



International Civil Aviation Organization

MID Region Flight Procedure Programme Steering Committee

Second Meeting (MID FPP SC/2)
(Abu Dhabi, UAE, 15 - 16 June 2022)

Agenda Item 3: Programme Sustainability

MID FPP SERVICES CLASSIFICATION AND FEES PROPOSAL

(Presented by the Secretariat)

<p style="text-align: center;">SUMMARY</p> <p>This paper presents a proposal related to the MID FPP services classification, charges and fees.</p> <p>Action by the meeting is at paragraph 3.</p>
<p style="text-align: center;">REFERENCES</p> <p>– Summary of Discussion (SoD) of MID FPP Steering Committee (SC/1)</p>

1. INTRODUCTION

1.1 The SC/1 meeting noted that since the MID FPP is not a classical business unit per se, the program sustenance is dependent on self-assuring a services revenue stream based on regular income besides the Active States' contributions.

2. DISCUSSION

Programme Sustainability: MID FPP services classification proposal

2.1 The MID FPP services classification matrix – refer to **Appendix A** to this Working Paper – proposes a “discount” model and charges for its services provision.

2.2 Based on the type of services i.e., training course/workshop/seminar, FPD Quality Assurance driven activities and assistance/consultancy services as well as by considering a gradual “discount” based on the State/member status within the Programme structure i.e., Active, User, Other.

2.3 For the purpose of service charge, a “project definition” for FPD services package has been defined based on the project level of complexity.

2.4 For the purpose of Programme services profitability and competitiveness, the proposed service charges for training activities have been determined following an in-depth analysis of the market of the commercial training providers.

2.5 Consequently, the proposed training sessions and assistance activities portfolio is established by “mapping” each specific PBN sub-domain and/or specific requirement e.g. procedure coding and publication/charting.

2.6 The MID FPP fees matrix – *refer to **Appendix B** to this Working Paper* – proposes a revenue generation services fee for training and assistance activities portfolio.

2.6 For the sake of harmonization, the proposed charging fees in case of Programme assistance/consultancy have been aligned with the business model of the existing APAC and Africa FPPs.

3. ACTION BY THE MEETING

3.1 The meeting is invited to:

- a) discuss and review the MID FPP services classification, charges and fees proposal as outlined in **Appendices A** and **B** respectively; and
- b) approve the MID FPP services classification, charges and fees proposal.



Middle East Flight Procedure Programme

MID FPP SC/2-WP/3
APPENDIX A

“MID FPP Services Classification Proposal”

SERVICES	CHARGES		
	Active State	User State	Others
Training Course/Workshop/Seminar	For free & priority	Fee discounted by 35%	Flat rate \$1,000/day/person
Flight Procedure Design (FPD) and Ground Validation (GV) reports	For free, up to 3 projects* per year/State	Discounted by 35%, up to 2 projects* per year/State	Per Project: • \$10,000 (FPD) • \$6,000 (GV)
	Extra project(s): • \$6,000/project (FPD) • \$4,000/project (GV)	Extra project(s): • \$8,000/project (FPD) • \$5,000/project (GV)	
Flight Validation (FV)	MID FPP support with documentation only (free)	MID FPP support with documentation only (free)	MID FPP support with documentation at \$500/workday
	State is in-charge of FV	State is in-charge of FV	State is in-charge of FV
Assistance/Consultancy projects (others than FPD)	• Price based on flat rate of \$500/workday	• Price based on flat rate of \$500/workday	Price based on flat rate of \$500/workday
	• 50% of contribution used as discount for provided services	• Discount 15%	• No discount
<p><i>* “Project” definition: For the purpose of service charge, a FPD package containing e.g. any type of one (1) Approach, or no more of three (3) SIDs/STARs, or design of (1) enroute holding/route is defined as a project. For example, one ILS (GP inop included), one VOR/DME, one Enroute Holding/Route or RNP APCH down to LNAV & LNAV/VNAV, are considered each as a separate project respectively.</i></p>			



"MID FPP Fees Matrix"

Stream	Activity	Portfolio	Duration	Fee/Pers	
Revenue Generation Services (fees paid fully by "Others" only)	Training	1) PANS OPS I (Foundation skills/SIDs)	2 weeks	\$2,000	
		2) PANS OPS II (2D Approach, NPA & RNP APCH)	2 weeks	\$2,000	
		3) PANS OPS III (3D Approach, ILS & Baro-VNAV)	2 weeks	\$2,000	
		4) RNP AR Refresher Course	1 week	\$1,000	
		4) PBN Ops Approval & Oversight	4 days	\$1,500	
		5) PBN Navigation Database (Path Terminator, coding rules)	3 days	\$2,500	
		7) Inter-relationship PBN Design – Coding – Chart Naming Convention/AIP	3 days	\$2,000	
	Workshop	8) PBN Implementation	5 days	\$1,800	
		9) CCO/CDO	2 days	Free	
	Assistance (\$500/day)	Implementation RNAV1 Routes project (Kuwait)			
		Jordan (Airspace Re-structure/PBN Procedures);			
		Oman (PANS OPS training, 6 people);			

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