Technology-Driven Trends in Business Aviation

Tuesday, October 10, 2017 from 1:00 PM – 2:00 PM

Kristin Zaccheo – Director Integration & Alliances, Boeing Digital Aviation & Analytics

Greg Jones – Global Industry Solutions Manager, Microsoft
The amount of data created today is unprecedented. But it's not about the data on its own, it's what you do with it. We are applying scientific processes to data to solve our customers' most pressing problems today while creating a world of limitless possibilities for the future.

Ted Colbert
Chief Information Officer & Snr VP Information & Analytics, Boeing.

“If you change the way you see the world, you change the world that you see.”

Satya Nadella
CEO, Microsoft
The world and technology are once again transforming

– Satya Nadella, CEO Microsoft
Number of phone users in 2016 is 4.8 billion. How many users by 2020?

A. 8.2 billion  
B. 10 billion  
C. 5.7 billion
What does it mean to be Digital?
Top 5 Emerging Technologies in 2017

- Internet of Things initiatives (e.g., sensors): 67%
- Software Defined Networking: 61%
- Artificial intelligence: 52%
- Cognitive computing: 50%
- Wearable technology for staff: 44%

% of airlines planning major programs/R&D
Themes (Technology)

4th Industrial Revolution

Big Data

Cloud

Intelligence
By 2020, experts are predicting cloud computing will surpass?

A. $800 million mark
B. $1 trillion mark
C. $270 billion mark
MICROSOFT’S CLOUD INFRASTRUCTURE
By 2020, experts are predicting how much data will be held in the cloud?

A. 40 Zettabytes
B. 100 Terabytes
C. 10 Petabytes
Artificial Intelligence and Machine Learning

Mobility  Big Data  Cloud  Intelligence

Competing with Algorithms
Future air traffic controllers may use holographic displays
Bots – Improving customer experience
>50% of large organizations globally will compete using advanced analytics and proprietary algorithms, causing disruption of entire industries by 2018.

Source: 100 Data and Analytics Predictions Through 2020, 24 March 2016
What does it mean to be Digital?

**ENGAGE YOUR CUSTOMERS** through innovative products, services & immersive experiences

**EMPOWER YOUR EMPLOYEES** to improve collaboration, morale, and overall team effectiveness

**OPTIMIZE YOUR OPERATIONS** and improve outcomes across the entire value chain

**TRANSFORM YOUR PRODUCTS** by harnessing data insights from today’s products to build tomorrow’s solutions
Where are the opportunities?

Industry insights

Operator needs
Continuing focus on large cabin jets with:
- Modern high-tech avionics
- Faster cruise Mach .85
- Extended range in every class

Pre-owned jet inventories down
Has diminished slowly from a 16% high in 2009

For Sale
9-10% of Jet Fleet

Operator concerns
- Cabin Amenities
- Lower fuel burn
- Comfort, productivity

Maintenance Costs
- Aircraft support, reliability, maintainability

Fractional ownership
- 25% 25% 25% 25%
- Stronger delivery performance is expected in developed economies in 2015/2016

Source: Honeywell