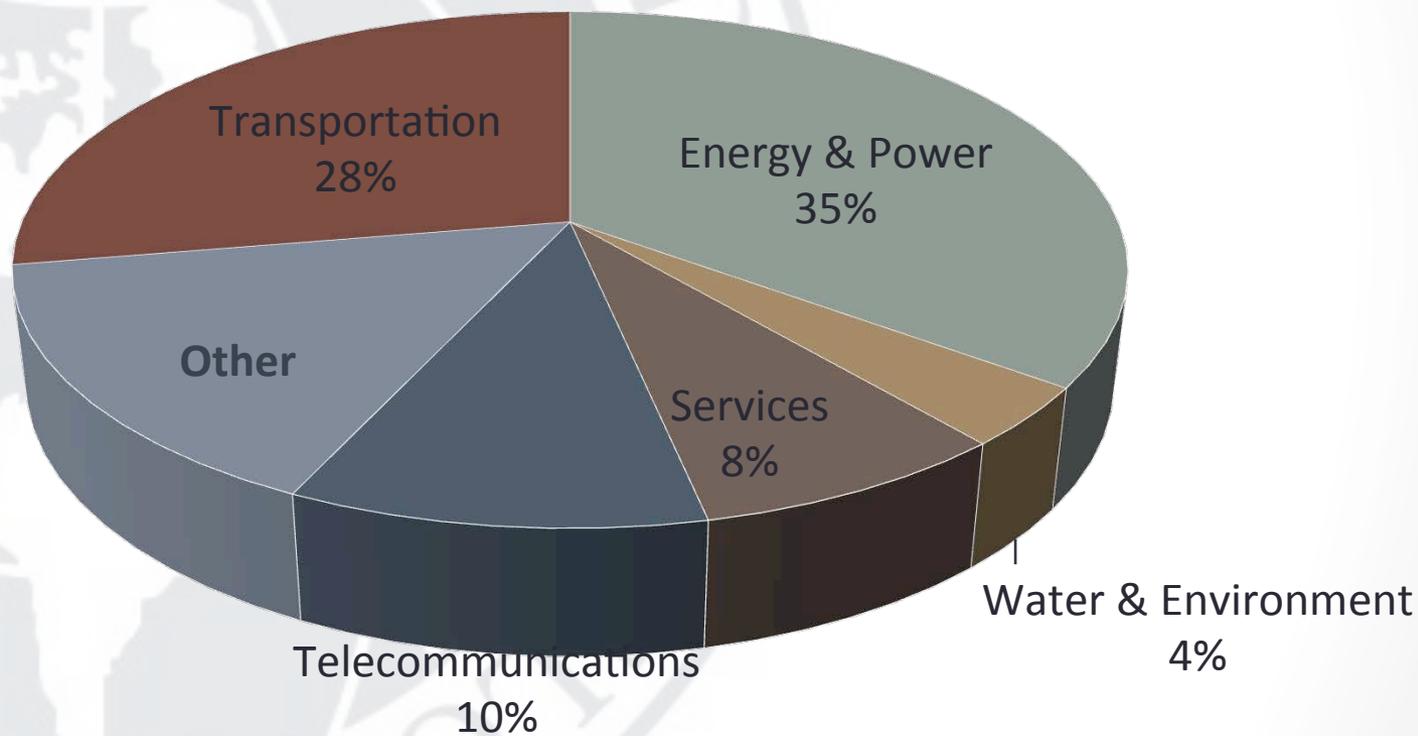
USTDA advances economic development in partner countries by funding technical assistance that:

- Supports legal and regulatory reform related to commercial activities and infrastructure development;
- The establishment of key industry standards ; and
- Other market opening activities.



USTDA By Sector

(As a Percentage of USTDA's FY 2011 Program Budget)



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Aviation Sector Overview

Keith Eischeid
Country Manager

www.ustda.gov

Examples of Aviation Sector Projects

- U.S. – India Aviation Cooperation Program
- Air Jamaica Technical Assistance
- El Dorado International Airport Expansion
- Chennai International Airport Navigation Improvement

U.S.-India Aviation Cooperation Program (ACP)

- Launched in 2007, together with the FAA and U.S. aviation companies, to work directly with the Indian civil aviation sector on its modernization and safety priorities.
- USTDA has supported a conference in New Delhi, an Air Traffic Management Training Program, and technical workshops on the certification of India's satellite navigation system, GAGAN, and air traffic flow management practices.
- New projects include a helicopter aviation safety and an aviation standards and processes technical assistance program.

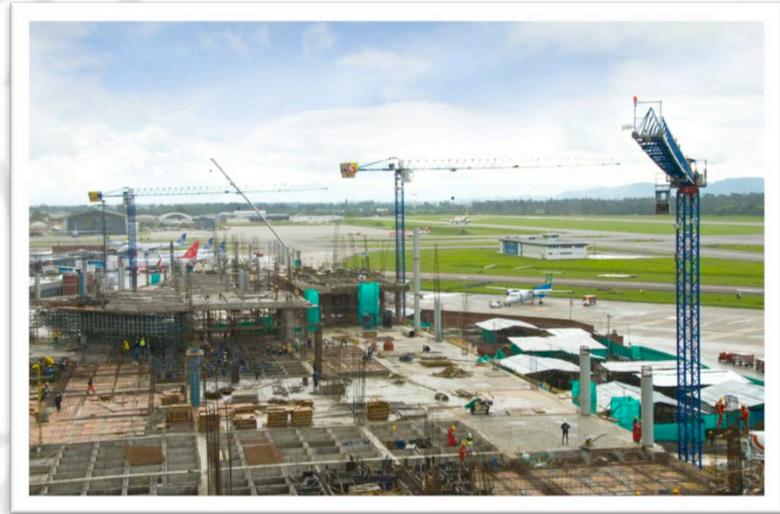
Air Jamaica Technical Assistance

- USTDA-funded technical assistance developed a number of strategic options for the airline and provided recommendations on an appropriate legal framework for the divestment of Air Jamaica.



El Dorado International Airport Expansion

- USTDA provided a technical assistance grant to update El Dorado Airport's master plan.
- Supports the modernization and expansion of Colombia's largest airport.
- Update will recommend terminal equipment and security improvements which could result in export opportunities for U.S. firms in the aviation sector.



Chennai International Airport Navigation Improvement

- Under the U.S.-India ACP, USTDA sponsored technical cooperation to install and certify a pilot Ground Based Augmentation System (GBAS) system using satellite navigation technologies at Chennai International Airport.
- The objective is to achieve increased safety and capacity as part of India's air traffic management modernization programs. There will be potential for U.S. commercial opportunities as India deploys GBAS.

USTDA Funding Criteria

USTDA evaluates projects based on the following criteria:

- Developmental priority in the host country
- Likelihood of success receiving implementation financing
- Mutual benefits for the United States and partner country, including commercial opportunities for U.S. firms

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Upcoming Events and Activities

Gabrielle Mandel
Country Manager

www.ustda.gov

Upcoming Events

- East and Southern Africa Airspace Integration Reverse Trade Mission
 - March 5-14, 2012
- U.S. Brazil Aviation Partnership
 - Spring 2012
- Brazil Airport Modernization Technologies Reverse Trade Mission
 - June 2012
- Romania and Latvia Aviation Sector Reverse Trade Mission
 - Summer 2012

Upcoming Events

- Sub-Saharan Africa Light Aircraft & Helicopter Reverse Trade Mission
 - Summer 2012
- APEC General and Business Aviation Workshop and Reverse Trade Mission
 - Fall 2012
- Kenya Airport Modernization Reverse Trade Mission
- National Aerospace Week
 - September 11-17, 2012

East and Southern Africa Airspace Integration Reverse Trade Mission (RTM)

March 5-14, 2012 // Washington, D.C.; Miami, FL; Houston, TX

- Introduces key stakeholders from sub-Saharan Africa's aviation sector to U.S. suppliers of GPS based air space management technologies and services.
- Exposes U.S. companies to upcoming procurement opportunities stemming from airspace integration projects in East and Southern Africa, and provide opportunities for the delegates to see relevant U.S. air space management equipment and technologies in operational environments.



★ U.S. Brazil Aviation Partnership

Spring 2012

- Partnership provides a coordinated, structured and quickly deployable vehicle between the Brazilian and U.S. aviation sectors to address Brazilian aviation sector priorities, to share expertise on industry best practices, to enhance technical capacity and to develop technology solutions to aviation sector challenges.

Brazil Airport Modernization Technologies Reverse Trade Mission (RTM)

June 2012 // Washington, D.C.; New Orleans, LA; Miami, FL

- Exposes Brazilian federal and state-level aviation officials to U.S. best practices related to airport management, equipment, and technologies.

Sub-Saharan Africa Light Aircraft & Helicopter Reverse Trade Mission (RTM)

Summer 2012

- Supports U.S. companies seeking to provide light aircraft and helicopters to the sub-Saharan African market.
- Showcases U.S. technologies and services to up to 12 private sectors from sub-Saharan Africa.

APEC Business Aviation Access Workshop and Reverse Trade Mission (RTM)

Fall 2012

- Focused on the expansion of business aviation in key developing APEC economies and opportunities for U.S. firms in that expansion.
- Designed to familiarize APEC general aviation regulators and operators with U.S. standards and equipment, and to promote the adoption of compatible and more favorable regulatory and development environments for regional business and general aviation (GA) operations.
- Targets senior civil aviation officials from Vietnam, Thailand, Indonesia, Malaysia, the Philippines and China.

Kenya Airport Modernization Reverse Trade Mission (RTM)

TBD 2012

- Exposes Kenyan airport officials to U.S. goods and services for use in Kenya's airport modernization projects.
- Showcases U.S. products and services to up to 12 predominantly public sector aviation officials from Kenya's growing aviation market, with a potential for exports.

Reviewing Events on ustda.gov

The screenshot displays the USTDA website interface. At the top left is the USTDA logo, featuring a globe and the text "USTDA UNITED STATES TRADE AND DEVELOPMENT AGENCY". Below the logo is a horizontal navigation bar with buttons for "Home", "Program & Activities", "Business Opportunities", "News & Events", "Photo Gallery", and "Publications & Resources". A red arrow points to the "News & Events" button. Below the navigation bar is a dark blue banner with the text "USTDA GRANT SUPPORTS INTELLIGENT TRANSPORTATION SYSTEM (ITS) INFRASTRUCTURE IN BRAZIL". To the right of this banner is a "Google Custom Search" box. The main content area features a large photograph of a group of people in business attire seated around a conference table, with American and Turkish flags. A red arrow points to this photograph. Below the photograph is a news article titled "Two New Projects Will Support Turkey's Clean Energy Goals" with the sub-headline "USTDA Signs a Grant for Coal Bed Methane Development and Announces Smart Grid RTM". To the right of the main content area is a vertical sidebar with several buttons: "ARE YOU INTERESTED?", "CONTRACT OPPORTUNITIES WITH USTDA", "WORKING WITH RECIPIENTS", "OPPORTUNITIES FOR BUSINESS", "USTDA EVENTS", and "CONTACTING USTDA". At the bottom right of the sidebar is a small globe icon and the text "USTDA".

Reviewing Events on ustda.gov

The screenshot shows the USTDA website's Events Calendar page. At the top, there is a navigation menu with links for Home, Program & Activities, Business Opportunities, News & Events (selected), Photo Gallery, Publications & Resources, and About USTDA. The main content area features a section titled "EVENTS CALENDAR" with an RSS feed icon. Below this, a paragraph explains that USTDA links U.S. businesses with foreign buyers through reverse trade missions and worldwide conferences. A table lists various events with their dates and titles. On the right side, there is a sidebar with a navigation menu for the Events Calendar, a Google Custom Search box, a section for the USTDA Contractor List, and a download link for Adobe Reader.

USTDA
UNITED STATES TRADE AND DEVELOPMENT AGENCY

Site Map | Contact Us
February 24, 2012

Home | Program & Activities | Business Opportunities | **News & Events** | Photo Gallery | Publications & Resources | About USTDA

Home > News & Events

EVENTS CALENDAR

[RSS](#)

USTDA links U.S. businesses with foreign buyers through reverse trade missions to the United States and worldwide conferences and workshops. The following events are designed to showcase U.S. technologies and services that can help partner countries achieve their development goals. Business briefings provide a platform for foreign delegates to present their upcoming procurement needs to U.S. businesses. A hallmark of USTDA-sponsored events is the one-on-one meeting, which allows U.S. companies and overseas project sponsors to discuss specific solutions to development challenges.

February 19-March 1, 2012	Kazakhstan Gas Utilization Reverse Trade Mission
February 21-March 1, 2012	South Africa Smart Grid Reverse Trade Mission
February 28, 2012	Webinar: Supporting NextGen Aviation Exports
March 5-14, 2012	East and Southern Africa Airspace Integration Reverse Trade Mission
March 12-21, 2012	Latin America and Caribbean Regional Intelligent Transportation Systems Initiative – Mexico Delegation
March 14-16, 2012	Southern Africa Rail Workshop
March 25-April 2, 2012	China Mercury Emissions Control Technologies Reverse Trade Mission
April 14-25, 2012	Turkey Smart Grid Reverse Trade Mission
Early 2012	Egypt: Forward ICT Technical Workshop
Spring 2012	Thailand Rail Sector Modernization Reverse Trade Mission
June 2012	Brazil Airports Modernization Technologies Reverse Trade Mission

Events Calendar
Special Feature
Special Feature Archive
USTDA Press Releases
USTDA Success Stories
USTDA Speeches

Google™ Custom Search

USTDA Contractor List
USTDA contracts with a group of outside firms and organizations to coordinate the agency's conferences and reverse trade missions. A full list of these firms and organizations is linked below:
USTDA Contractor List

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Signing up for USTDA e-Newsletter

The screenshot shows the USTDA website interface. At the top left is the USTDA logo and the text "UNITED STATES TRADE AND DEVELOPMENT AGENCY". The date "February 24, 2012" is displayed in the top right. A navigation menu includes "Home", "Program & Activities", "Business Opportunities", "News & Events", "Photo Gallery", "Publications & Resources", and "About USTDA". A search bar is located in the top right. A large banner for the "U.S. ~ INDIA AVIATION SUMMIT" is featured, with a red arrow pointing to the "Newsletters" menu item. The "Newsletters" dropdown menu is open, showing "USTDA News and Information" and "USTDA Update" as options, with a second red arrow pointing to "USTDA News and Information". Other menu items include "Brochures", "Annual Report", "FOIA", "Library Holdings", "Consultant Database", and "USTDA Contingency Plan". The right sidebar contains sections for "OPPORTUNITIES FOR SMALL BUSINESS", "USTDA EVENTS", and "CONTACTING USTDA'S STAFF". At the bottom right, there are language options: "USTDA: en Español | en Français | no Português | no pycoei".

Signing up for USTDA e-Newsletter

February 24, 2012

Home > Publications & Resources > USTDA News and Information

USTDA NEWS AND INFORMATION

Welcome to USTDA News and Information, the U.S. Trade & Development Agency's subscription service for current news and business opportunities with USTDA.

USTDA News Releases - subscribers will receive the latest USTDA news within their specific regions and sectors of interest.

USTDA eNewsletter - subscribers will receive a bi-weekly eNewsletter updating subscribers on all of the latest news and information about USTDA investments, conferences, and reverse trade missions, as well as current contracting opportunities w/USTDA and its overseas grant recipients.

Please choose which service you'd like to subscribe to below and fill out the following form to start your subscription. You will be able to unsubscribe at anytime via a link at the bottom of each News Release or eNewsletter.

Subscribe to: (please check all that apply)

USTDA News Releases

USTDA eNewsletter

Required fields are marked with * below.

Email Address *

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 HTML

First Name *

Last Name *

Title *

Company *

Company Type * If Media, please select type
If Non-Media, please select type

Address *

Address 2

City *

State/Province *

Zip/Postal Code *

Country *

Phone

Fax

Regions of Interest * Please check all that apply:

East Asia and Eurasia

Latin America and the Caribbean

Middle East, North Africa and Europe

South and Southeast Asia

Sub-Saharan Africa

Publications & Resources

Public-Private Partnerships Paper

Annual Reports

USTDA Update

USTDA News and Information

FOIA

Library Holdings

Chile USTDA Case Study

Technical Assistance for the Air Navigation Technologies Project

Dieter Guenter | ISI Vice President
Feb 28, 2012



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- **ISI supports the FAA and specializes in the development and implementation of satellite based technologies and performance based navigation**

- Program management and acquisition
- Systems engineering, architecture and design
- Safety analysis and case studies
- Operational implementation
- Criteria development - procedures
- FAA Airport Advisory Circulars/Airport Geospatial Information System (GIS)

- **International experience**

- Analyzing local and regional CNS/ATM environment,
- Development of gap analysis, cost benefit analysis, phased implementation plans, concept of operations
- Coordination with user communities, national, international stakeholders,





Statement of Work - Outline

Technical Assistance for the Air Navigation Technologies Project  pragmatics®

INNOVATIVE SOLUTIONS INTERNATIONAL

- **Customer: Direccion General de Aeronautica Civil (DGAC Chile)**
- **Period of performance: Feb. 2009 – Dec. 2010**
- **Two specific technologies – Navigation – Ground Based Augmentation System and Surveillance – ADS-B**
 - Task 1 Project startup and data collection
 - Task 2 Identification of available technologies
 - Task 3 LAAS/GBAS system implementation
 - Task 4 Implementation of pilot program at Santiago International Airport
 - Task 5 Implementation of an ADS-B System
 - Task 6 Cost-benefit analysis
 - Task 7 Long-term training needs for LAAS and ADS-B implementation
 - Task 8 Develop a financing plan
 - Task 9 Conduct a preliminary environmental impact assessment
 - Task 10 Preliminary assessment of developmental impacts
 - Task 11 CONOPS for GBAS and CONOPS for ADS-B
 - Task 12 Executive summary and final report



Study Approach



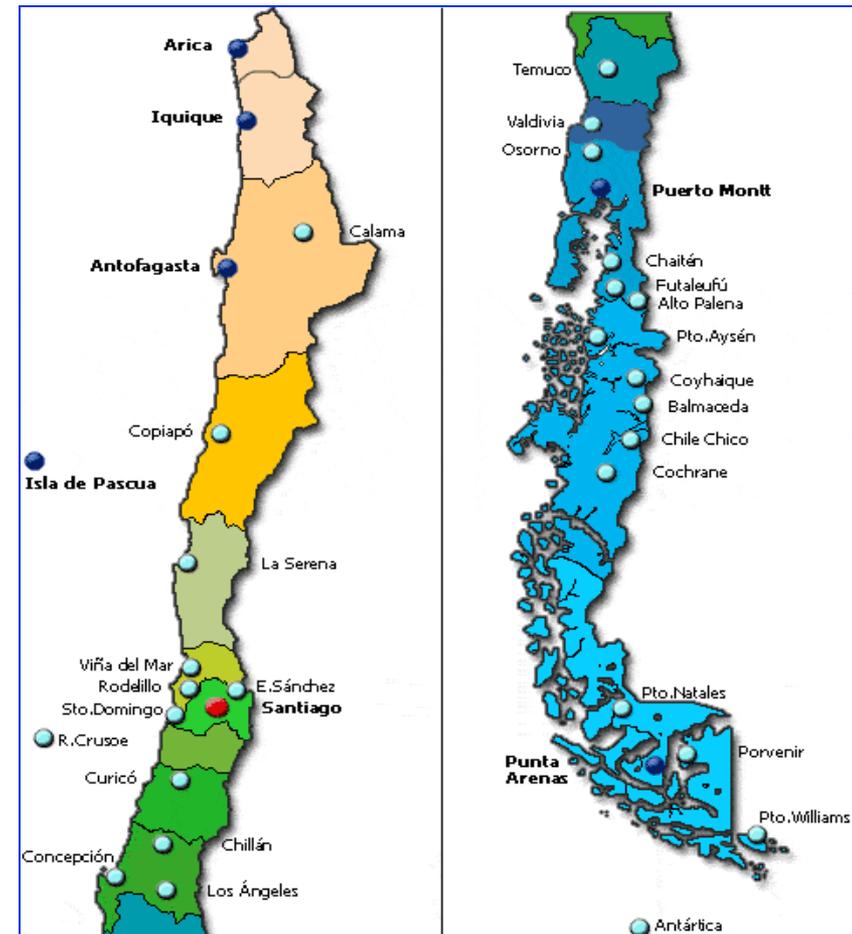
INNOVATIVE SOLUTIONS INTERNATIONAL

- **Strong, competent ISI team**
 - FAA background, GBAS and ADS-B industry representation
- **Maximum customer interaction**
 - Team approach between ISI and DGAC
 - All deliverables previewed with DGAC team on site in Chile
- **Stakeholder involvement (DGAC, ATC, user community)**
 - Stakeholder conference and team meetings
- **Knowledge transfer on technologies and implementation options**
 - Information on FAA implementation activities for GBAS and ADS-B
 - Site visits and team briefings
 - Information exchange led to DGAC and LAN Chile participation in International GBAS working group
 - Supporting a site visit in Alaska
 - Similar challenges with regard to terrain, surveillance, and user community



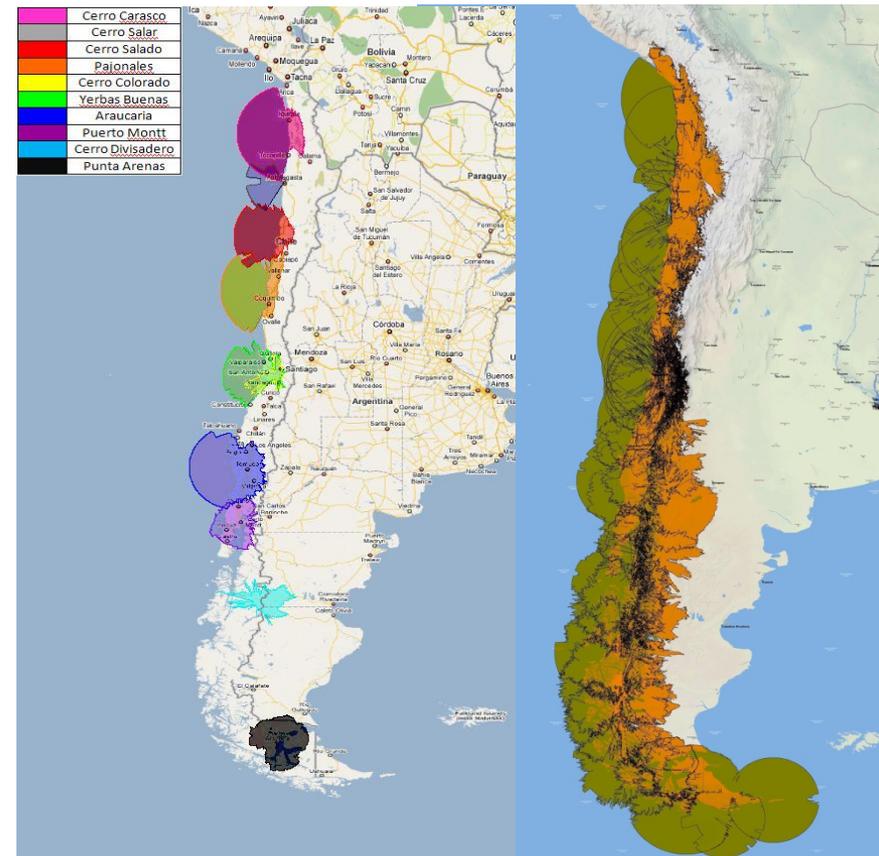
• GBAS Implementation

- Out of 12 airports reviewed, six were operationally and technically suitable
- Evaluation included a site analysis with GBAS receivers at Santiago
- Business case positive for US\$ 20M DGAC investment – dependent on DGAC implementation strategy (ILS replacement) and user equipage
- GBAS Implementation Plan started 2012 and goes through 2015, with first GBAS in Santiago
- Also addressed GBAS environmental aspects, human capacity building, and maintenance aspects



• ADS-B

- DGAC: ADS-B implementation based on U.S. FAA implementation UAT and 1090
- Detailed coverage analysis revealed major surveillance gaps in Southern-Chile
- Terrain and user community is similar to Alaska
- Two-phase recommendation for ADS-B implementation
 - Phase 1 S-Chile: 2012-2014
 - Phase 2: 2014-2018
- Business case positive for a US\$ 50M DGAC investment, with a strong safety benefit and cost avoidance for new radar installation and replacement



Radar coverage at 5,000 feet

Recommended ADS-B coverage at 5,000 feet



- **Chile's national CNS ATM implementation plan includes many modernization projects**
- **Chile wants to be compatible with FAA NextGen**
- **Chile DGAC budget included GBAS and ADS-B implementation projects for 2012 - before the earthquake**
- **GBAS and ADS-B implementation will provide options for U.S. industry in implementing ground facilities, avionics, and related training / support activities (~US\$20M for GBAS, ~US\$50M for ADS-B)**
- **Based on the initial findings an additional study is underway for a specific S-Chile surveillance implementation (similar to CAPSTONE)**
- **The S-Chile ADS-B implementation project could also include a Wide Area Multilateration option**



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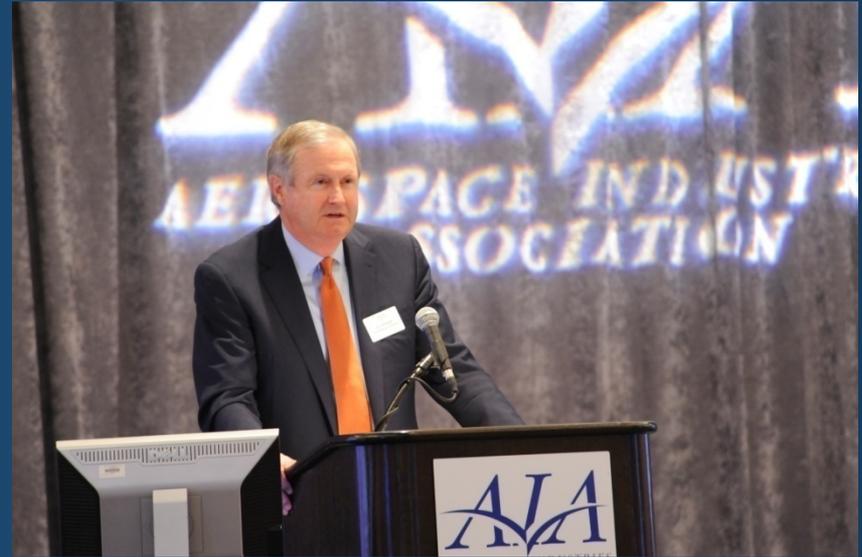


Export Promotion Activities





- AIA is the most authoritative & influential aerospace trade association
- Our membership accounts for more than \$200 billion in aerospace sales
- We represent more than 90% of the aerospace market



- We help our member companies sell more products and services by:
 - Advocating for the advancement of aerospace & defense interests
 - Providing the forum to build and strengthen business relationships
 - Breaking down economic barriers
 - Promoting manufacturing and trade
 - Working together to shape regulatory and legislative policies

- During tough economic and political times, AIA's strong representation and advocacy is essential to protecting aerospace and defense interests and establishing new growth opportunities
- As a result, since January 2010, AIA's membership has grown nearly 60% and experienced its highest retention rates in history



Full Membership



- 152 companies
- Full Members have access to all association benefits, including Board of Governors Meetings, councils, committees, and working groups

Associate Membership



- Nearly 200 companies
- Operates through the Supplier Management Council - - a collaborative forum for suppliers to address issues, share best practices, and build relationships

Impacting Trade Policy

- U.S. Export-Import Bank Reauthorization
 - Bank assisted on a total of \$40.6 billion in export sales
 - Supporting Reauth through extensive Hill effort
- Trade agreements
 - AIA has supported free trade agreement like those for Colombia, Panama, and South Korea
- ACP programs in China and India
 - AIA continues to work closely with USTDA and with our member company representatives in these countries to support civil aviation capacity-building and market development in these countries
- Forthcoming AP for Brazil

The NextGen Vendors Group - Vision

- The NextGen Vendors Group (NVG) is the newest public-private venture to focus on NextGen and Exports
- The global marketplace is very competitive and Europe has been very proactive in working with the private sector to promote SESAR through the SESAR-JU
- The NVG provides an opportunity to address an underserved area of export promotion without regulatory hurdles (e.g., PRA, FACA, etc.) so it can be more responsive to industry's needs and the dictates of the market
- Working through the interagency JPDO, the Department of Commerce has partnered with AIA to lead the NextGen Vendors Group

The NextGen Vendors Group - Purpose

- Enhance exports of U.S.-made NextGen products to markets capable of adopting such technologies
- Gather information on industry capabilities, market requirements, and preferred markets through consultation and collaboration between representatives of U.S. industry and Federal agencies
- Underscore expected market barriers and export opportunities
- Propose geographic market-specific strategies for increasing exports of NextGen products and services, as requested by industry

The NextGen Vendors Group – AIA Role

- Collect and maintain a catalogue of companies that produce/sell NextGen-related products and services organized in accord with the International Civil Aviation Organization's (ICAO) Aviation System Block Upgrade framework
- Poll the NextGen Vendors Group membership with regard to preferred geographic markets and potential new markets for NextGen offerings
- Gather industry advice concerning current and potential geographic market access issues as well as policy and procedural hurdles that must be overcome to implement NextGen solutions
- Collate industry recommendations on trade missions and other trade promotion activities

NextGen Vendors Group – The Big Picture

- Aligned with the National Export Initiative



- AIA and the NVG are enthusiastic about working with USTDA to support U.S. industry
- AIA looks forward to having a presence at USTDA activities in 2012 and beyond!



NextGen and Single European Sky – Snap Shot

By Jens Hennig

February 28, 2012

Who Is GAMA?

- Founded in 1970
- *“To Foster and Advance the General Welfare, Safety, Interests and Activities of General Aviation.”*
- 77 Member Companies Based in U.S., Brazil, Canada and Europe
 - Manufacturers of Aircraft, Engines, Avionics, Components; Completion Centers, Maintenance and Training Facilities; and Others

Terminology

- NextGen – U.S. ATC Modernization Program
- SESAR / SES – European ATC Modernization Program
- CNS-ATM
 - Communications
 - Navigation
 - Surveillance
 - ATM = Air Traffic Management

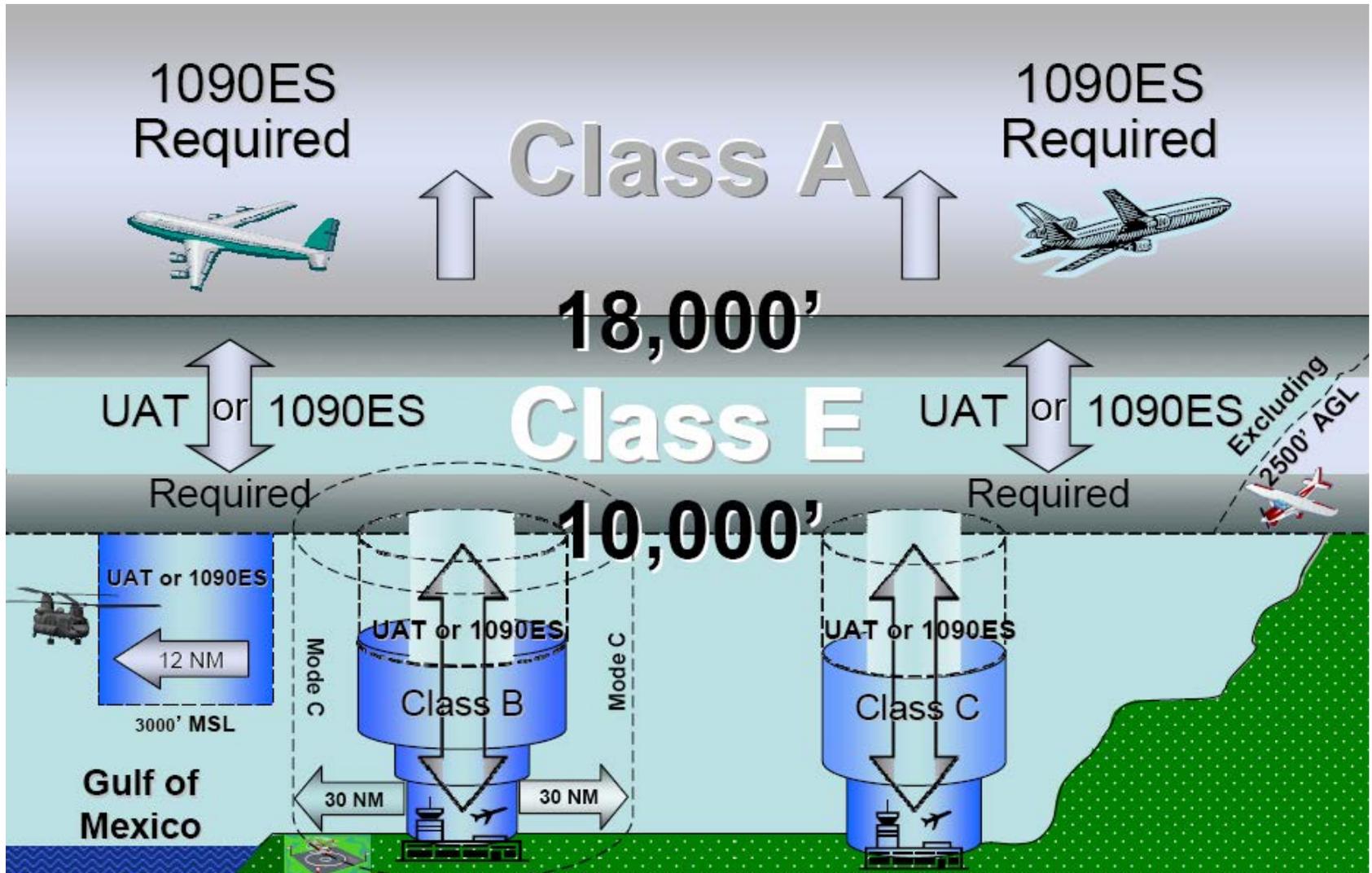
Milestones in 2011

U.S. NextGen		EU Single European Skies
Data Communications Acquisition Initiated	<u>C</u> ommunications	Data Communications (Link 2000) Forward Fit Mandate Enters Into Effect January 2011 (Retrofit 2015)
Navigation Ground Equipment Divestiture Consultation Launched	<u>N</u> avigation	EC Establishes Directive for Performance Based Navigation (PBN) Mandate by 2017
ADS-B Out Operational ADS-B In Strategy Proposed and Initial Compliant Equipment	<u>S</u> urveillance	Final Requirement for ADS-B Out Forward Fit (2015) and Retrofit (2017) for Aircraft Above FL290

What to Expect in 2012

U.S. NextGen		EU Single European Skies
Data Communications and Way Forward for Program Communicated	<u>C</u> ommunications	EASA Publication of Certification Specifications for Data Communications
3 rd Party Procedure Development in FAA Bill	<u>N</u> avigation	Consultation on Performance Based Navigation (PBN) Mandate
ADS-B In “Joint Resource Council” Approval of Funding through 2020 & Congress Mandates ADS-B in by 2020	<u>S</u> urveillance	EASA Publication of Certification Specifications for ADS-B Out

Example: ADS-B Out Regulation: Air Space



Australia – Comprehensive Approach

- CASA Comprehensive NPRM
 - Communications
 - n/a
 - Navigation
 - Satellite Equipage for IFR Operations
 - Surveillance
 - Mode S
 - ADS-B out
 - TCAS II Version 7.1
- Comments Due March 13



Australian Government
Civil Aviation Safety Authority

**NOTICE OF PROPOSED
RULE MAKING**

CNS/ATM Plan for this decade

**Aircraft avionics equipage
mandates for satellite-based IFR
navigation, Mode S/ADS-B
transponders and forward
fitment of TCAS II version 7.1**

Proposed amendment to
Civil Aviation Order (CAO) 20.18 and
Regulation 262AA-AJ of the
Civil Aviation Regulations 1988 (CAR 1988)

This NPRM will be of interest to:
Aircraft owners, operators and pilots of aircraft, licensed aircraft avionics engineers,
Airservices Australia as the provider of ATM services

Issued as part of the process of public consultation by
CASA's Standards Development Branch

Document NPRM 1105AS – January 2012

PROJECT NUMBER: AS 10/13

Questions

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