

# Inflight

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INTERIORS PANEL DISCUSSION

WEDNESDAY 28 SEPTEMBER 2016, 11:30 – 12:15

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# Discussion panel

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## **Moderator - Alexander Preston**

Editor

*Inflight*

## **Sonny Stern**

VP Sales and Customer Service

Delta TechOps

## **DRSV Varma**

GM and Head of Operations

Cyient Singapore



# Session background

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According to Valour Consultancy, by the end of 2016, the number of IFC-equipped aircraft in Asia-Pacific will likely stand at 609, which represents about 10% of all commercial active aircraft in the region (otherwise known as a 10% penetration rate). With just five equipped aircraft in 2011, growth has been rapid over the past few years.

At the end of this year, 24 airlines will have installed connectivity solutions in the region and many have signed large contracts, with the installed base of IFC in Asia-Pacific expected to reach almost 5,200 aircraft by the end of 2025. This equates to a penetration rate of 55%.

# Discussion points

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- How are carriers finding value in their MRO partners with regards to IFEC programmes?
- Is the supply chain, in terms of the cabin interior market, able to move quickly to embrace the IFEC technologies coming online and being installed?
- Are airlines turning away from traditional MRO companies and instead dealing directly with OEMs?
- What are the benefits of collaboration and long-term relationships for delivering unplanned and scheduled MRO programmes, especially concerning IFEC installations (new, retrofit, upgrade)?

Join us next year...

# Inflight

Asia-Pacific

Pavilion • Workshop • Awards  
Singapore 1-2 November 2017

Bringing IFEC thought-leaders, innovators and suppliers together.