

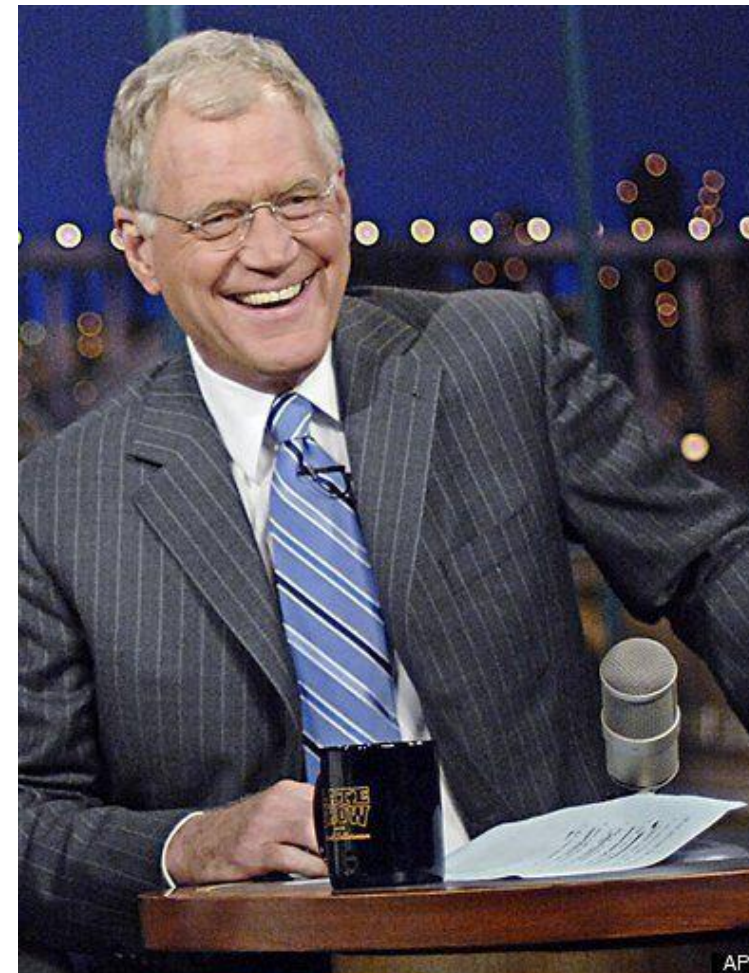
Gate Utilization: A Partners' Perspective

Spencer Stewart, Director of Sales, Aviation

Common Use Has Significant Impacts on Revenue Management

Five New Realities of Common Use (In the style of David Letterman)

5. Plan infrastructure (gate) usage with revenue in mind
4. Respond in real time to solve problems
3. Capture actual infrastructure usage
2. Integrate analytics with the billing engine to iterate new revenue models
1.



1. Iterative improvements through real-time feedback at every stage

Some ideas to consider:

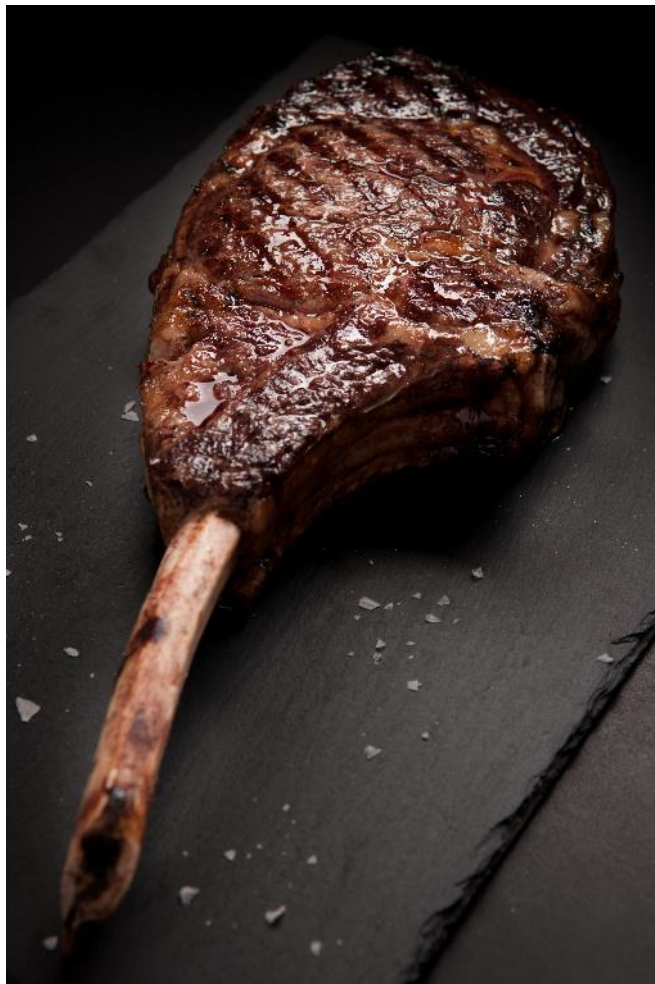
- Grouping flights by 3rd party ground handler to accelerate peak-time turnaround
- Leverage punctuality history to evaluate the risk of decreasing buffering
- Balance peak-time use of gates for aircraft with long layovers, with cost and availability of tows
- Reallocate late flights to stands once the impact on turnaround time or bussing availability is understood.

Dublin Case Study

- Dublin Airport's operator, DAA, relies on its revenue management system to take the heavy lifting out of managing a complex set of charges and discounts to attract new carriers and improve operational efficiencies.
- Financial incentives: Offered discounts to shift to off-peak.
- Free aircraft parking? Gone.



The Complete Airside Manager Suite



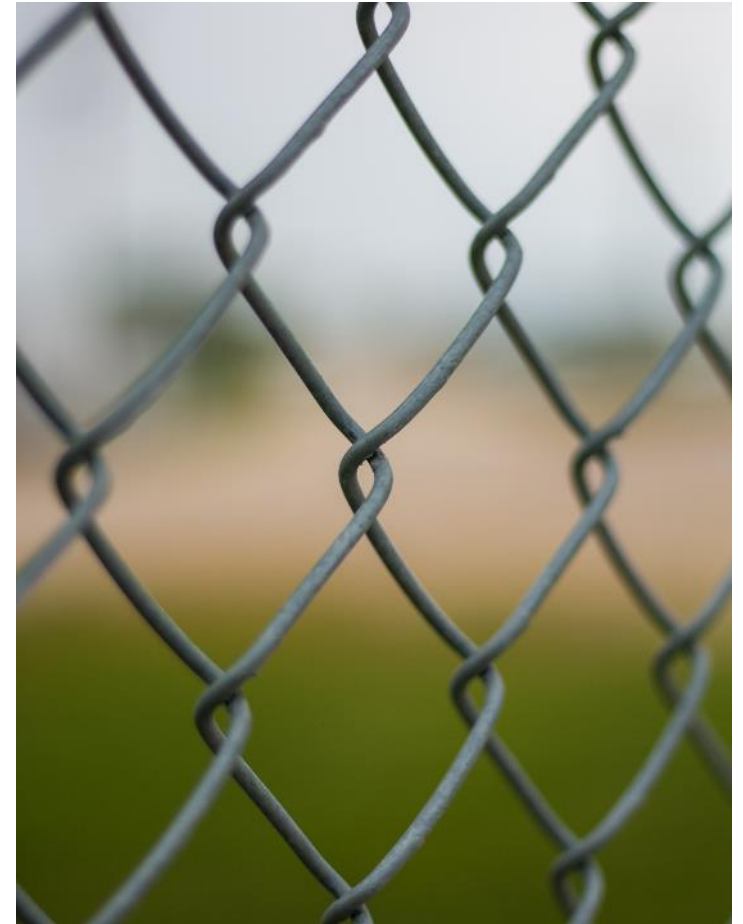
- Gate Scheduling
- Aircraft and Ground Vehicle tracking
- Inspections
- Deicing Management (includes long-onboard notifications)
- Landing Fees
- Diverted Aircraft
- Maintenance Management
- Construction Management
- NOTAM GIS
- Runway Incursion Warning System (RIWS)



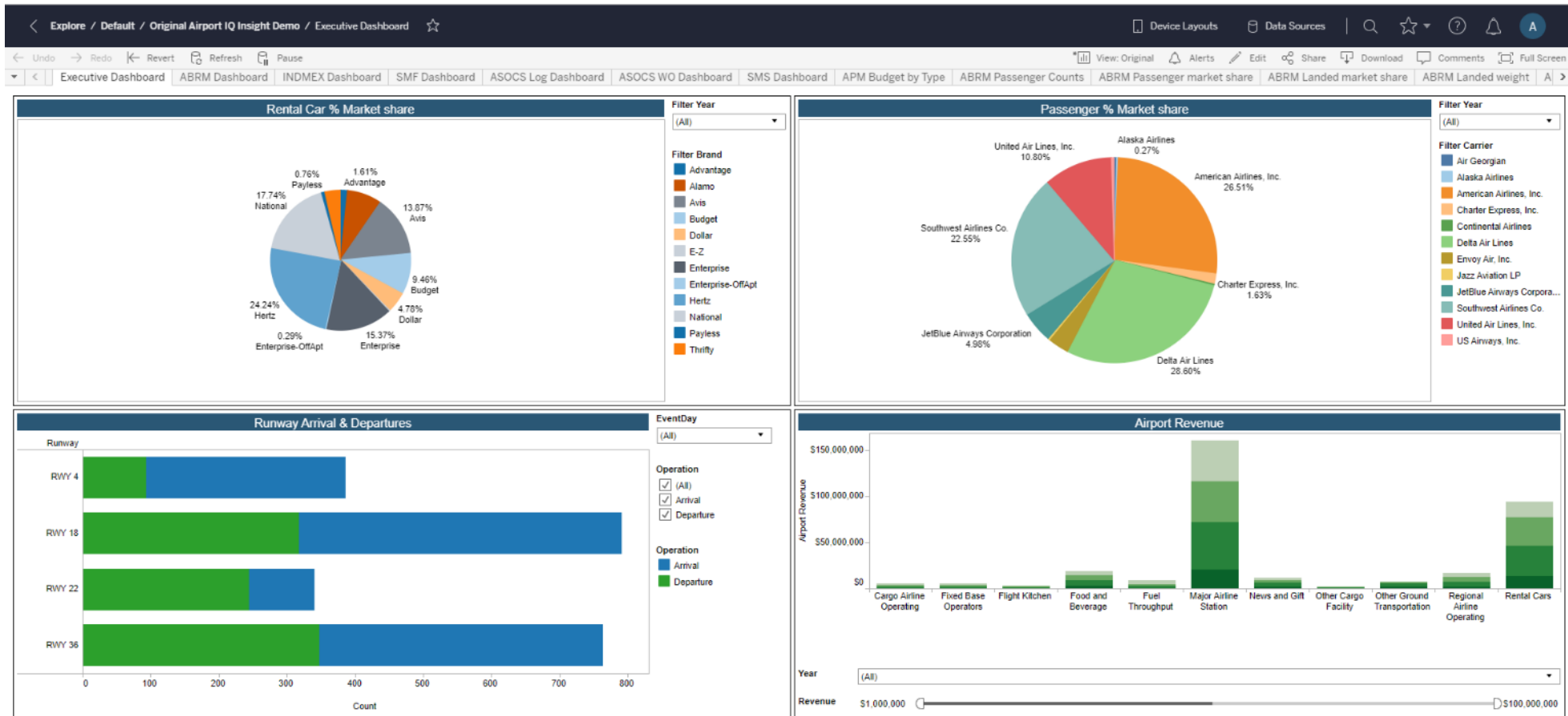
AirportIQ Gate Manager



- Collaborative Gate Scheduling
- SSIM Airline data feed
- Visualize Gate Conflicts
- GIS Mapping
- ADS-B Station w/ SWIM data
- AVL Integration i.e. GSE Tug
- Remote Aircraft Parking Management
- Diverted Flight Notification
- Dashboard Analytics



Analytic Dashboard Example



AirportIQ

Thank you

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