

# BEONTRA

a Lockheed Martin company



# B

## SCENARIO PLANNING

*Case Study:*

*Aéroports de Lyon (LYS)*



*„We really appreciate the speed and the flexibility of the BEONTRA B Route Development tool that enables us to quickly and extensively analyze different scenarios. This is of value especially for the analysis of a route to a hub airport with several daily waves of incoming and outgoing flights.“*

Alain Favier  
Head of Route Development  
Aéroports de Lyon

## COMMUNITY DRIVEN APPROACH: SOFTWARE DEVELOPMENT BASED ON THE USER COMMUNITY'S INPUT

In 2011, Aéroports de Lyon (LYS) implemented BEONTRA´s module B Route Development to substantiate route case calculations and to support the development of new routes. After only a few months, the route development team of Lyon Airport was able to achieve a huge success by using B Route Development: Emirates announced to add Lyon to its network in December 2012.

Being one of the early members of the B Route Development user community, LYS helped to specify the further development of the software by providing valuable input to improve its usability and implement new features.

A close relationship with its clients, open user trainings, the BEONTRA Summit, yearly releases with introducing enhancements and new features: that is what the BEONTRA's "community driven approach" is all about.

## PROJECT CHARACTERISTICS

<b>PROJECT NAME</b>	Aéroports de Lyon: introduction and application of the BEONTRA tool B Route Development
<b>CLIENT</b>	Aéroports de Lyon, France
<b>CLIENT DETAILS</b>  	IATA Code: LYS ICAO Code: LFLL Owner: Aéroports de Lyon Operator: Chambre de Commerce et d'Industrie de Lyon Coordinates: 45°43'32"N 005°04'52"E Passengers: 8,44 Mio (2012) Cargo: 36,400 tons (2011) Aircraft Movements: 118,000 (2011) Destinations: 145 (2011)
<b>PROJECT TIMEFRAME</b>	2011 – ongoing
<b>MAIN GOALS</b>	<ul style="list-style-type: none"> <li>▪ Delivering a tool that allows the creation of convincing route cases, based on reliable market data, "through the eyes" of the carrier and avoiding a "black box" methodology</li> <li>▪ Time and money savings in route case preparations</li> <li>▪ Providing carriers an outlook on the economic feasibility of the new service</li> <li>▪ Providing a tool to act as an interactive instrument for presenting, discussing and improving route cases in a process along with the client</li> </ul>
<b>PROJECT SCOPE</b>	Implementation of B Route Development
<b>REFERENCES</b>	<b>Mr. Alain Favier</b> Head of Route Development, Aéroports de Lyon