Company overview
Naitec Corporate Profile

Solutions overall picture
Naitec Airport Operation Management & Optimization solutions & services

Product deepening
Naitec Solution Catalog
Company overview

Naitec Corporate Profile
Company Profile

1. Mission
30 years of experience are our precious background. Naitec mission is to provide airport operators specialized software solutions to optimize and integrate the management of such a complex environment, and to keep them updated over time, in the respect of the organizational and technological developments and regulations.

2. Solutions
Our Solutions Offering is based on:

- **Modularity** to guarantee the integration with third parties systems, the flexibility necessary for the customizations and the graduation of the start-up, according to the customer’s needs and preferences.

- **Completeness** in the solution design, for the management of complex activities as guarantee of the service efficiency and the reduction of the operational costs.

- **Quickness** in the commissioning of the project, combining our experience with the modularity of our products to achieve a rapid implementation time.

- **Reliability and Quality of care** with a constant customer support and maintenance. We are certified ISO 9001:2015 and IEC/ISO 27001:2013.

3. Vertical Market Offering
We have valued different Practices on these main markets:
- **Airport** Authorities and Operators
- **Ground** Handlers
Naitec Corporate Profile

Consolidate our leadership in Italy and Growing Abroad

We have a **consolidated presence** in the **Italian Airport Market**, serving 25 Airports with a mid-long term relationships and strong reputation.

Since 2011 we’ve started to get experience in managing our first projects abroad, but it’s **from 2017** we’ve started to develop business abroad achieving **5 Airports in our portfolio**, working with international and local partners.
Naitec Corporate Profile

We are «Airport People» and this makes the difference!

PRE-SALES CONSULTING
• We can give advices and spread best practices
• We can easily identify opportunities for upselling

FUNCTIONAL ANALYSIS
• We can understand Customer’s needs
• Operations and IT Users can speak to us using «their language»

DEVELOPMENT AND ENGINEERING
• Highly skilled architects to build reliable solutions
• Collaboration with top-class IT partners

AFTER-SALES SUPPORT
• 24/7/365 dedicated team for Airport Support

NAITEC ADDED VALUE THROUGHOUT THE ENTIRE SOLUTION LIFE CYCLE
Our Solution Portfolio

Our Integrated overview of an Airport Management System

**FLIGHTS & A-CDM**
Collects all information regarding flight planning and operational management (includes OCS, Clearance and Dispatcher)
AODB, RMS, A-CDM, Airport Billing, Scheduling, Request Management, Dispatcher, B2B Integration

**PASSENGER**
Products for passenger management and self-service processing
Lost&Found Self Kiosk, Self Bag Drop, PRM Management, ABC eGates

**BAGGAGE**
Baggage Tracking, Reconciliation on Departure and Arrival, Lost&Found proactive management integrated with AODB and Airport BHS.
BRS, Arrival Tracking, Lost&Found

**FIDS**
Solutions for a dynamic, user friendly Airport Digital Signage for passengers and staff – including customized layout, advertising and dynamic announcements
FIDS, CIDS, GIDS, BIDS, Weather, Operative FIDS, Digital WayFinding

**BI & PREDICTIVE**
It collects operational data and allows the management of integrated Airport reporting and dashboarding.
Data Warehouse, Business Intelligence, Predictive Analytics Algorithm, Big Data, Airport Dashboarding & Reports
Airport Intelligence Dashboarding: e.g. Airport Synoptics


Aircraft position received in real-time by ADS-B transponders or third-party services (like FlightRadar24).
Naitec Professional Services

- **Gap analysis** to improve Airport Operations: AS-IS and TO-BE analysis
- **Customisations** for localisations and product enhancements (gap consolidation)
- **Integrations** (third parties systems, to be defined case by case ...)
- **Design of IT Logical and Physical Infrastructure**
  - **24/7 2° level** Help Desk
  - **Software Upgrades**

- **Training on Naitec Products**
- **Training on Airport processes**
- **Project Management**
  - Start-up phase
  - Follow-up
Our Technology Portfolio

Naitec Technology Know How and Partnership

We rely on valuable partners to provide the state of the art IT solutions and services, working side by side and sharing our deep knowledge of Airport environment and process, so to implement a joint mutual relationship to reach the customer satisfaction.
Our Solution Portfolio

The importance of being a “Software house”

IN-HOUSE DEVELOPMENT
• All the solutions in our portfolio are engineered, developed and maintained by Naitec

TAILORED APPROACH
• “Each airport is different” and we build our software so that it can adapt to circumstances, not vice versa

UNPARALLELED FLEXIBILITY
• Small teams and a short decision-making chain makes it easy to meet our Customer’s needs and expectations

FAST REACTION AND RESILIENCY
• When things change... We can change faster!
• New “Big Data” dept. created during COVID-19

NAITEC ADDED VALUE THROUGHOUT THE ENTIRE SOLUTION LIFE CYCLE
Product deepening

Naitec Solution Catalog
Complete Flight Management Suite
Reliable and complete Airport Operational Database (AODB) using state of the art web and mobile technology with real time push notifications for airport operational management.

Scalable Infrastructure
AODB is designed to be multi-company and multi-airport, helping you to optimize resources, procedures and reduce costs.

Connected to the world, connects your airport
Using multiple message standards (Type-B, Type-X, ADEXP) and channels we can provide a full A-CDM (Airport Collaborative Decision Making) compliancy procedures.

Business Intelligence and Analytics
We apply our knowledge of airport environment to provide advanced reports and dashboards to analyze every aspect of airport operations.

Operations & Big Data
Extending and improving the classic “Big Data” concept, our Airport Artificial Intelligence provides advanced passenger flow analysis and simulation, allowing a clear view on the future critical issues, long before they come.

Predictive Resources Planning and Management
Feeding advanced Machine Learning algorithms with Airport’s historical data, the system estimates Terminal crowding, providing a precise tool for the allocation of security and boarding gates.
Digital Signage

FIDS – Flight Information Display System
A powerful and compatible solution using advanced HTML5 technology and real time updates, with customizable templates and media streaming for marketing and advertisement.

Mobile Applications for Operations & Floor Walkers
We provide a set of solutions to share information with all Airport Stakeholders; our Mobile Applications feature a user-friendly interface and push notifications.

Dynamic signage and directions
Airports today are focusing on providing accurate, dynamically-changing information to their passengers. Digital signage solutions offer higher flexibility and game-changing opportunities.

Baggage Management (Where Is My Bag)

IATA 753 Compliant Suite
WIMB (Where Is My Bag) provides a modular and scalable suite of products fully compliant with IATA Regulation 753 recommendations, with a web-based dashboard for full baggage tracking in real-time.

Baggage Reconciliation System
On belt and/or on aircraft reconciliation using web & mobile technologies with seamless integration with BHS and Bag Tag readers. Advanced management of ULD for connecting flights & automatic first and last bag tracing and reporting.

Lost&Found Automation (WIMB ALFA).
Reliable integration with World Tracer through webservice, optimize all lost & found office activities. Automatic communication with passengers through IVR, SMS and e-mail.
Security Checkpoint

Turnstiles (eGate) and/or handheld check-point systems built with international leading security hardware fully automated by our software and customizable to be integrated with the existing AODB.

PRM - Passenger Reduced Mobility

EU regulation 1107/2006 compliant desktop, web & mobile applications to automate in a total flexible way the PRM procedures, resources and messaging.

Lost Property Hub

Complete solution designed to automate the Lost Property management at Airports optimizing the full process in paperless mode and improving the customer care with passengers.

eGate ABC - Automated Border Control

Automated border system increase level of service offered to the passengers, using world-leading biometric algorithms for facial and finger recognition software, compliant with Frontex Guidelines and Best Practices.

Self Service Baggage Drop Off

Naitec SBD (Simple Bag Drop) solution features high quality hardware components, including linerless bag tag printers and several others devices. SBD software is flexible to meet Airline Look&Feel and comes with connectors for all main airlines systems.

Self Service Baggage Claim Kiosk (Paperless and Touchless Lost&Found)

Reduce staff workload and front office opening hours allowing passengers to file a lost or damaged bag independently, easy to implement and guaranteeing a fast ROI.
Thank you!

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