



# SMARTPlane 2017

Sept. 11, 2017 / The Westin - Paris

## Preliminary Program

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**AVIATION WEEK**  
NETWORK

08:00 Registration & welcome Coffee

**09:15 WSBW opening presentation – State of play and challenges for the satellite connectivity market (in Concorde Salon)**

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Pacôme Révillon, CEO, Euroconsult

**09:30 SmartPlane market presentation (in Aiglon Salon)**

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Florent Rizzo, Consultant, Euroconsult

**09:45 How the plane will become smart(er)**

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*Connectivity is impacting current and future airline operations. How will new trends, such as Big Data, IoT, analytics and predictive maintenance, disrupt the aviation industry? What are the associated challenges (cyber-security, data ownership, volume, variety, veracity etc.)?*

*New antenna technologies will enable higher throughput rates that many stakeholders of the IFC value chain, such as Original Equipment Manufacturers (OEMs) and Maintenance and Repair Overhaul (MROs), are willing to exploit, taking their maintenance capabilities to the next level.*

**Moderator:** Nathan de Ruiter, Managing Director, Euroconsult Canada

Lukas Bucher, Head of Aircraft Modification International, Lufthansa Technik

Jean-Marie Betermier, President, Zodiac Data Systems

John Nelson, Operations Manager, GE Aviation

Lionel Burgaud, COO, AKKA Technologies

Aviv Ronai, Head of Marketing & Business Development, Gilat

10:30 Morning coffee break

**11:00 In discussion with digital media and entertainment providers**

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**Moderator:** Capucine Fargier, Senior Consultant, Euroconsult

David Fairand, Co-Founder and COO, Adaptive

Cyril Jean, CEO, PXCom SAS

Julien Sivan, CEO, SKYdeals

Elodie Medina, Sales Coordinator, STUDIOCANAL

Ralph Wagner, CEO, Axinom Group

**11:45 The connected aircraft: Raising the bar for passenger experience**

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*Airlines will present their strategies and discuss their goals and challenges they face with regards to in-flight connectivity. How is the Internet of Things (IoT) improving passenger experience? How airlines can make the most of the connected aircraft? This panel will not only look at providing insights into the next generation of passenger experience through a connected aircraft but it will also share views on the expected operational benefits stemming from real-time connectivity.*

**Moderator:** Susan Irwin, Principal Advisor, Euroconsult  
Amanda Fish, Manager, Fleet Initiatives, Delta Airlines  
Gunilla Ait El Mekki, Manager Onboard Entertainment & Connectivity, SAS  
Franco Lanza, Executive Advisor to the Chairman and CEO, Air Tahiti Nui  
Tal Kalderon, Inflight Entertainment Manager, El Al  
Paulo S. Miranda, Chief Experience Officer, Gol Linhas Aereas Inteligentes

12:45 Lunch hosted by

### 14:30 Exploring the potential of the connected aircraft

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*Airlines can derive significant operational benefits through connectivity, thanks to electronic flight bag (EFB) and aircraft health management. How airlines can leverage big data to improve efficiency and safety? How service providers can help airlines to develop a predictive maintenance strategy? What are the potential security risks and threats resulting from in-flight connectivity? Speakers in this panel will explain the benefits of connectivity on aircraft operations and the role played by solutions providers.*

**Moderator:** Stéphane Chenard, Senior Associate Consultant, Euroconsult  
David Fox, VP Inflight Connectivity and Services, Deutsche Telekom  
Stephan Egli, VP Europe, SITAONAIR  
Brad Weyer, Senior Director, Connected Aircraft Solutions, Rockwell Collins  
Dave Helfgott, CEO, Phasor, Inc.  
Markus Michelt, Co-founder and Managing Director, P3

15:30 Afternoon coffee break

- Joint sessions with the Summit for Satellite Financing

### 16:00 How to provide a personalized customer experience in flight?

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**Moderator:** Susan Irwin, Principal Advisor, Euroconsult  
Max Coppin, Partnership Development Manager, Google  
Quentin Couturier, Senior Manager – Fleet Development, Etihad Airways

### 16:15 IFC: the new gold rush for service providers?

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*Bandwidth available to aircraft is set to expand significantly in the coming years. But, how will things change both from an operational, maintenance and passenger experience perspective? What will airlines need and how can the industry provide it? Which business models will dominate in an era of every increasing capacity demands, passenger expectations for high quality, free services and constrained airline investment budgets? Should we expect consolidation amongst service providers and, in what time frame?*

**Moderator:** Brent Prokosh, Senior Consultant, Euroconsult  
Jon Norris, Sr. Director - Corporate Sales & Marketing, Panasonic Avionics Corporation  
Josh Marks, EVP Connectivity, Global Eagle

**Ryan Stone**, President, **SmartSky Networks**

**Frederik van Essen**, SVP Strategy & Business Development, **Inmarsat Aviation**

**Anand Chari**, EVP & CTO, **Gogo**

**Jerry Thomas**, Marketing Director, **Thales InFlyt Experience**

17:30 Closing remarks

Cocktail reception hosted by

