ASM ROUTE DEVELOPMENT TRAINING

AIRLINE NETWORK PLANNING & SCHEDULING
MODULE 8

ASM GLOBAL ROUTE DEVELOPMENT

UBM

INPUTS TO NEXT SEASON NETWORK PLAN

- **Last Season's Performance**
  - Route profitability
  - System contribution
  - Load factors / yields
  - Market shares
  - Connecting passenger flows
  - Operational performance

INPUTS TO NEXT SEASON NETWORK PLAN

- **Economic Assumptions**
  - GDP
  - Currency
  - Projected market growth
- **Competitive Assumptions**
  - Fleet changes
  - Alliance changes
  - Detailed assumptions on schedule / capacity changes

DEVELOPMENT OF NETWORK PLAN

- **Target “same-store” growth**
  - Identify growth targets by service:
    - Domestic
    - Transborder (USA)
    - Atlantic
    - Pacific
    - South
  - Identify desired capacity changes at the route level within each service

DEVELOPMENT OF NETWORK PLAN

- **New Route Opportunities**
  - Identify new route opportunities in detail
    - Start date
    - Aircraft type
    - Frequency, DOW
    - Timings
  - Identify routes to be cancelled (if any)
    - End date
    - Passenger protection

BUILD SCHEDULE PLAN

- **Starting point is previous year/season schedule**
- **Build the new schedule**
    - Remove routes/flights no longer wanted
    - Add in incremental flights (new routes, new flights on existing routes)
    - Add incremental gauge (upgauges / downgauges)
    - Adjust start/end dates on seasonal flights where necessary
    - Fix timing issues
    - Identify slot requirements

SCHEDULE REVIEW

- **Schedule validation / quality checks**
  - Check ASMs vs. target
  - Check aircraft counts, ensure all flying is covered.
  - Schedule connectivity review
  - Check schedule competitiveness (e.g. first-in / last out)
  - Operational feasibility checks (e.g. crew layovers)
  - Maintenance overnights
  - Crew block hour review
  - Run new schedule through network planning model to check profitability vs. target and previous season.

SOURCING OF AIRCRAFT

- **How are aircraft sourced to operate new routes**
  - New aircraft
  - Take capacity from other markets
  - Improved utilisation (e.g. flight timings)