

## Introductory Speech to ASAS TN2 and FLYSAFE joint Workshop

Ladies and Gentlemen, dear colleagues from the Aeronautical community,

Welcome to this 5<sup>th</sup> ASAS Thematic Network Workshop,

I am really pleased to welcome you in Toulouse “la Ville Rose” the Pink City. I suspect most of you have elected to be here in order to attend the Rugby World Cup matches but nevertheless, sorry guys,...for the time being, you are locked here until Wednesday mid day!!

More seriously, let me tell you, how much I am impressed by the tenacity all of you have demonstrated during the course of ASAS TN 1 at first and ASAS TN 2 now. As you may know two people from my organization Pierre Gayraud and Jean-Claude Richard have been participating to ASAS TN from the beginning and from time to time I was questioning myself: what the hell are they doing?

Now I think I understand better when I see the numerous conferences occurring on ASAS, the operational concepts being developed in SESAR and NextGen, the Call for Tenders coming along and bottom line wise, the contracts awards dealing with ADS-B related matters that are starting to occur now.

It is a clear sign that ADS-B related matters are becoming an operational reality and a business one as well.

ASAS TN must be thanked for that.

ASAS TN has successfully succeeded in setting itself up as a “meeting together” spot but also and more importantly as a place for constructive debates and position building.

But, if I may, I would like to propose some additional food for thought:

- Business considerations at First: ASAS Thematic Network activity has to be judged on the long term and if the present situation is encouraging, it is certainly not the end of the story as more ambitious ASAS applications certainly deserve to be more dug into from an operational standpoint and last but not least from a business standpoint as well: we will not get one without the other. In many occurrences, business cases from the user’s viewpoint and from the supplier’s viewpoint need to be clarified to say the least. As an avionics supplier, my personal opinion is that, even if advanced R&D must go on, it is time now to enter into a more business oriented strategy in order to speed up the ASAS implementation road map otherwise the concept may lag indefinitely.
- Tactical consideration: pay attention not to become a holy ASAS sect or an isolated island and consider ASAS as part of the enabling application of a global ATM architecture and concept of operation. In other words ASAS has to be of course implemented within the SESAR and NextGen initiatives but without any sectarian or “silo” dogmatic approach.

I am confident that these challenges will be met.

We at THALES, we have somewhat anticipated on the overall success of ADS-B and future ASAS as now, the THALES Group is thoroughly involved into the ADS-B implementation:

Just a few recent examples:

- On the Ground side, THALES is part of the ITT team that has been selected by the FAA to develop and deploy the ADS-B system within the entire US territory as a key component of the FAA's NextGen program. This success follows the ADS-B ground station recent equipage on the Australian territory by THALES as well.
- On the Airborne side, ACSS, an L3-Com /THALES Joint Venture is heavily involved as a key designer into the SafeRoute program from UPS in Louisville. I know that you will get an ACSS excellent presentation on this on Wednesday.

My introduction is going now to an end, the ASAS TN2 activity itself is also going to an end as it is the last workshop, even though, I understand that, all of you being good boys and girls, you won a special additional bonus session in Amsterdam in the coming month.

You made a significant achievement by pioneering ASD-B, then disseminating the information and refining by your comments the various ASAS concepts. The aeronautical community is now on the verge of full scale implementation in various regions of the world. You, the ASAS TN people, you deserve its gratefulness.

Thank you for your attention and long life to ASAS within SESAR, NextGen and any other regional initiative.