

ACI CEO Forum
February 5-8, 2019
Ritz Carlson
Marina del Rey, CA

THE
VOICE
OF
AIRPORTS®



Reaching V2 for Airport Data Services

Sam Kamel
President & CEO



ACI CEO Forum
February 5-8, 2019
Ritz Carlson
Marina del Rey, CA

THE
VOICE
OF
AIRPORTS®



- Quick Intro
- The Data Services Play
- Sizing the Opportunity
- Capturing the Potential
- Vision of Success



FLY NAVY

iinside 

'02




ACT
NORTH AMERICA
AIRPORTS COUNCIL
INTERNATIONAL

 **HUMAN FLOW**
POWERED BY iinside®

iinside 

Indoor Motion Analytics & Data Services for Friction-Free Travel



Smart Airports Count On... [iinside](#)

Transforming Travel with Connected Data

“Smarter” Everything

- Mobile travel apps
- “Always on” connected world
- Internet of Things
- Digitizing the Analog
- Smart Airports

Data-Driven Travel Experiences

“Millions” of Travel Data Touchpoints

- Booking
- Parking
- Curbside
- Check-in
- Security
- Dwell Stats
- Boarding
- Departure
- In-flight
- Arrival
- Bag claim
- Ground transport

Airport Data Is Valuable!

- Operational efficiencies
- Passenger experience
- Passenger satisfaction
- Non-aero revenue

Friction-Free Passenger Journeys

Going to Airport & Gate

- When should I leave?
- What's my time to gate?
- How long is the security wait?
- Do I have time to shop?
- How long's the Starbuck's line?

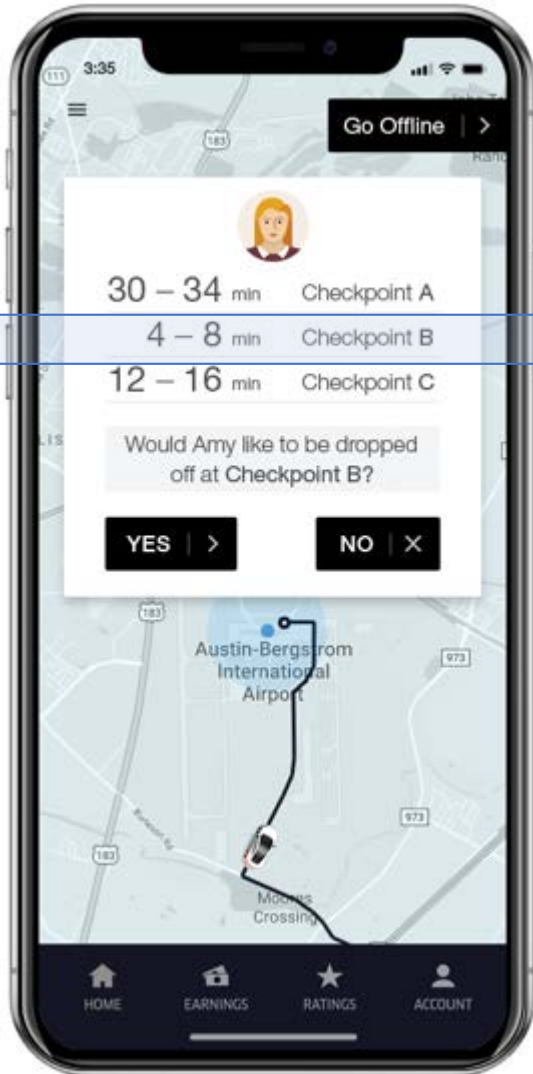


@ Airport & Return Home

- How long to my next gate?
- When will my bag show up?
- What's shortest rental car line?
- When should I request Uber pickup?

Ride Share Use Cases

Planning “Time-to-Gate”



Uber knows which check point has shortest lines

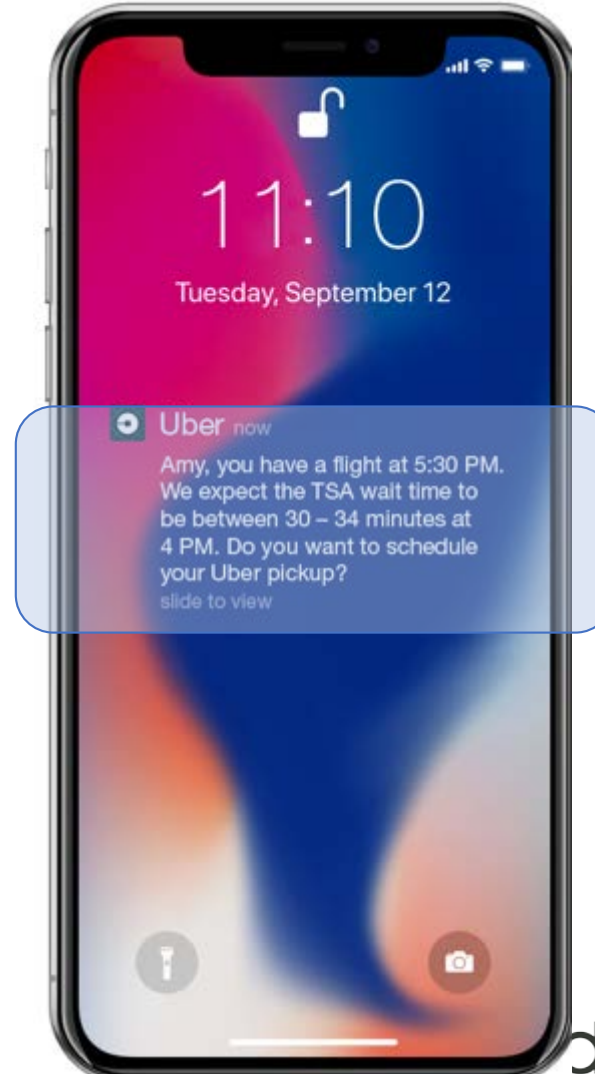
Integrated solutions increase passenger sat and build loyalty

Provide more time on air side of terminal

Dynamically Schedule Pick Ups

Pick up times based in predictive security waits & flight departure times

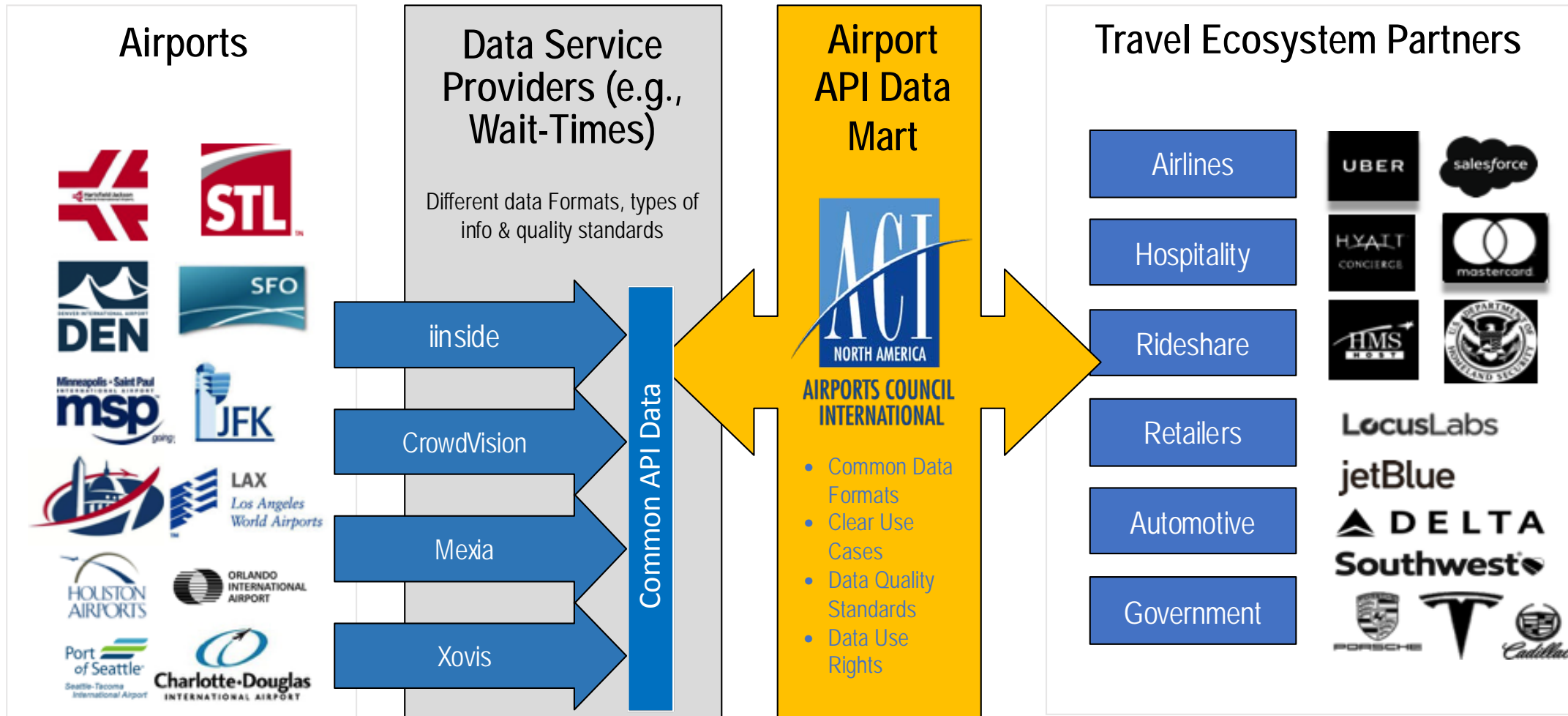
Increase percentage of scheduled pick-ups



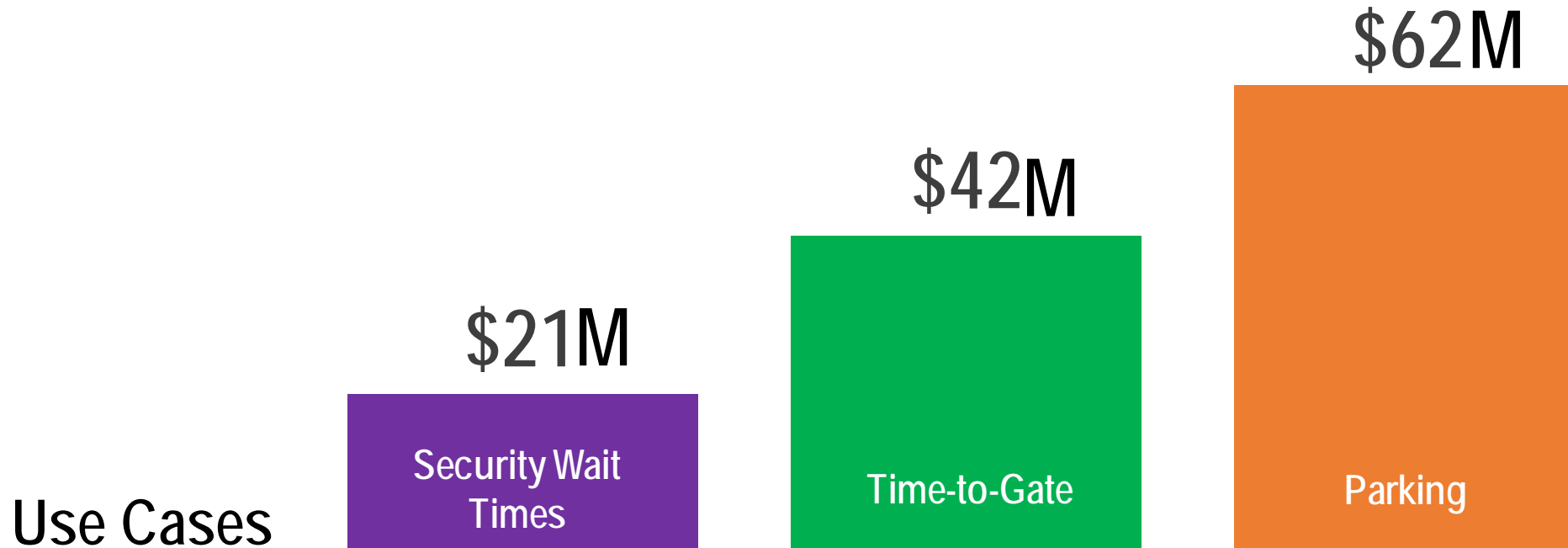
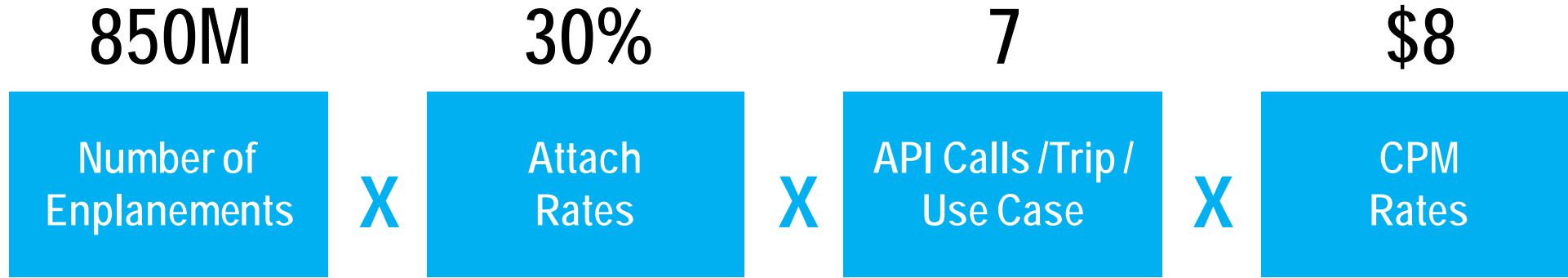
Many Stakeholders Required for Success

SUPPLY

DEMAND



Sizing the Opportunity

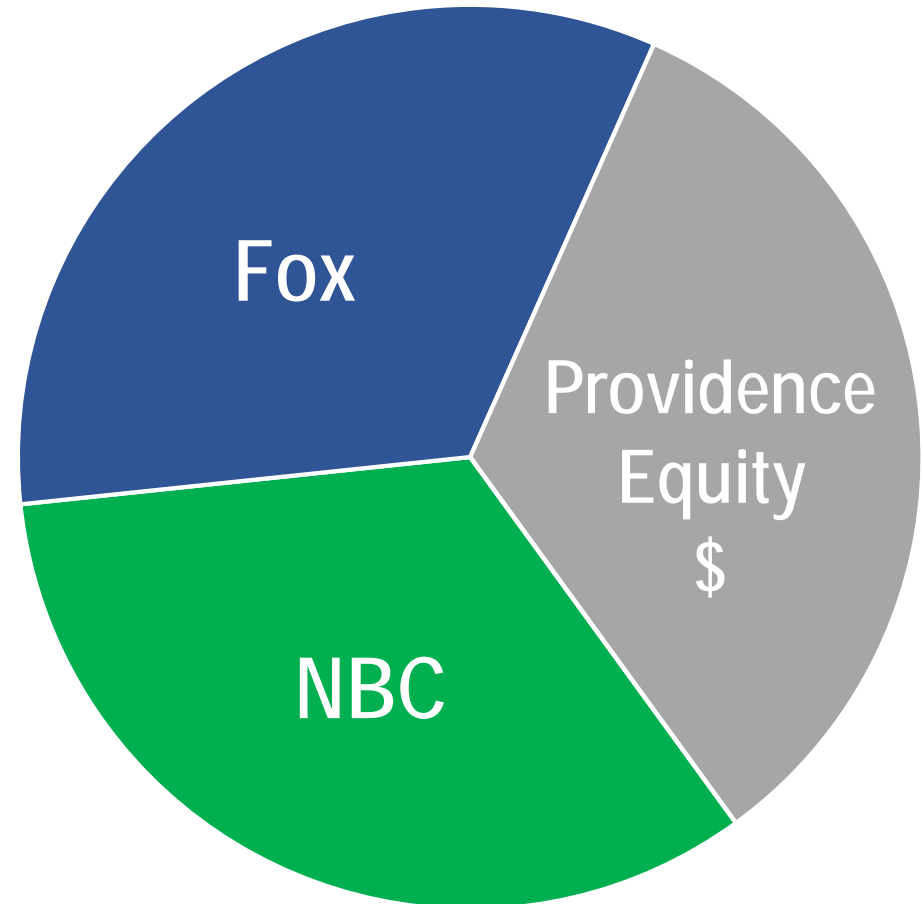


New Media Disruption Led to Creation of Hulu

Mid-2000s Media World

- Digital taking off
- BlockBuster is falling
- Netflix is rising
- Studios are (beginning) to see new future
- Fox.com & NBC.com building but slowly
- Viewers shifting online
- Content is KING and Netflix has it
- **hulu** launched in Oct '97

hulu



Block Chain is Now Creating New Partner Models

Mid-2015s Finance World

- Bitcoin hyped but Blockchain seems legit
- “Impact bigger than Internet 1.0”
- Growing beyond financial services
- Many JVs and consortia emerging

Digital Trade Chain

Jan '17

- Cross-boarder trade for SMBs
- Deutsche Bank, Rabobank, Société Générale

R3

Q3 17

- Building new funds transfer platform - Corda
- 80 large financial institutions, regulators and central banks
- \$100M Raised

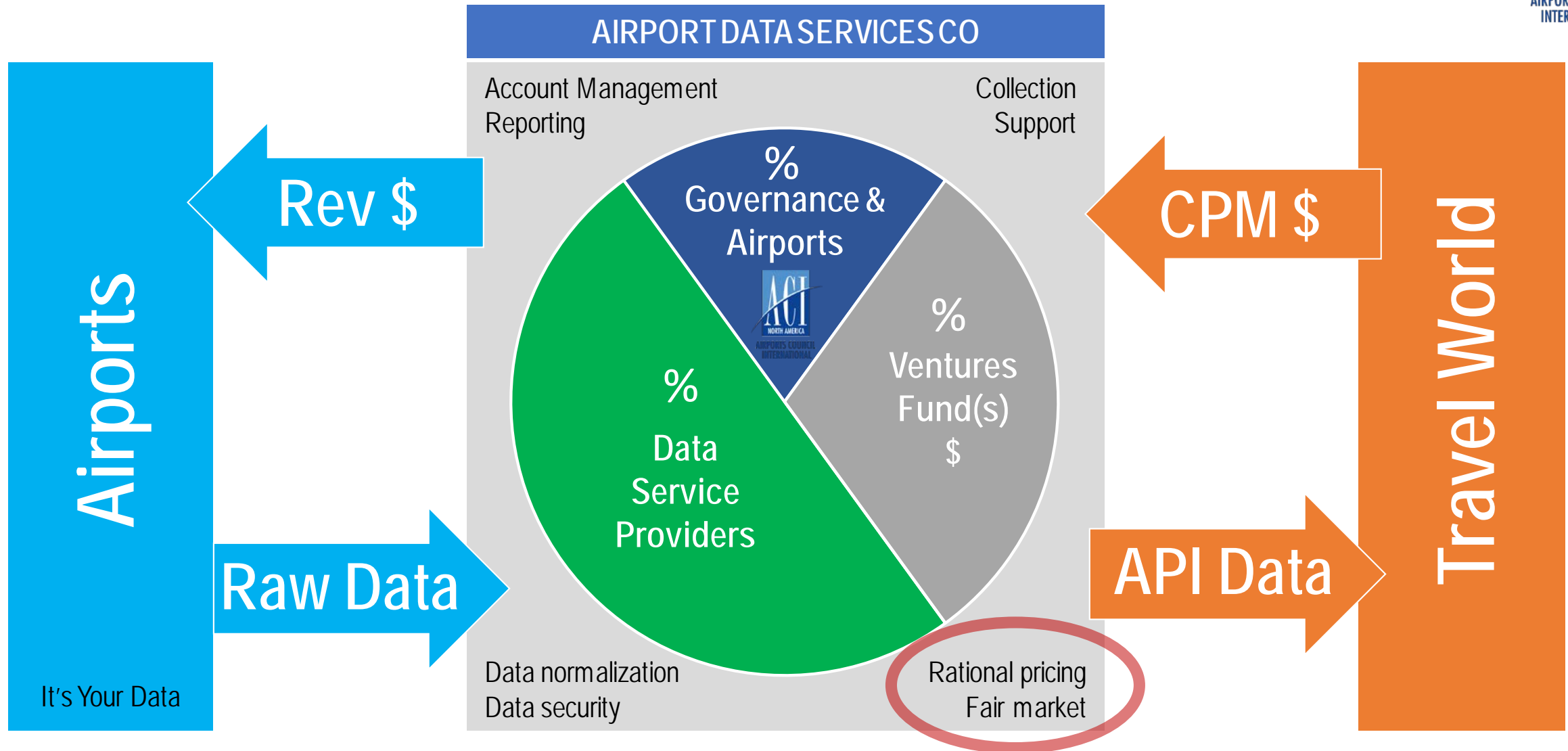
Key Success Factors

- Funding
- Membership
- Leadership
- Governance

Why join JV or Consortia?

- Build the network effect
- Technology & data standards
- Try business models
- FOMA

Airport Joint Venture / Data Consortia



Key Factors to Success

- Clarify the **stakeholder** value ...
- Define the **system** solution ...
- Create the **business** model ...
- Align everyone's **interests** ...
- Move **quickly** ...

The "Right" Stuff

VISION

TECHIE

MONEY

PARTNER

DECIDE



NEWS

APRIL 8, 2019



Passengers Win as Airports
Launch Data Services Route

**BREAKING
NEWS**

AD NEWS

NEW RA
GLASGO
PAVES W
WIND FA
DEVELO

NATS TR
THE USE
ARTIFICI
INTELLIG
REDUCE

HEATHROW

INVESTMENT IN
AIRPORT

STRUCTURE

SECURING THE
PERIMETER - 5 TOP
TIPS TO PROTECT
AIRPORTS FROM
INTRUDERS

FRAPORT USA ADDS
NASHVILLE TO ITS
LIST OF US

REALLY SMART PARKING

GET THE AIRPORT WORLD NEWSLETTER!

Email

Smart Airports Count On **inside**



Thank You!