



# AFRAA-AVIAPRO WORKSHOP ON ENHANCED DECISION MAKING FOR NETWORK AND FLEET

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**Theme:** “Data-driven analysis for enhanced decision making for network and fleet.”

**Date:** 09 November, 2023, (Virtual Format)

**Start Time:** 14.00HRS EAT

**Duration:** ~2.0hr

## **Synopsis**

Network and airport planners, fleet operators, and lessors constantly need to review their business plans and evaluate options to further increase revenue potential.

In aviation, more data driven analysis is required to yield results that can be assessed quickly to support timely business decisions.

High value analysis requires systems driven by digitization, agile processes, and modular technologies and performed by experienced industry experts.

Required data often needs to be obtained from multiple sources which is time-consuming and costly.

AviAnalysis is the first fully-integrated online system providing easy and affordable access to aviation analysis services in a timely manner.

This webinar will demonstrate how AFRAA members can use AviaPro’s AviAnalysis online platform to have access to important analysis results in the areas of aircraft performance, aircraft operating economics, and passenger demand analysis.

# Agenda

14:00 – 14:05	<p><b>Welcome and Introduction</b></p> <ul style="list-style-type: none"> <li>• <i>Remarks by AFRAA Secretary General, Mr. Abdérahmane Berthé</i></li> <li>• <i>Remarks by AviaPro, Kevin Clarke – Head of Aviation Consulting</i> <ul style="list-style-type: none"> <li>○ <i>Include remark about our partnership with AFRAA</i></li> </ul> </li> </ul>
14:05 – 14:15	<p><b>AviaPro Intro</b></p> <ul style="list-style-type: none"> <li>• <i>Who we are, what we do, how we conduct our consulting service, the benefits we bring to our clients</i> <ul style="list-style-type: none"> <li>○ <i>Presented by Kevin Clarke – Head of Aviation Consulting</i></li> </ul> </li> </ul>
14:15 – 14:35	<p><b>Presentation by AFRAA:</b></p> <ul style="list-style-type: none"> <li>• <i>African Market Outlook</i></li> </ul>
14:35 – 15:00	<p><b>Presentation by AviaPro:</b></p> <ul style="list-style-type: none"> <li>• <i>Informative content on African region routes and activities</i></li> <li>• <i>How an airline can analyse routes and factors to consider</i></li> <li>• <i>How to make a fleet decision</i> <ul style="list-style-type: none"> <li>○ <i>Presented by Jorge Abando and Kevin Clarke</i></li> </ul> </li> </ul>
15:00 – 15:10	<p><b>Presentation by AviaPro:</b></p> <ul style="list-style-type: none"> <li>• <i>AviAnalysis Introduction - benefits of a fully-integrated online system for analysis services.</i></li> <li>• <i>Presented by Jorge Abando – Head of Aviation Industry Services</i></li> </ul>
15:10– 15:20	<p><b>Presentation by AviaPro:</b></p> <ul style="list-style-type: none"> <li>• <i>Use-Cases, African region route analysis and market forecasts enabling optimized business decisions.</i></li> <li>• <i>Presented by Jorge Abando – Head of Aviation Industry Services</i></li> </ul>
15:20 – 15:25	<b>Break</b>
15:25 – 15:55	<p><b>Interactive session with airlines</b></p> <ul style="list-style-type: none"> <li>• <b>To be led by AFRAA</b></li> </ul>
15:55 – 16:00	<b>Wrap up and closing</b>