

Policy and Planning, Consultation and Regulation

The regulatory environment governing the aviation industry is becoming increasingly complex. AviaSolutions works closely with its clients to guide them through this regulatory minefield, ensuring that the widely varying requirements of key stakeholders are fully addressed and their strategic goals are achieved.

Policy and Planning Advice

A key strength of AviaSolutions is its knowledge of the key drivers of air transport policy, both in the UK and abroad. We have a team that has first hand experience of the development of Air Transport Policy in the UK, its formulation and implementation.

In addition, our team has advised airports on developing strategies within complex policy frameworks to manage detailed and contentious planning applications, often working with external stakeholders to ensure the risk of challenge is mitigated.

Public Consultations

Aligned with policy and planning is the need to manage and implement public consultation. AviaSolutions has managed a wide range of consultation exercises, and has analysed and reported on the responses received. We have the knowledge and systems in place to enable the detailed analysis of large and technically complex submissions, as well as more simple questionnaires.

Our experience of consultation exercises includes managing the analysis of responses to the UK Government's consultation of the Future of Air Transport in 2003, consultation on security financing undertaken by the European Commission, and BAA's consultation on the future development of London Stansted Airport. In each case our results have been published, and have been accepted as a fair and accurate representation of views expressed during the consultation process.

Regulation and Competition

Air Transport is a heavily regulated industry. With our vast industry knowledge and expertise, AviaSolutions can assist you in successfully navigating the areas of economic regulation, competition issues and European state aid issues.

Our experience in economic regulation of airports covers a wide range of jurisdictions, in the UK, Continental Europe, Australasia, the U.S., and Latin America. This includes advice on overall regulatory strategy (including the case for deregulating airports), as well as technical input in areas such as asset valuation, cost of capital etc.

AviaSolutions also has extensive experience of EU competition issues. In this context we have advised clients in areas such as tariff design (to avoid complaints of discrimination or predatory pricing), and the increasingly complex issue of state aid. In addition to advice on airport pricing, we have also advised devolved Governments on their approach to developing air routes operated under public service obligation (PSO) arrangements.



The Department for Transport in the UK required assistance in the analysis of technical responses to the Government's consultation on the Future of Air Transport. AviaSolutions was appointed to manage the analysis of over 1000 detailed and technical responses. We provided regional and national analysis of responses. This involved:

- Planning, coordinating and managing the handling of technical submissions and responses to the Government's consultation by key stakeholders including airlines, airports, major businesses, trade unions, environmental groups, local, regional and devolved government, MPs, and other key stakeholders.
- Organising and running a wide range of conferences and topic events related to the proposals in the consultation documents.
- Developing a database application for analysis of responses.
- Undertaking analysis of all of the responses to the consultation process, providing detail of the key issues and emerging themes identified by stakeholders.

AviaSolutions was appointed by Manchester Airport Group to undertake analysis to inform its submission to the Office of Fair Trading's market study into UK airports. This included:

- Detailed analysis of the key issues that the OFT were likely to address in its review.
- Advice on strategy and which particular areas that should be focussed on in the response.
- Detailed analysis to support the case for de-designation – in particular analysis of market share and power.
- Production of detailed analysis and presentation material for use in negotiations with OFT and CAA.

