



Comprehensive Security Blueprint for General Aviation

===== **NEWS RELEASE** =====

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NAVIGANCE *SAFEPlan*[™] PROVIDES GA AIRPORTS

SECURITY SOLUTION THROUGH NEW SERVICE PLAN

Smaller Airports Can Afford Monthly Payments
Covering Equipment, Maintenance, Tech Support

SEATTLE-- Navigance Technologies Group offers General Aviation (GA) airport managers, Fixed-Base Operators (FBOs) and corporate flight departments an easy way to install and maintain effective aviation security systems with an all-inclusive monthly payment plan that eliminates steep costs from upfront equipment purchasing.

Navigance and its partners design, install and maintain multi-level security systems specifically for GA facilities. Complete systems include perimeter fencing and access controls, NATA SKYGuard[™] ID badging, digital video surveillance and security lighting -- all integrated on a secure, Internet-accessible wireless backbone.

The company officially unveiled *SAFEPlan*[™], the new monthly service program, at the 77th Annual AAAE Conference and Expo.

ALL-INCLUSIVE PROGRAM

SAFEPlan is an all-encompassing security subscription service geared to GA airports and large aviation facilities for an all-inclusive fee.

The *SAFEPlan* program -- named for the company's *SAFE* (Secure Aviation Facilities Environment) security solution -- will include equipment, installation, training, customer technical support, maintenance and optional regular system upgrades for one convenient monthly fee, said Bob Jandebour, Navigance Technologies Group president.

"This program pulls together everything needed for an aviation facility to be secure and stay secure under one reasonable fee and with a flexible, month-to-month payment plan. It is not an inflexible lease which would require outside design consultants and expensive, long-term commitments with several suppliers," Jandebour emphasized.

SAFEPlan takes all worry off GA airport and FBO operators for anything related to the security system since Navigance designs, installs and tests it; maintains it, and manages it both on-site and remotely through a virtual IT support system-- all for one monthly service fee.

Navigance built the *SAFEPlan* after research found that companies wanted some form of a security leasing program.

"We've found both airports and municipalities have a strong interest in our concept of a monthly service program," Jandebour said. "In some cases, the current monthly cost of one security guard exceeds the cost of this program. By eliminating time consuming meetings and the RFP process, the procurement timeframe is considerably shorter and concerns about sharing their security plans with the public are minimized."

SAFEPlan allows airports to set up fully integrated security systems under a simple monthly contract, without restrictive leasing programs and without up-front costs. Under the program, airports can pay for the comprehensive security program just as they handle other monthly contracts.

The option of a system "refresh" (updated software, equipment) is also available during and at the end of the term which virtually eliminates the concern of system obsolescence.

NAVIGANCE GA EXPERIENCE

The *SAFEPlan* system takes advantage of Navigance years of GA experience and knowledge, working with tenants to develop airport-wide security and communications systems.

"Wide tenant participation can ensure a seamless system built on one standard for easy maintenance while reducing their cost," Jandebaur said.

Another advantage of a single system across the airport is integration of access controls and permitting use of NATA Compliance's SKYGuard web-based Badging interface program.

"While some airports continuously spend \$5,000 - \$12,000 monthly for live security guards who must walk or drive around an airport -- wasting time and fuel and, possibly, still missing a security threat -- *SAFEPlan* offers full system payout in 36 to 60 months," Jandebaur said.

POTENTIAL FUNDING HELP

Navigance studies have shown that a temporary fuel flow fee increase as small as one cent per gallon can provide enough revenue for a *SAFEPlan* program that could bring airport security costs down to between \$200 and \$300 a month for a typical \$100,000 system, Jandebaur said.

At the Top 50 GA reliever airports, more than 11,700,000 total operations are conducted annually with more than 50 percent coming from transient operations. Many airports currently charge a fuel flow fee to operators.

A temporary increase of 1-2 cents per gallon could cover the cost over the term of a 36-60 month *SAFEPlan*[™] program.

"Not only does the airport avoid all the burdens mentioned above, but it enlists the support and participation of the many airport tenants who will also be purchasing a system resulting in an airport-wide security system from a single provider," Jandebeur said.

"All users who benefit from enhanced airport security will help pay for it, rather than just the airport or based tenants," he added.

The Navigance *SAFEPlan* is backed by industry-leading partners such as Pelco (video surveillance and digital recorders), Security Solutions Group of Master Halco (perimeter fencing, gates and access controls, plus system installation), Ruud Lighting (security lighting system design and equipment) and PCSC (advanced biometric and card-controlled entry systems).

For more information on the *SAFEPlan* and other Navigance security solutions for GA facilities, contact Navigance at 918.493.1954 or www.navigance.com.

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