

The logo for GroupEAD Europe S.L. features the company name in a white sans-serif font on a dark purple rectangular background. Below this, the tagline "The AiS Expert Team" is written in a smaller, italicized, light-colored font.

GroupEAD Europe S.L.

*The AiS Expert Team*

The logo for Entry Point North consists of the words "ENTRY", "POINT", and "NORTH" stacked vertically in a bold, black, sans-serif font. A vertical line is positioned to the left of the text, and a horizontal line is positioned below the word "NORTH".

ENTRY  
POINT  
NORTH

Nordic ATS Academy

## Press release

September 4th, 2012

### **Joint partnership between Entry Point North and GroupEAD Europe S.L.**

Entry Point North, one of the largest Air Traffic Service (ATS) academies, and GroupEAD Europe S.L., Aeronautical Information Management (AIM) service provider, have signed a long term partnership agreement for cooperation for national and international projects. The mutual cooperation will allow both parties to offer total training solutions to a variety of ANSPs and associated customers throughout the world.

The growing need for professional partners to deliver comprehensive training service packages within the air navigation service industry has brought Entry Point North and GroupEAD together as partners to address various customer projects. Entry Point North provides complete initial training for ATCOs, ATSEPs, ATS and AFIS personnel, including a wide range of development training courses, recruitment and selection and other services. GroupEAD offers AIS and AIM related training and services such as EAD Data Operations, Static Data, NOTAM, AIXM, AIP Production and more. The partnership means that Entry Point North and GroupEAD will be able to offer more services to its customers, either by partnering together or by offering each other's training services.

"I am delighted to announce this partnership with GroupEAD which brings together two companies whose continued success hinges on the ability to innovate and rapidly respond to change and market demands. GroupEAD has an unparalleled reputation for providing AIS/AIM services and support. This partnership is an example of Entry Point North looking for inspiration and fresh perspectives on how we can achieve our strategic goals and fulfil the ambitions set out by the SES initiative" says Anne Kathrine Jensen, Managing Director of Entry Point North.

"Our new partnership with Entry Point North offers a well-rounded catalogue of training and experience in complementary fields of ATC and AIS, providing additional benefits in the transition from AIS to AIM to clients. Entry Point North has shown an outstanding level of professionalism in our previous cooperation activities. This partnership deepens and strengthens the already existing cooperation and enlarges our joint portfolio of services for the benefit of our customers. " – says Michael Kraft, CEO GroupEAD Europe S.L.



*Peter Kantner, Flemming Eske Hansen and Anne Kathrine Jensen, Entry Point North and Michael Kraft and Jeanette Schroder, GroupEAD Europe S.L.*

*Background information:*

### **About GroupEAD**

*GroupEAD is a provider of AIM and Aviation Data services, both worldwide and on behalf of EUROCONTROL for the EAD (European AIS Database). We offer a wide range of services in this context not only to Air Navigation Service Providers but also to Airports and related business companies. With a great record and experience GroupEAD is playing an active role in the current transformation process from AIS to AIM.*

*In working with GroupEAD, our clients have all benefits of contracting such a unique company:*

- *GroupEAD provides the services in such a way that transferring of knowledge is a key ingredient of the program, for faster integration into AIM.*
- *Our clients have all the benefits of GroupEAD's service development and "lessons learned" during the process of establishment of the unique services provided by GroupEAD in its European operation.*
- *GroupEAD is a multicultural and customer oriented company. This makes it flexible, aware and able to satisfy the particular and cultural needs, and that will take the customer requirements and satisfaction as the goal of the services provision.*
- *Services provision and methods, practices and procedures are compliant to all related international regulations, ISO Standard requirements and SES common requirements. Our clients are assured of transparency, quality and efficiency in the services provision and final products offered by GroupEAD.*

*GroupEAD has proven itself as an excellent Training Services provider specialising in EAD training, AIS & AIM training and tailor made solutions. We offer training courses covering a wide range of services in the field of AIS (basic and advanced) to a complete AIM.*

*The GroupEAD operational staff comprises currently more than 40 highly skilled AIS experts recruited from more than 16 countries all over the world, coming from 18 different companies and with years of experience in different areas as national AIS providers, airlines, pilot experience and Military Services.*

*Our staff are fully qualified, trained and certified and makes GroupEAD to comprise all the knowledge needed to accompany the community on its way to AIM. Our operational experts represent the global approach and the international know-how of GroupEAD.*

*For more information, please contact Training Expert, Jeanette Schroder at +49 69 78072 893 or information at +49 69 78072 87.*

### **About Entry Point North**

*Entry Point North is an award winning Air Traffic Services academy. Entry Point North, jointly owned by Avinor, LFV and Naviair, was the first ATS academy accredited under the European Commission's directives towards the vision of the Single European Sky by 2020.*

*The academy is a total training solution provider, providing a wide range of services:*

- *Training for air traffic controllers and air traffic services personnel;*
- *Selection and recruitment according to EUROCONTROL FEAST testing and other testing tools;*
- *Training of Air Traffic Safety Electronics Personnel;*
- *Certified aviation English testing;*
- *Various consultancy services for ANSPs.*

*Every year more than 400 aspiring and operational ATCOs from various countries are trained at the academy's modern facilities in Malmoe, Sweden. Specialised courses within Human Factors and Safety areas are also offered to a diverse range of ATM personnel. These courses develop the individual's non-technical skills such as decision-making and interpersonal communication. In addition, the academy provides a broad range of ATM related training and consultancy services. Our customers are both regional and international public and private ANSPs, airports, airlines as well as military clients. The Entry Point North academy has delivered its services throughout Europe, the Middle East and the Far East.*

*Entry Point North is a recognised international academy with more than 70 employees and consultants originating from over 12 countries. We have more than 180 state-of-the-art simulator positions and high resolution 3D image tower simulators: two 360° and eleven 180°. In addition, the academy has a CBT facility with 40 positions to assist and reinforce students' learning throughout the courses.*

*For more information, please contact Business Development Manager Peter Kantner, at +46 734 054 357 or at [pek@entrypointnorth.com](mailto:pek@entrypointnorth.com).*