

Obtaining, Implementing and Maintaining Data – The Business Aviation Training Perspective –

FlightSafety International and CAE

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OEM Data – The Business Aviation Training Perspective

FlightSafety International and CAE offer a combined total of over 80 Types and Variants of wet lease FSTD Initial and Recurrent training to the Business Aviation community

14 OEMs (EASA programmes)

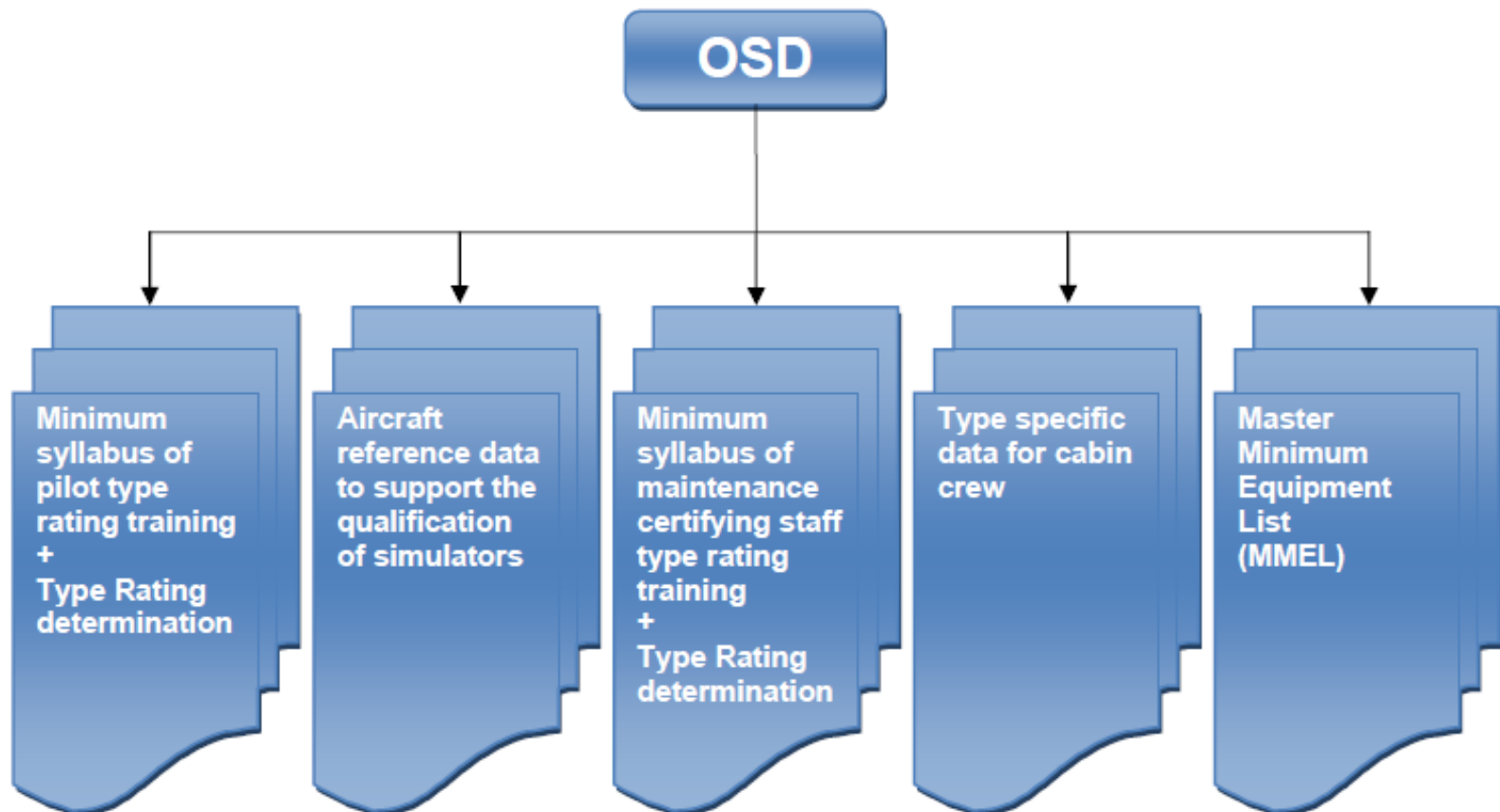
- Bell Helicopters
- Cessna
- Bombardier
- Embraer
- Dassault
- Gulfstream
- Honda
- Hawker Beechcraft
- IAI
- Piaggio
- Sikorsky
- Nextant
- Airbus
- Boeing

<http://www.cae.com/>

www.flightsafety.com/fs_businesscorporate.php

OEM Data – The Business Aviation Training Perspective

FlightSafety and CAE have strong linkages with many business aviation and rotorcraft OEMs, we readily engage in OSD activities and often author the definitive type rating course, its duration and content for new aircraft types.



OEM Data – The Business Aviation Training Perspective

We seek to obtain OSD¹ as mandated to end users in accordance with the Part-21 regulation.

At the **operator** level OEMs provide their customers with technical documentation (Flight, Servicing, Maintenance etc) via a subscription service which permits access to a portal (user id, password, pin code).

Docs include:

- Regulations
- Flight Ops
- MMELs, FCOMs and other manuals required for training programme development
- Perf data
- Maintenance and Servicing documentation
- Improvements, Upgrades, Communications, etc.
- Links to a customer blog site that allows users to communicate directly with the OEM and other operators/users.

¹ See EASA OSD Contact info:

<https://www.easa.europa.eu/document-library/operational-suitability-data/osd-contact-list>

OEM Data – The Business Aviation Training Perspective

How do you obtain the data and info from manufacturers?

The simple answer is...**THERE ISN'T A SIMPLE ANSWER.**

- At the training provider level the process is highly variable.
- Each OEM and each component supplier to each OEM has a different contractual arrangement with our organisations.
- The plot is complex and complicated:
 - exclusivity arrangements
 - OEM customer type rating training entitlement
 - variable duration caveats and agreements
 - copyright privileges
 - intellectual property rights
 - variations in international commercial law, etc
- 3rd party consent is a constant and complex factor.

OEM Data – The Business Aviation Training Perspective

How many personnel are involved in maintaining OEM contracts and linkages?

LOTS!

- Maintaining our OEM linkages and contracts for program information including technical data and courseware procurement is a costly but a major investment
- Goal for all partners is to be able to treat customers (operators, owners and their crews) as joint customers.
- Jointly over 175 full-time Programme Directors and Asst. Prog. Directors, Programme/Training Managers, Technical Systems Specialists/Designers, OEM Leads/Fleet Chiefs and OEM Project Managers whose primary function and responsibility is to maintain, establish and sustain/strengthen the training provider's relationship with the customer and OEM suppliers.
- In addition, legal counsel and other personnel involved in each type-specific development project with Design Build Teams, FSTD, hardware/software and pilot/MX training materials development personnel and related OSD teams.
- And then there are the ATO personnel who actually administer and deliver the training programs!

All these factors affect the training cost without adding much training value!

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Do we always pay a fee in return for the data/material?

USUALLY

- Contractual arrangements are unique to each OEM.
- We may pay for technical data for simulation elements, and pay via a separate contract for technical data for use in courseware development
- Most contracts require us to negotiate data provided to OEMs by their suppliers separately, e.g. Avionics or Engine manufacturers.
- 3rd party data can be very costly, and mirrors the scale of required investment by the manufacturer. We pay licensing fees for avionics use in our devices usually based on numbers of installations.

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Do we have specific contracts with the OEM for each model or do we have a 'block' arrangement where a single contract and schedule of fees enables us to receive data for all of that manufacturer's types that we train?

IT VARIES!

- Typically the arrangements are type specific, some contracts permit a transition to other or later variants, e.g. with different cabin size.
- We sometimes negotiate 'publications' agreements in a block arrangement for some avionics usage., and some are negotiated separately for Maintenance versus Pilot data usage.

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What is a typical cost (ROM) per annum for one training programme?

IT VARIES

- Access to aircraft OEM data is usually negotiated as part of the training agreement.
- Contracts are also negotiated for courseware outside of the aircraft OEM e.g. for simulator nav and aeronautical data, or for access to avionic systems' training materials.
- Trade credits can also be negotiated.
- A 'typical' cost for courseware development and classroom infrastructure (including GS support simulation devices) for a new type rating program for pilots and maintenance personnel (*excluding the cost of the FFS*) is *substantial*.
- Typical annual sustainment cost for an existing program's courseware is anything between 1% – 4% of initial start-up costs.

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What is a typical cost (ROM) per annum for one training programme?

IT VARIES

- Increasingly we will see hi-definition/3D documentation initiatives involving iPad-Apps with a log-in fee, scaled according to the agreed number of subscribers.
- Some OEMs set other caveats an ATO must observe, e.g. training policies and protocols that must be followed, before the training provider is authorised and allowed to purchase rights of access to their data.
- Early evidence shows the cost of provision by OEMs of FSTD ‘extended envelope’ (UPRT) data is considerable.

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How do we keep training programme documentation and software up-to-date if an OEM has, for whatever reason, restricted the availability of data?

- In most cases we have access/subscriptions to OEM manuals.
- Depending on the usage agreement, we may have to use our SMEs to interpret documents and develop elements for updated use.
- We enjoy open working relationships and share data with our OEM partners, working on many projects together.
- OEMs generally want to ensure we have all the information required for our training delivery, and together we are committed to ensure the highest levels of safety in training and in the operation of the aircraft.

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If we could make changes to the current arrangements what would they include?

1. From the regulatory and safety perspective, could EASA further improve the impact of OSD for the training and simulation community?
 - Develop a guidance document on the impact of mandatory and non-mandatory elements of OSD?
 - Clarity of the OSD elements added to the OSD section of the aircraft manufacturer's TCDS, e.g. what data/documents are considered OSD and what are not?
2. Negotiate use of technical data and updates for both Pilots and Maintenance training in one lifetime contract to include updates.
3. Allow the training provider the ability to obtain third party data (e.g. avionics, engines) for new training programs either directly from the third party suppliers or from the OEM. This would help the training provider remain on the same schedule for development and eventual RFT (ready-for-training) as the OEM.

THANK YOU



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