US-India Aviation Cooperation Program (ACP)

Overview

2010

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Contents

Mission and Focus Areas

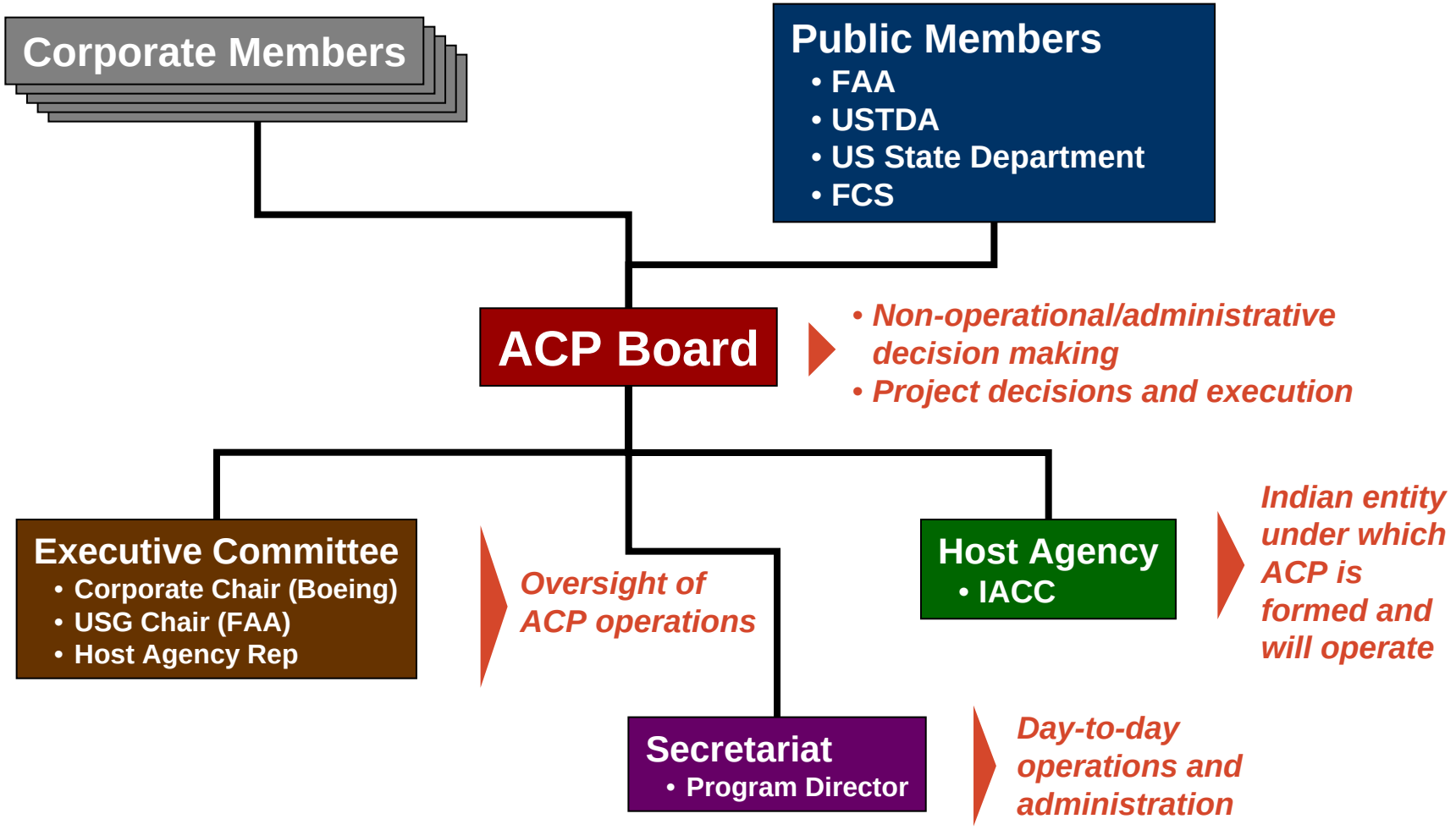
The US-India Aviation Cooperation Program (ACP) was established in 2007 as a Public - Private Partnership between the Federal Aviation Administration (FAA), the US Trade and Development Agency (USTDA), other US Government agencies, US Aviation Companies, and the Government of India.

The ACP will support the growth of the Indian civil aerospace sector by working directly with the Government of India to identify and execute projects that encourage collaboration between US and Indian stakeholders, and provide access to US expertise, technology, and best practices.

Focus Areas

- **Airspace analysis, development, and planning**
- **Aviation support industry development**
- **Air traffic management modernization**
- **Aviation human resources**
- **Airports infrastructure**
- **Aviation security**
- **Aviation safety**

Operating Structure



Please refer slide notes for expansion of abbreviations

ACP Steering Team

- **Government Co-chair: Aaron E. Wilkins (FAA Senior Representative, India)**
- **Industry Co-chair: Dinesh A. Keskar (President, Boeing India)**
- **Program Director: Dr. Arjun Singh (formerly Airports Authority of India)**

Brief Bio of Government Co-chair, Aaron E. Wilkins

Aaron Wilkins was selected to serve as the Senior FAA Representative to South Asia in October of 2008. He arrived at his post in New Delhi, India in January 2009.

The FAA Delhi office is led by the Senior FAA Representative who is also responsible for FAA affairs in South Asia comprising India, Pakistan, Nepal, Bhutan, Sri Lanka, Bangladesh and Maldives. The FAA Delhi office has 2 American and 1 Indian civil aviation specialist. In the three years since the opening of the New Delhi Office, the FAA has made tremendous progress in developing the relationships necessary to address the growth of the Indian system as well as its neighbor states throughout the region. Prior to July 2006, the FAA had little interaction with the Indians. Since then, the FAA has developed a close working relationship based on trust and delivery of promised cooperation in several technical areas, including air traffic training, flight standards and system certification activities.

Prior to working for the International Aviation (API), Aaron Wilkins was named Acting Manager, Oceanic and Offshore Programs under the Enroute and Oceanic Directorate of the Air Traffic Organization in June of 2007. He provided executive direction and leadership for key agency programs affecting oceanic and offshore communications, navigation, and surveillance (CNS) infrastructure, and air traffic management (ATM) automation necessary to implement transformational technologies to modernize air traffic operations.

He has developed and maintains relationships with global Air Navigation Service Providers (ANSPs) as well as ICAO regional working groups to ensure harmonization and compatibility of avionics, ground systems, and communications networks to provide seamless air traffic management in oceanic and offshore airspace.

In a recent detail with FAA's International Organization (API) he served as program manager of the Executive Management Development Training (EMDT) program. He coordinated activities across multiple countries and companies exercising strong communication and interpersonal skills necessary for a successfully managed program.

He specifically interacted with members from Civil Aviation Administration of China (CAAC) and the Chinese Air Traffic Management Bureau (ATMB) as well as participating as a key member of the US –China Aviation Cooperation Program (ACP). He continues to foster business relationships which will benefit the FAA in their continuing assistance in helping China with aviation issues. He recently played a major role during the 2008 Summer Games establishing daily telecons between US air carriers and International Air Transport Association (IATA) members providing status and updates on Olympic air traffic flow.

Wilkins has an undergraduate B.S. degree in Business Administration from University of Arizona, Tucson, Arizona (82) and a master certification in Program Management and Performance Measurement from the Defense Systems Management College (DSMC) in Ft Belvoir, VA (94). Aaron Wilkins is an avid golfer and enjoys travel.

Brief Bio of Industry Co-chair, Dinesh A. Keskar

Dinesh Keskar is responsible for representing the entire enterprise and for leading Boeing-wide efforts focused on expanding the company's local presence and pursuing new growth and productivity initiatives in India.

From August 2004, Keskar served as Boeing Commercial Airplanes vice president of Sales for South and Southeast Asia. His responsibilities included overseeing all commercial airplanes activities in Brunei, India, Indonesia, Malaysia, Maldives, Nepal and Sri Lanka. In February 2000, Keskar served as vice president, Sales, and president of Boeing Aircraft Trading. In this dual role, he was responsible for marketing all types of aircraft, owned by Boeing, to customers worldwide, and managed all commercial airplanes sales activities in India. Keskar served as president of Boeing Aircraft Trading until March 2005.

From August 1995 to January 2000, Keskar served as President of Boeing India for Boeing Commercial Airplanes. In this role, he was responsible for sales and marketing of commercial airplanes, airline support and industrial partnership activities in India. From 1987 to 1995, Keskar was a director of International Sales, where he managed all of Boeing's airplane sales and marketing activities in India, and was responsible for managing relationships with airlines and civil aviation government offices.

Since he joined Boeing in June 1980, Keskar has held senior positions in engineering, marketing and sales. From 1980 to 1986, he was responsible for research and consultation in the areas of system identification, digital signal processing and modern control theory. Keskar developed the techniques to conduct flight tests and analyze flight test data to obtain math models for airplane flight simulators.

Before Boeing, Keskar worked as a research associate in the Flight Dynamics & Control Division at NASA Langley Research Center.

Keskar served on several boards and organizations, including the national board of directors of the American Society of Engineers of Indian Origin; chairman of the Federation of Indian Chambers of Commerce and Industry's civil aviation committee; the advisory board of the College of Engineering at the University of Cincinnati; U.S.-India Business Council Board Member Emeritus, which operates under sponsorship of the U.S. Chamber of Commerce; is a Fellow of the Royal Aeronautical Society; and an Associate Fellow of the American Institute of Aeronautics and Astronautics. From 2003 to 2007, he served as a member of the board of directors of the International Society of Transport Aircraft Trading, an organization that serves as the official voice for the entire commercial transport aircraft secondary marketplace, and was a member of the executive committee of the Indo-American Society.

In June 1999, Keskar was honored with the "Distinguished Alumni Award" by the University of Cincinnati for meritorious achievement. Keskar received his bachelor's degree in mechanical engineering from Nagpur, India with a Gold Medal in 1975. He received his master's and doctorate degrees in aerospace engineering from the University of Cincinnati in 1976 and 1978, respectively. Further, he received an MBA from City University in Seattle in 1987 and was a recipient of the President's Honor Roll. In 1994, he attended the Berkeley Executive Program at the University of California, Berkeley.

Brief Bio of Program Director, Arjun Singh

Dr. Arjun Singh is Program Director of US-India Aviation Cooperation Program (ACP). Prior to joining ACP, He was Secretary to Ajay Prasad's Committee on "Futuristic Air Navigation System Master Plan" and completed the task in Feb-2008 and report was submitted to Ministry of Civil Aviation, Government of India, for acceptance and implementation. He has enriched experience in Project Monitoring & Implementation, Communication, Navigation and Surveillance /Air Traffic Management (CNS/ATM) Planning, Installation, Testing, Commissioning and Maintenance of CNS system for the last 25 years.

He has worked as Joint General Manager (Communication), in Directorate of Communication, Navigation and Surveillance-Planning in Airports Authority of India (AAI), Corporate Head Quarter, New Delhi-110003 and played key lead role in implementation of Indian Space Based Augmentation System (SBAS) i.e. GPS Aided GEO Augmented Navigation (GAGAN) which is the next generation technology. He was also responsible for planning and implementation of Ground Based Augmentation System (GBAS) at Delhi and Mumbai airports. Both the technologies are still under implementation.

Further he has worked as Joint General Manager (Communication), in Directorate of Communication, Navigation and Surveillance – Operation and Maintenance in AAI, Corporate Head Quarter, New Delhi, and did monitoring of the status of 140 airports CNS facilities. In addition to this, He advised stations on maintenance of CNS facilities, analyzing the fault reports of the equipments and apprising about the status to Board of Director AAI and suggested strategy for maintenance of the CNS facilities at the airports. Further he has worked as Deputy General Manager (Communication), in Directorate of Radio Construction and Development Unit of AAI and played key lead role for site selection, issue of list of civil and electrical works, installation, testing of CNS equipment and finally, air calibrating of the facilities for commissioning in coordination of CHQ, AAI. In addition He also did the feasibility and cost benefit analysis of whether India needs SBAS or GBAS. My analysis concluded in keeping diverse conditions of Indian airports and country requirement. SBAS is the solution and this technology is under implementation as GAGAN project.

He joined DGCA-India, Ministry of Civil Aviation (MCA) as "Group A" officer in year 1983. Since then He has worked at various capacities at different airports. Prior to the Central Government job, He had served to the State Government as lecturer in Polytechnic College, Lucknow (U.P) for five years.

He did Bachelor of Engineering from M.M.M. Engineering College, Gorakhpur (UP) in the year 1977 and Master of Business Administration - Finance in the year 1993. He also received M.E. degree in Microwave and Radar Engineering from Osmania University, Hyderabad (A.P.) in the year 1995 and received Ph.D. (Electronic and Communication Engineering) degree in the year 2005 from Osmania University, Hyderabad.

Dashboard of Projects & Proposals

Projects Completed / Underway

Projects		Lead
1	Air Traffic Management (ATM) Training Program	FAA
2	Air Traffic Flow Management (ATFM) Seminar	Lockheed Martin
3	Automatic Dependence Surveillance (ADS-B) Seminar	ITT
4	Ground Based Augmentation System (GBAS) Seminar	Honeywell
5	Airport Regulatory and Financing Best Practices Seminar	PAS
6	Technical Training for Aerospace Industry	HIECO
7	Helicopter Aviation Safety Technical Assistance	Bell

Dashboard of Projects & Proposals

Proposals under Processing / Development / Consideration

Proposals Under Processing with USTDA		Lead
‘09C	Technical, Management, and Operational Development Training (TMODT)	Hi-Tec
‘08D2	AAI ATCO Manpower Assessment [AAI cost share]	WCG
Proposals Under Development		**Lead**
‘09A	ATM Processes and Procedures Implementation	WCG
‘10A	Airport Regulatory and Financing Pilot for a Regional Airport	PAS
‘09E	Safety Management System Development Plan [DGCA cost share]	TBD
Proposals Under Consideration		**Lead**
‘08D3	AAI CNS Manpower Assessment [AAI cost share]	WCG
‘09B	Study on Next-Gen/SESAR Technology Requirement for India	Mitre

Suggestions for New ACP Projects

- **Suggestions solicited from subcommittees on new projects to be initiated**

- **Ideas received so far for new ACP projects**
  1. **General Aviation**
  2. **Noise Pollution and Aircraft Emission**
  3. **Green Aviation Fuel**
  4. **SBAS Seminar (2 days)**
  5. **Regional Airport Regulatory and Financing Best Practices Seminar (1 day)**
  6. **Radio Networking**
  7. **Radar Networking**
  8. **Assessment of Aircraft Maintenance Engineers (AME)**
  9. **Indian Aviation Security Assessment**

ACP Corporate Members: 32

- OEMs
- Airlines
- Manufacturing firms
- Systems integrators
- Consulting firms
- Transportation and logistics firms
- Other service providers

Benefits to Member Companies (page 1 of 2)

- Direct opportunity to work with prospective customers in the Indian civil aviation sector
  - Ministry of Civil Aviation (MoCA)
  - Directorate General of Civil Aviation (DGCA)
  - Airports Authority of India (AAI)
  - Airports Economic Regulatory Authority (AERA)
- Work on a project to demonstrate your firm's capabilities to the customer and spawn business development ideas for future engagements with the customer
- Gain preferential selection in future contracts from the customer under the auspices of the ACP without having to go through the usual government tendering process
- Engage with customer personnel from the highest level (Ministers, Secretaries, organizational heads) to the management and working levels

Benefits to Member Companies (page 2 of 2)

- Engage with US Government representatives at the highest level (Ambassador, Secretaries, FAA Sr. Representative, FCS, USTDA)
- Gain access to other ACP members as prospective customers
- Enjoy free subscription to the ACP bi-annual journal *"Shared Horizons"*
- Gain free participation to attend talks and seminars by guest speakers from the Indian government
- Benefit from multiple project funding options
  - Cost share with USTDA
  - Cost share between USTDA and customer
  - Full funding by customer

Joining the ACP: A 3 step process

1. **Join the Indo-American Chamber of Commerce (IACC) either as a life member or annual member (http://www.iaccindia.com/members.htm)**

2. **Pay annual dues in accordance with the following:**
   - **Annual Revenues Greater than $22 Million: $6,000**
   - **Annual Revenues Between $22 and $6 Million: $3,000**
   - **Annual revenues less than $6 Million: $1,500**
   - **All amounts in US Dollars or Rupee equivalent**

   Method of payment is as follows:
   - **Check/draft favoring IACC-ACP; bank/account no.: Punjab National Bank, Hauz Khas Branch, New Delhi; Account No.3093002103004995; RTGS Code: PUNB0309300**
   - **Wire transfer using SWIFT code: PUNBINBBDOB; account: IACC - ACP; no.: C/A-3093002103004995; bank details: AD-0302962/2900009, PUNJAB NATIONAL, BANK, Hauzkhas, New Delhi**
     - **Note: if paying via wire transfer, please notify the ACP when payment was made and provide a copy of receipt**
   - **Credit card via ACP Website (www.acp-india.com)**

3. **Complete the first part of the ACP APPLICATION AND ACKNOWLEDGEMENT FORM**
   - **This form is on the last page of the ACP byelaws**
   - **Send this signed form to the Program Director (ACP) and it will be routed appropriately**

Thank You