



# AVIATION NEW ZEALAND

Hamilton, March 2017



# INTRODUCTIONS

- Global tracking, messaging and voice service provider
- Proudly NZ company with USA subsidiary
- Customers in 35 countries
- Air, sea, and land
- Mission-critical service
- Designed for those operating in harms way
- Global community of operators, first responders and agencies



# FIGHTING FIRES IN AUSTRALIA

- National integrator since 2009
- 500+ aircraft
- 40 operators
- 10 different tracking providers
- 19 state and federal agencies
- Mapping, despatch, C<sup>2</sup>, GIS
- ARENA contract management

# BUILDING POWERLINES IN CALIFORNIA

- 117 mile \$1.83B 1000MW capacity electricity superhighway
- 9 heavy-lift operators
- 100+ aircraft
- 200+ personnel
- 10 tracking providers
- Environmental compliance
- 24/7 Distress monitoring and escalations



## AIR RESCUE IN NZ

- 40 aircraft
- 11 air rescue trusts
- RCCNZ
- St John Ambulance
- NZ Police
- Coastguard NZ





# MARITIME RESCUE IN AUSTRALASIA

- 40 Coastguard NZ units
- 64 Australian CG flotillas
- 210 vessels
- RCCNZ, St John, AMSAR, DFES





# INNOVATION

- Proven, reliable service
- Time of rapid technological change
- Increasing market disruption
- Customers need more for less
- Customers need flexibility
- Customers need new capabilities
- Customers need support tools to work together

# INNOVATION

- Decisions can only be as good as the data informing them
- Do a better job at the sharp end



## ANNOUNCING ROCKAIR

- Glare-shield mounted
- Satellite/cellular IP
- Backup battery
- Unlimited 15 sec tracking
- 5 inputs for external events
- DO160G
- USB/aircraft power
- iOS integration
- Global text messaging and forms
- Blackbox-lite



# CELLULAR IP TRACKING

- Faster reporting rate

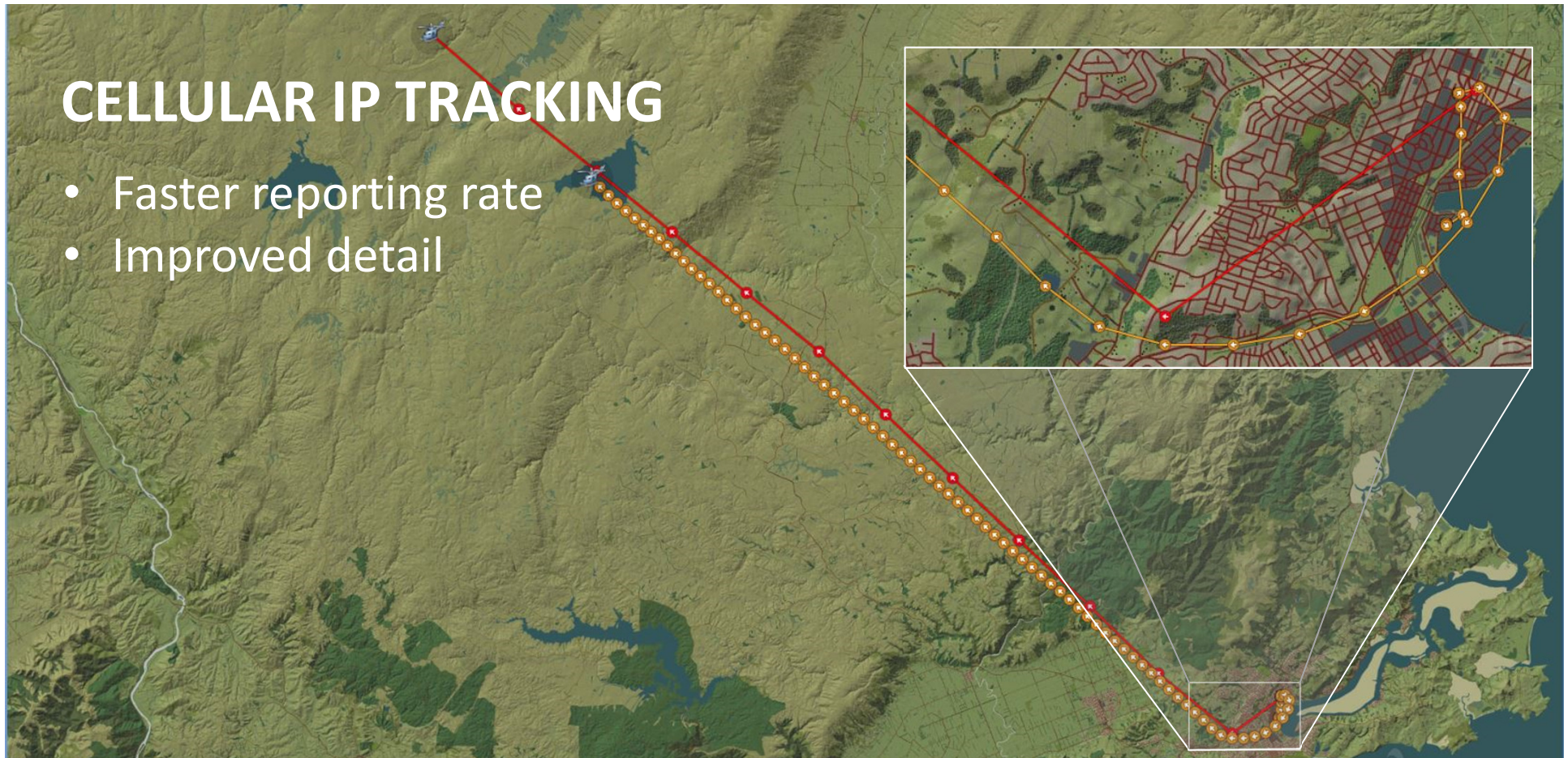
15  
seconds

120  
seconds



# CELLULAR IP TRACKING

- Faster reporting rate
- Improved detail





# CELLULAR IP TRACKING

- Faster reporting rate
- Improved detail
- Reduced search area

162  
km<sup>2</sup>

2  
km<sup>2</sup>



## CELLULAR IP TRACKING

- Faster reporting rate
- Improved detail
- Reduced search area
- Lower cost

\$2.40  
per hour

0.95c  
per hour

# CELLULAR IP TRACKING





## GLOBALY CONNECTED COCKPIT

- Much smarter, more capable equipment in aircraft
- Email to and from Cockpit
- Multi-sensor integration
- Multi-source integration
- User forms to and from the cockpit
- Real-time photos from air to ground
- Seamless integration with partner services

# GLOBALY CONNECTED COCKPIT

- Better data
- Better information
- Better decisions
- Better outcomes





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