

Media Pack

Introducing Yocova the end-to-end platform for innovation: digital infrastructure and services to facilitate the exchange of ideas, data, and apps in aviation.



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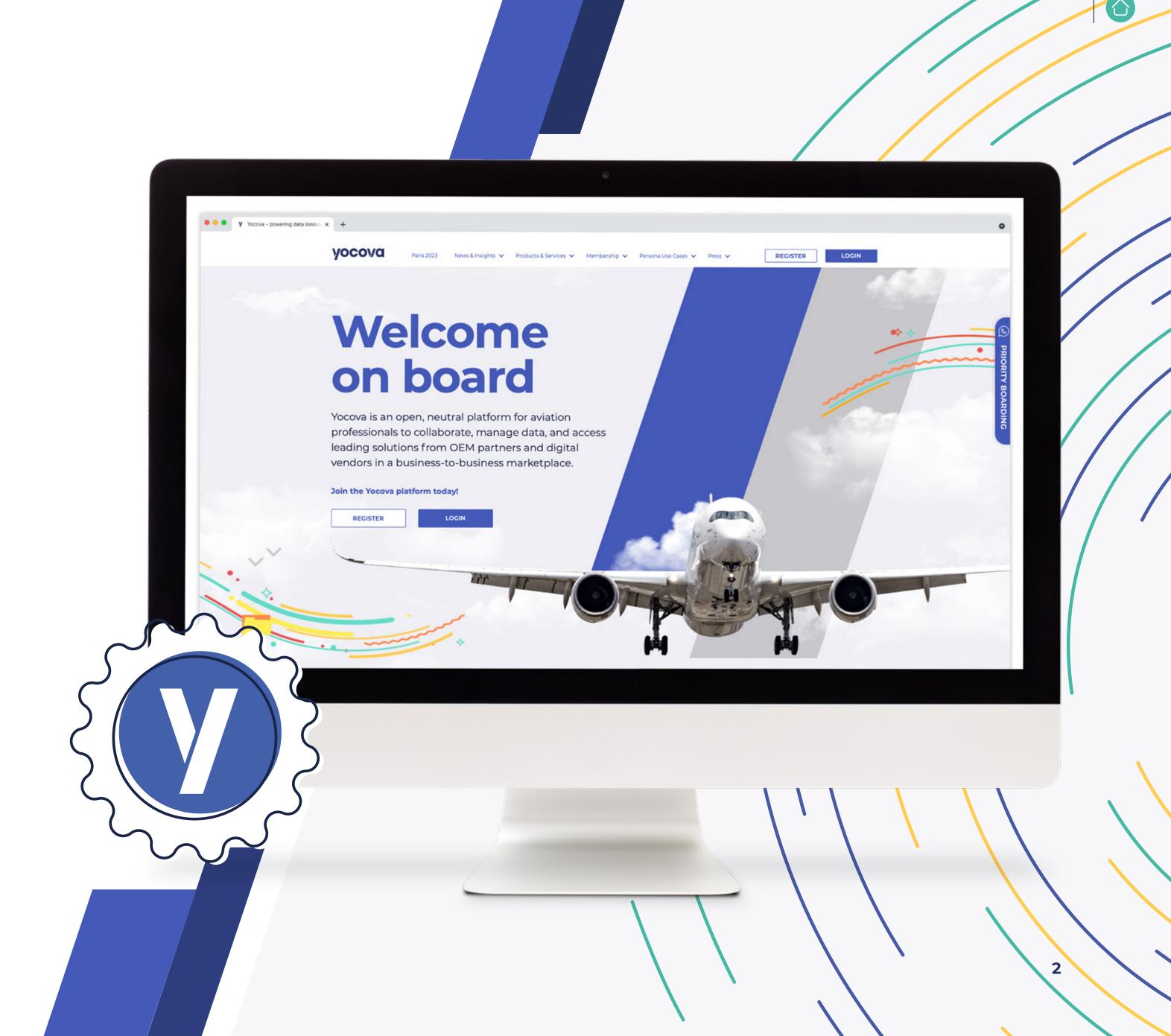
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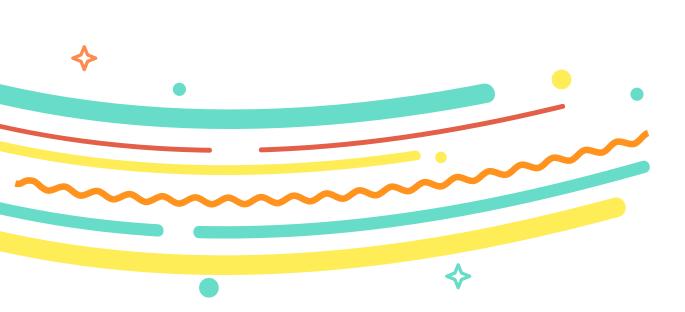
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For questions about the Yocova brand, usage rights and permissions please see our **Yocova Brand Guidelines** or email **stephen.spillett@yocova.com**







WOCOVO



Yocova is an end-to-end platform for innovation

A digital infrastructure and services to facilitate the exchange of ideas, data, and apps across the aviation industry. It consists of four pillars:



Community

Discuss, share and learn with aviation peers in public forums and private working groups



Data rooms

Exchange data with control, privacy and security to solve business and industry challenges



Marketplace

Find, try and buy leading digital aviation solutions, or sell your own through a global route-to-market



Enterprise engagement

Deliver content, engage customers, and administer business with ease and efficiency



About us



Yocova is an open, neutral digital platform and ecosystem for the aviation industry to collaborate, manage data, and access leading digital services from OEM partners and digital vendors.

It's an end-to-end platform for innovation: digital infrastructure and services to facilitate the exchange of ideas, data, and apps in aviation. The platform is structured around the pillars of Community, Data Rooms, Marketplace, and Enterprise engagement:

- **Community**: the global aviation community on one open and trusted platform and collaborate with aviation peers in public forums and private working groups
- **Data collaboration**: a decentralised, secure, and voluntary data API exchange giving you full control of who accesses your data to support your digital initiatives
- **Marketplace**: a trusted 'go-to' aviation marketplace for digital transformation find, try, buy, and deploy leading digital aviation apps, data API solutions and services, or sell and manage your own through a global route-to-market
- **Enterprise engagement**: Yocova provides a single command and control platform through which to securely distribute, authenticate, and update all digital content across the customer community.

For OEM partners, Yocova provides a single command and control platform through which to securely distribute, authenticate, and update all digital content across the customer community. For OEM customers, a single-entry point for swift, efficient user access to all OEM digital content.

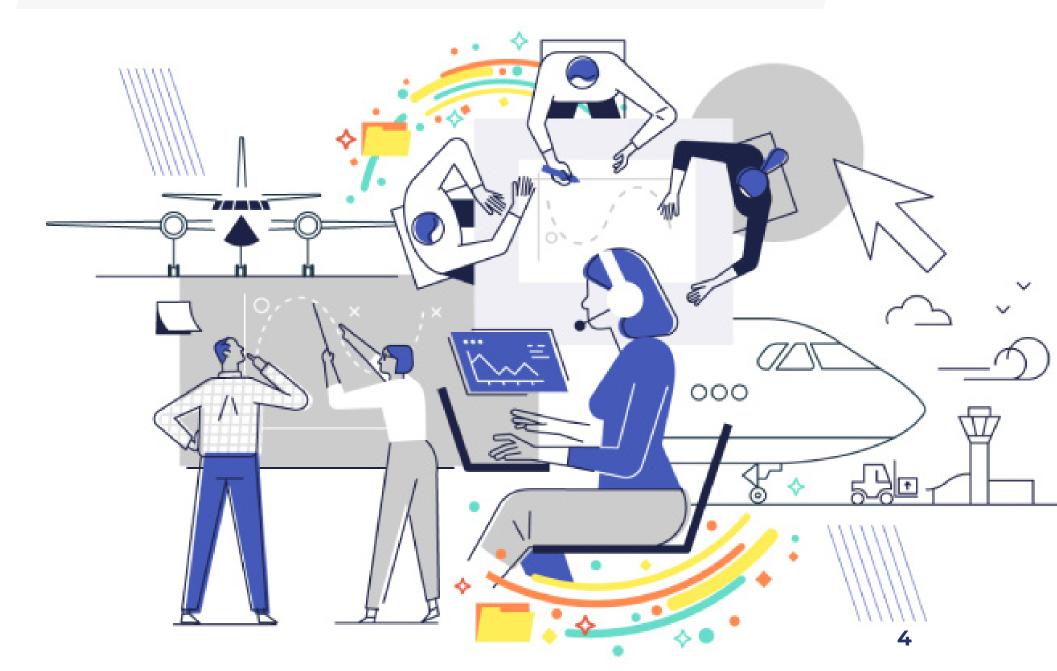
Yocova continues to pursue its growth strategy at pace with over 7,500 members extending across the aviation value chain, including but not limited to professionals and enterprises from airlines, business jet operators, digital/data vendors, through to Airports, ANSPs and OEMs.



you + connect = value

Yocova is a globally unique, distinctive and memorable moniker for the platform, reflecting our proposition and the behaviours that will help us achieve our vision:

- Connect with industry peers
- Collaborate to solve problems
- Contribute regularly



Transform aviation by creating an open and neutral platform, where information and ideas can be securely shared, to improve outcomes for the whole industry.



Create a data-led, industry-wide movement to improve aviation safety, reduce risk and discover new revenue opportunities.



Our goals



Deliver unique, valuable content

For the membership to fuel the movement towards data transformation



Establish a lively community

To exchange ideas, solve problems, lead innovation and network



Facilitate collaboration

Through the secure exchange of data and the development of digital solutions to address the major issues the industry faces



Build an open marketplace

Where buyers and sellers can be brought together to procure and sell proven, relevant solutions



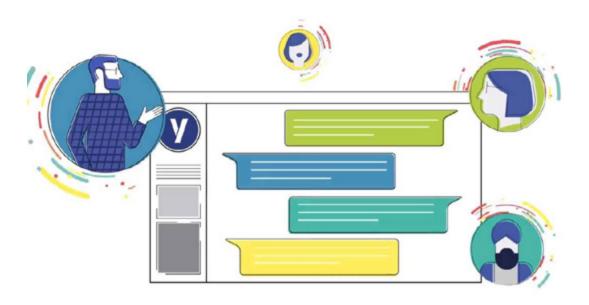
Our community in numbers

Yocova community

The global aviation community on one open and trusted platform where Members can connect, discuss, share and learn with aviation peers in public forums and private working groups.

We're delighted to share insights for both our internal and external audiences which show the reach, interest and support Yocova receives from global aviation communities.

Our daily growing membership is made up of all types of professional aviation stakeholders.



7,500+ Members, growing daily:

- Airlines
- Airports
- · ATM.ANSP
- Industry bodies
- Manufacturers

- MRO providers
- Lessors
- Business jets
- Digital Vendors

 (Yocova Partners)

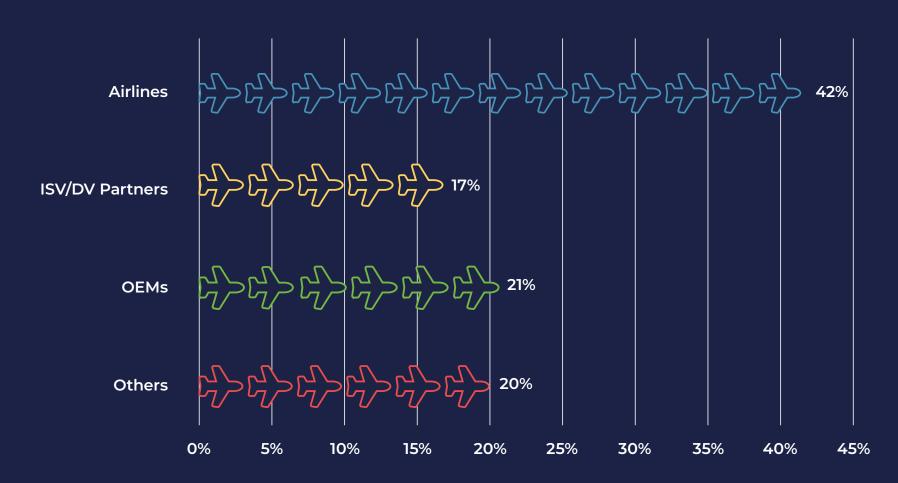
50+
Collaboration groups:

- Industry working groups
- Digital product support groups
- Product innovation groups
- Appraisal community
- Supply chain product development



840+

Aviation enterprises and digital vendors



Others category includes - Aviation Recruitment, Business Jet Operators, Consultants, Ground Services, Lessors, MRO/Maintenance, Trade Associations and more...

90%

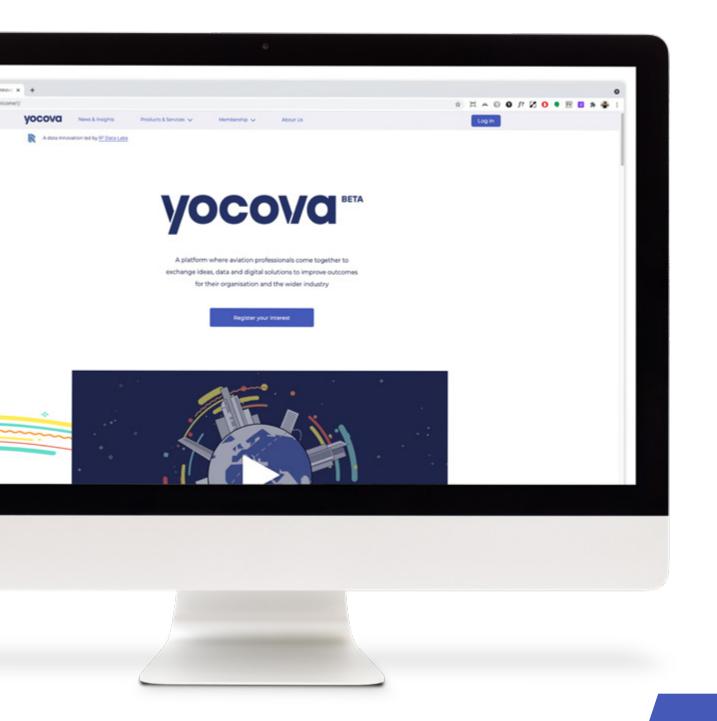
New visitor

Our community in numbers

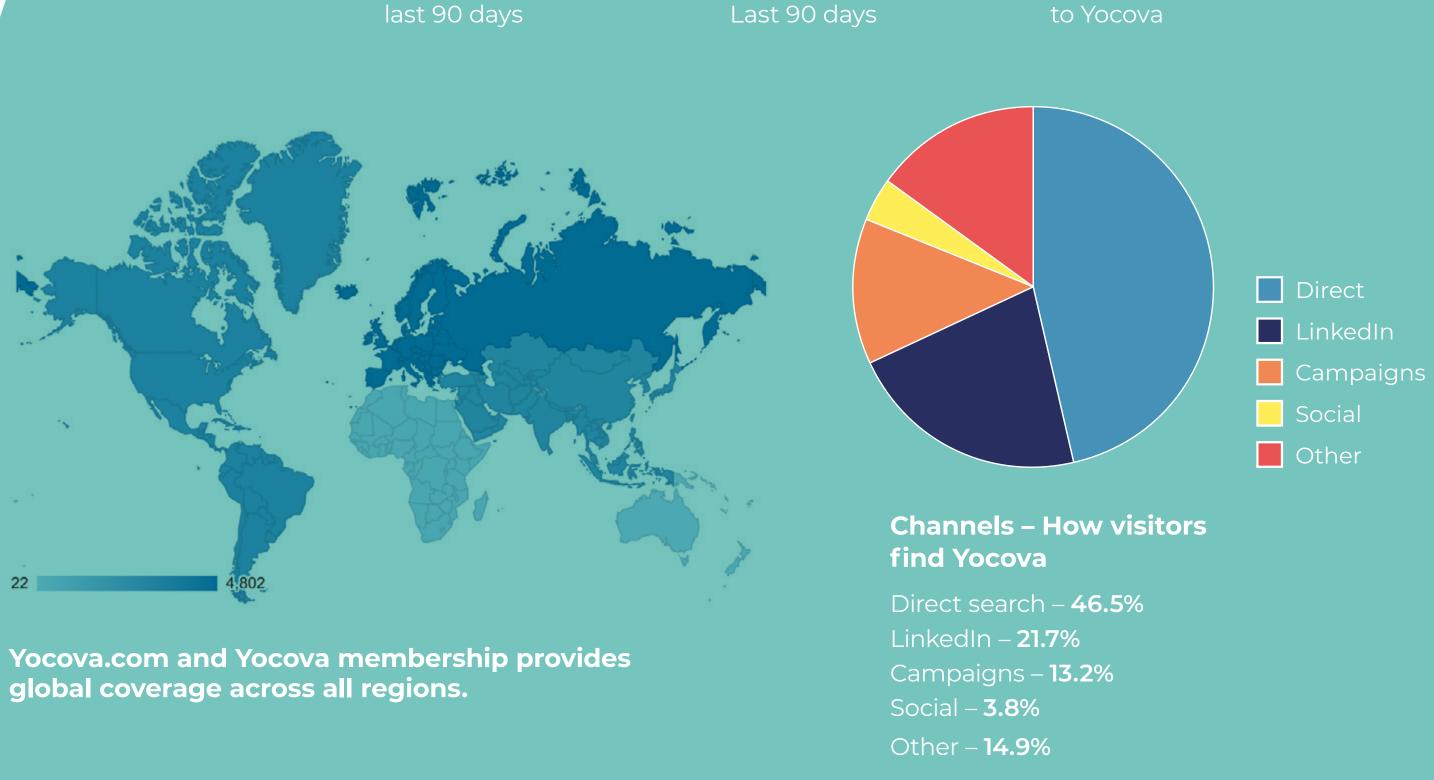
Yocova community

Our growing global community consists of over 7,500 members from a variety of sub-sectors and aviation roles.

All audience figures are correct as of September 2023. All subject to change, update and review without prior notice.





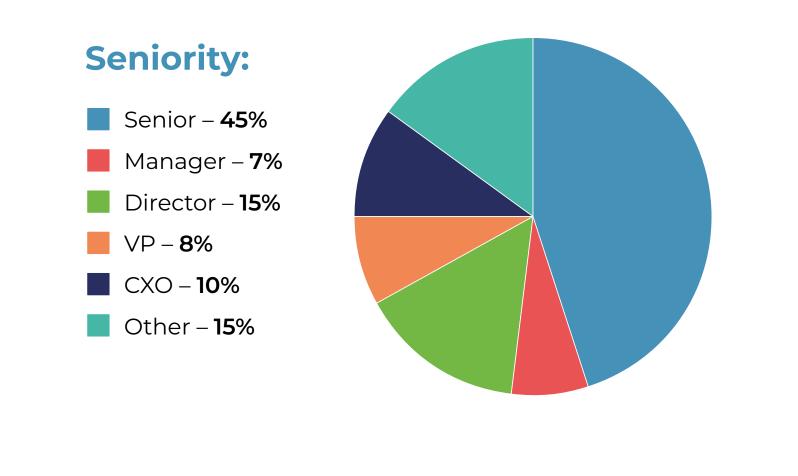


Our community in numbers

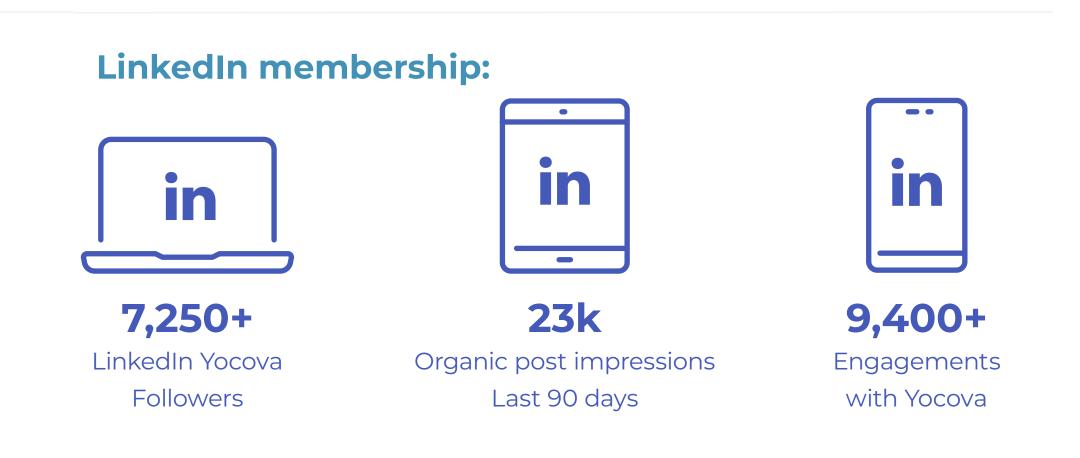


Yocova LinkedIn Following (external community)

Yocova is an open, neutral platform where the aviation community comes together to collaborate and share data. Our channel reach includes LinkedIn where organic and paid posts drive rich engagement.



Global coverage across all regions:



Yocova community

The global aviation community on one open and trusted platform where Members can connect, discuss, share and learn with aviation peers in public forums and private working groups.

Designed for group collaboration

- Multi-thread discussions ideal for groups
- Easy file sharing and storage

Connected to the aviation community

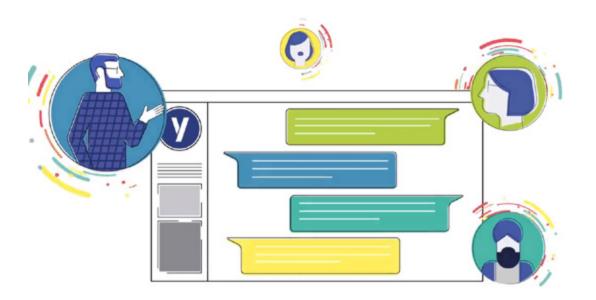
• Join the wider aviation community to discuss Industry challenges and ideate on solutions

Accessible yet secure

• Free yourself from IT restrictions and work on a platform which is security-compliant for both you and your peers across the industry.

Strength in diversity

• Aviation Professionals and Enterprises from flagship airlines to low-cost carriers, from international airports to global OEM's, from North America to South-East Asia, our expanding global membership is diverse in size, discipline and geography.





Just some of the many public and private group collaborations happening on Yocova today:

Achieving Sustainability in FlightOps
Airline Performance Analytics
Aviation Asset Appraisals
Decision Support Analytics
Disruptive Technology
Drone (inc Flying Taxis, Unmanned Cargo)
Evidence & Competency-Based Training
Fatigue Risk Management System (FRMS)
Hazard Risk Management
International Operations and Procedures
ISTAT Appraisers & Rolls-Royce forum
Moving from Safety I to Safety II

P&PR Roundtable Forum - Standup Crew
P&PR Roundtable Forum - Standup Fleet
Partner Collaboration Group
Rolls Royce Fuel Efficiency
Rolls-Royce SMS Product Roadmap
RR-SMS Customer Community
RR-SMS Product Development
Safety Performance Indicators (SPIs)
SMS Data Sharing
The Net-Zero Challenge
Yocova Community News

Marketplace

Find, try, buy and deploy leading digital aviation apps, Data APIs, solutions and services, or sell and manage your own through a global route-to-market

The best of aviation's digital offerings

- Browse relevant, high quality, and compliant solutions related to aviation operations
- What's in store: apps, data APIs, services

Try before you buy

• De-risk your purchases by requesting a trial from our vendors before you buy

Sell your own digital assets

Commercialise your own applications and datasets to a global market on the Yocova Marketplace

List data, services and software solutions

Spanning the world of aviation operations...

Maintenance

OEM services

Flight operations

Safety

Ground operations

Fleet planning

Find, trial and procure data and software solutions

380+
solution
listings

Data APIs

Data management services

Analytics tools

Al-powered insights

Apps

Consultancy services

Marketing services



^{*} Partners and core sectors correct at time of publication.

Data rooms

Exchange data with control, privacy and security to solve business and industry challenges

You're in control

- List data APIs in a private cloud, giving you control of who accesses your data, how often and how much
- Choice of cloud storage providers

Secure

• Industrial grade cyber security to ensure any data you share is protected

Interoperable

• Yocova Data Rooms can host and exchange data from a wide variety of data API structures

Unlock value from your data by sharing it with those you trust in a Yocova Data Room.

Here are two examples of current data collaborations:

Global Hazard Data Sharing

Sharing aggregated and anonymised bird strike data between airlines to drive industry safety and operational performance.

16 members from 8 companies

Fuel Efficiency Working Group

Collaboration on live aircraft turbulence data to quantify the impact of different variables on fuel efficiency for airlines.

7 members from 4 companies



Enterprise Engagement

Distributor Membership content distribution

Trusted command and control platform through which to distribute and manage enterprise digital services, apps and data across your global user and partner community

Content distribution: Customer command and control

Distributor Membership provides a single consolidated and scalable platform through which to distribute, authenticate, manage and update digital content across your user community. It's designed for OEMs and major global enterprises managing a fragmented, complex portfolio of digital services, across an equally fragmented global customer and user base.

- Easily distribute and manage access to your customer facing digital services (apps, data API's and solutions) across your global customer, partner base and wider stakeholder community.
- Take away the technical and commercial complexity of deploying and managing a long and expanding list of digital content across a fragmented global customer and partner base.
- Yocova provides a single command and control platform through which to distribute, authenticate, manage and update all your digital content across your user community.

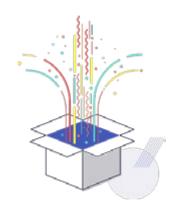
Distributor Membership: A platform to bring aviation together





Enterprise Engagement

Distributor Membership



Content distribution



Customer engagement



Industrial collaboration

API Gateway for listing content	Branded profile	Global ecosystem of airlines, manufacturers, airports, ANSP MROs, trade associations, lessors, and more Private & public discussion groups File sharing	
Interactive learning modules	Private & public discussion groups		
Marketplace for private and public listings	Virtual events		
Trials & subscription plans	News feeds, articles and follows	Data Rooms	
Customer terms & licences management	CRM Master data and links	Aviation-tested data sharing agreements	
Invoicing, auto-billing, & payment processing	Tracking and preferences	Marketplace	

Role-based access to content

Platform benefits

MFA	Technical support	Individual user terms
User validation	GDPR compliance	Code of conduct



Membership types

Individual Membership Plans

Individual membership

Freemium Individual

Individual membership applies to you as an aviation and/or digital professional. Take your seat in the Yocova community with Freemium, connect and collaborate. Premium coming soon.

Community features

User profile
Enhanced user

Participate in group discussions

Connection and content recommendations

Marketplace features

Browse marketplace

Purchase individual solution license

Data room features

Access data rooms

Create and host data rooms

Browse marketplace

Enterprise Membership Plans

Enterprise Membership

Freemium Enterprise

Enterprise membership applies to your organization. Position your business and accelerate your digital transformation with Freemium. Premium coming soon.

Community features

Organization profile
Organization feed

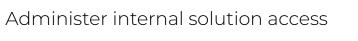


Marketplace features

Browse marketplace
Purchase individual solution
license

Purchase license for organization

Administer purchased licenses



Data room features

Access data rooms

Create and host data rooms

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PARTNER

Membership Plans

Yocova Partner Program Membership

The Yocova Partner Programme is designed to deliver a high value route to market for Independent software vendors, data vendors and service providers. All supported by our customer success programme. Premium coming soon.

Community features

Organization profile

Organization feed

Marketplace features

Create free and paid solution listing

Offer SSO enabled applications

Purchase license for organization

Data room features

Access data rooms

Create and host data rooms

Distributor Membership Plans

Yocova Distributor Membership	Internal Distributor		Premium Distributor
	Distributor	Distributor	Distributor

The Yocova Distributor Program is designed for large organisations that want to distribute their digital solutions and services to their own users, or externally to their existing user community. Enterprise Membership is a prerequisite for Distributor Membership.

Marketplace features

to Yocova)

Create and host data rooms

Browse marketplace

Administer internal solution access		×	
Offer free external solutions	×	~	V
Create paid solution listings on the marketplace	X	×	X
Offer SSO enabled applications	X	×	V
Portal features			
Offer branded portal within Yocova	X	×	
Set landing page for customers	X	×	V
Enable own SSO IDP to Yocova	X	×	V
Customer feed / Communication hub	X	×	V
Notification API (post notifications	X	×	V





Individual Membership

Individual members can connect and network with like-minded professionals across the global aviation value chain and digital community, driving collaboration and innovation around industry challenges, technologies and opportunities.

It's the perfect sounding board for ideas, issues and thought leadership – a great platform on which to be seen and heard. Get access to exclusive content, digital facilities and resources, plus the global Marketplace including the latest and leading apps, Data API's, and digital services. It's a global talent pool for industry collaboration. As an Individual Member you can:

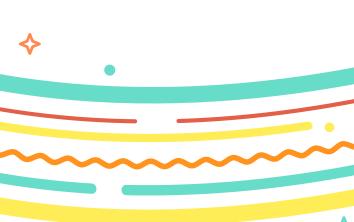
- Easily set up your profile and gain access to the growing Yocova community, Marketplace and platform capabilities to support you and your organisations digital transformation, innovation and collaboration objectives.
- **Connect and network** with professionals across the aviation value chain and digital community; get access to exclusive content, digital collaboration facilities; plus the global Marketplace.
- Use Yocova as a single platform through which to access all your digital content purchased by you, and your Enterprise, or made accessible to you by your Enterprise OEM partners.

Freemium Base \$ Free / per month

Join the conversation and collaborate securely with the aviation industry.

- Build your public profile
- Connect, collaborate, innovate, network and share with the wider aviation community
- Access exclusive thought leadership, Market Insights and Technical Insights content from across the community
- Access and Set-up Public and Private Collaboration Groups for teams, partners, customer groups, special interest groups etc.
- Access, trial, purchase and implement leading digital content and data in the marketplace including user management
- Access to your Enterprise, OEM and partner Digital content (Apps/ API's) made accessible to you
- ✓ Access to purchase data rooms and data tool kits

REGISTER FREE TODAY





Enterprise Membership

Whether you're an airline, a business jet operator, an OEM, a lessor or any other aviation player, just like other memberships, Enterprise Members can set up their profile and engage and interact with the global community. As an Enterprise Member you can also control secure community rooms for public or private collaboration, enabling employees, customer groups and supply chain partners to safely engage. Yocova's Data Rooms offer the opportunity for further secure data driven collaboration and engagement.

The ability to access, review, purchase, deploy and manage leading digital capabilities from the Marketplace offers lower risk and frictionless digital investments. Plus, Yocova gives you the potential to consolidate your digital procurement investment, and commercial/technical management through a single trusted platform.

In addition to purchasing and distributing content, where your OEM partners are using Yocova to distribute and manage their digital services, you can also access and authenticate digital content to select users across your enterprise.

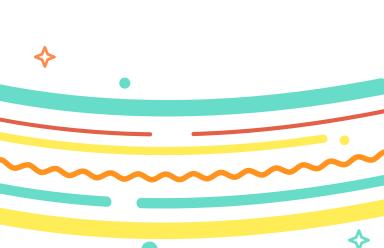
Yocova is your secure platform to buy, sell, collaborate, innovate, network and share with the global aviation community, including your supply chain partners, customer groups and collaborators.



Join the conversations and collaborate securely with the aviation industry.

- Build your public enterprise profile and position your business within the global community
- Integrate Yocova into your marcomms and engagement programme; enhance and augment your existing social and digital Marketing strategy
- Connect, collaborate, innovate, network and share with the wider aviation community
- Access exclusive thought leadership, market insights and technical insights content from across the community
- Access and set up public and private collaboration groups for teams, partners, customer groups, special interest groups etc
- Access, trial, purchase and implement leading digital content and data in the marketplace including advanced enterprise user management
- Access to OEM digital content and advanced enterprise user management
- ✓ Access to purchase Data Rooms and data tool kits

REGISTER FREE TODAY





18





As an approved vendor you can set up trials, market and sell the following solution types in Yocova:

- **Software** From plug-and-play applications to highly configurable software for aviation organisations
- Data Data API subscriptions which enable customers to fuel their digital solutions, benchmark performance and more
- **Services** Professional experts and consultancy services to accelerate digital transformation.

Yocova Partners are supported by the Yocova Customer Success Team to help position your business across the global community and deliver against your brand and capability awareness objectives. This is through articles, webinars and a wider set of engagement initiatives.

Yocova provides an additional route to supplement your existing goto market channels; a sales and marketing force multiplier for your business through which to reduce cost of sale, and access highly targeted marketing qualified leads. And it's a platform to deploy and manage user access throughout the customer lifecycle.

The collaboration group facilities enable you to set up private and customer user groups for product roadmaps, customer feedback, and thought-leadership groups to support the engagement and rolling feedback from your community. Yocova Data Rooms can support you in further secure co-collaboration with your customers and with the wider community to accelerate your roadmap and spawn new solutions to industry challenges.



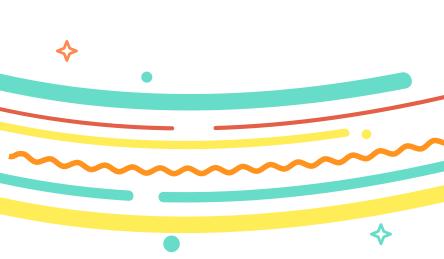


Partnership Plan Base \$ Contact Membership Team

Be part of the Yocova Community- Market, Sell and Manage Digital Solutions

- Build your public profile, position your business and establish a high value route to market
- Market, sell, and manage your digital solutions from a single, scalable global platform and Marketplace.
 Access to:
- Yocova Product/ Services Certification Programme
- Yocova Certified Partner Programme
- Customer Success Programme
- Create and manage solutions plans, invoicing and subscription management.
- Integrate Yocova into your marcomms and engagement programme; enhance and augment your existing Social and Digital Marketing strategy
- Connect, collaborate, innovate, network and share with the wider aviation community
- Access exclusive thought leadership, Market Insights and Technical Insights content from across the community
- Access and set-up public and private Collaboration Groups for teams, partners, customer user groups, special interest groups etc.
- Access, trial, purchase and implement leading digital content and data in the marketplace including user management
- Unlock data rooms, collaboration rooms, and data tool kits
- Access to purchase data rooms and data tool kits.

REGISTER YOUR TODAY





Distributor Membership

As an additional option to your base Enterprise membership,
Distributor Membership provides a single consolidated and scalable
platform through which to distribute, authenticate, manage and
update digital content across your user community. For OEMs
managing a fragmented, complex portfolio of digital services, across an
equally fragmented global customer and user base.

• External Distributor Membership

Offers the benefit of a single, command and control platform for efficient and effective deployment, authentication and service management. Whether it be 5 apps across 5 user groups, or 100 across 100, Yocova provides the centralised management of your digital services.

• Internal Distributor Membership

Addresses the same challenges for large enterprises seeking to consolidate and gain efficiency in the effective deployment and management of digital content across their internal estate.

Premium Distributor

Builds on this capability, offering a branded portal within Yocova through which to serve up your digital services and providing a dedicated customer feed/ communication hub with notification API facility. The portal can be set as the landing page for your user community within Yocova, and provides the benefit of supporting SSO enabled applications. Your branded home within Yocova for effective, efficient user community management and engagement.

Internal Distributor \$ Contact Membership Team

- Enterprise digital content management
- Internally developed content for internal distribution
- Single trusted platform through which to distribute and manage Enterprise digital apps, data and solutions within your enterprise

REGISTER YOUR INTEREST

External Distributor \$ Contact Membership Team

- Enterprise digital content management
- Digital Services for external distribution (customer/ partner community)
- Single trusted platform through which to distribute and manage enterprise digital apps, data and solutions across your global customer community and/or supply chain partners

REGISTER YOUR INTEREST

Premium Distributor \$ Contact Membership Team

- Branded portal within Yocova to serve up your digital services
- A dedicated customer feed/ communication hub
- Notification API facility.
- Provides a dedicated landing page for your user community
- Supports SSO enabled applications.

REGISTER YOUR INTEREST



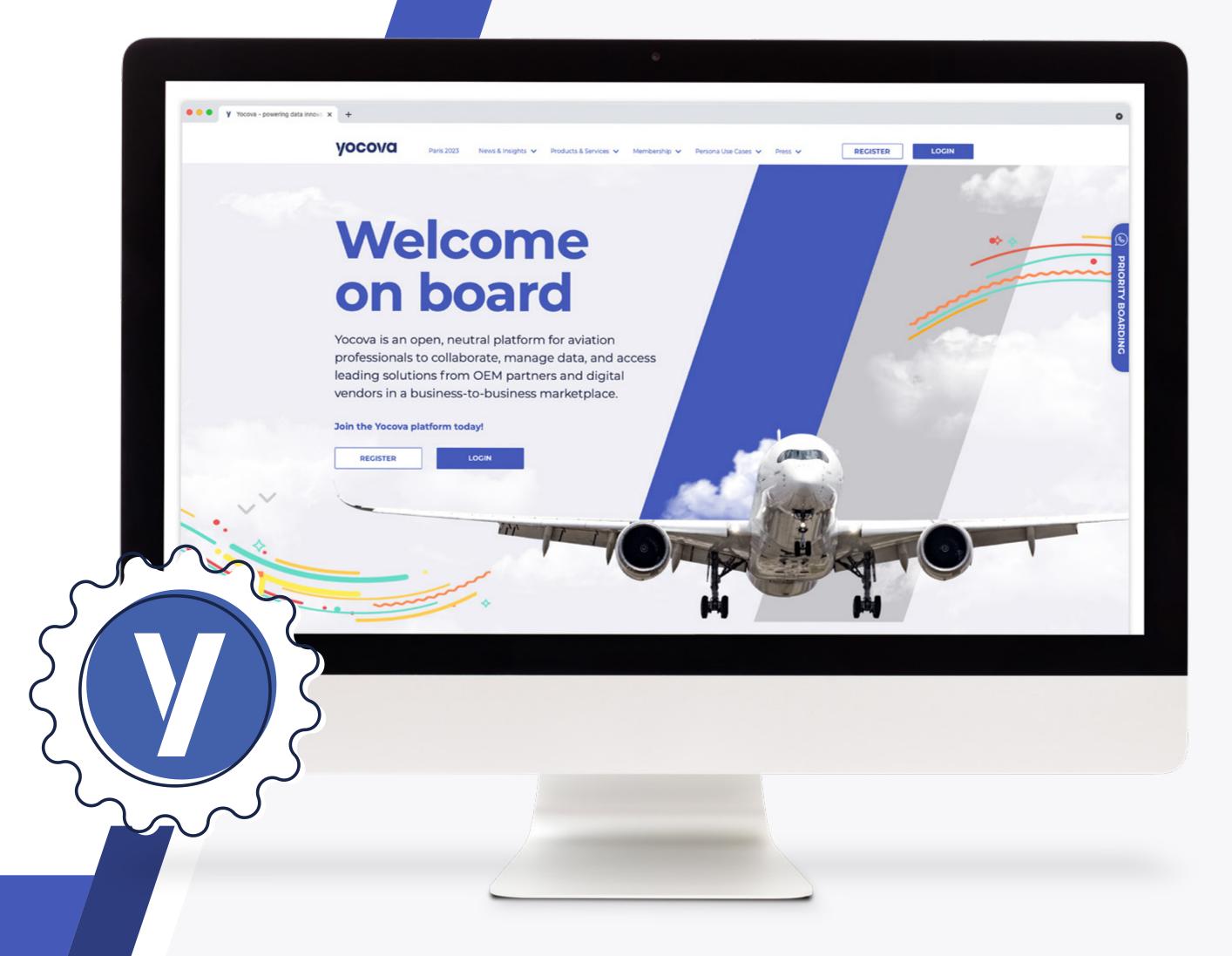




Yocova.com

The end-to-end digital platform for aviation professionals

Transforming aviation through an open and neutral platform, where information and ideas can be securely shared, to improve outcomes for the whole industry.





Yocova.com

Community groups

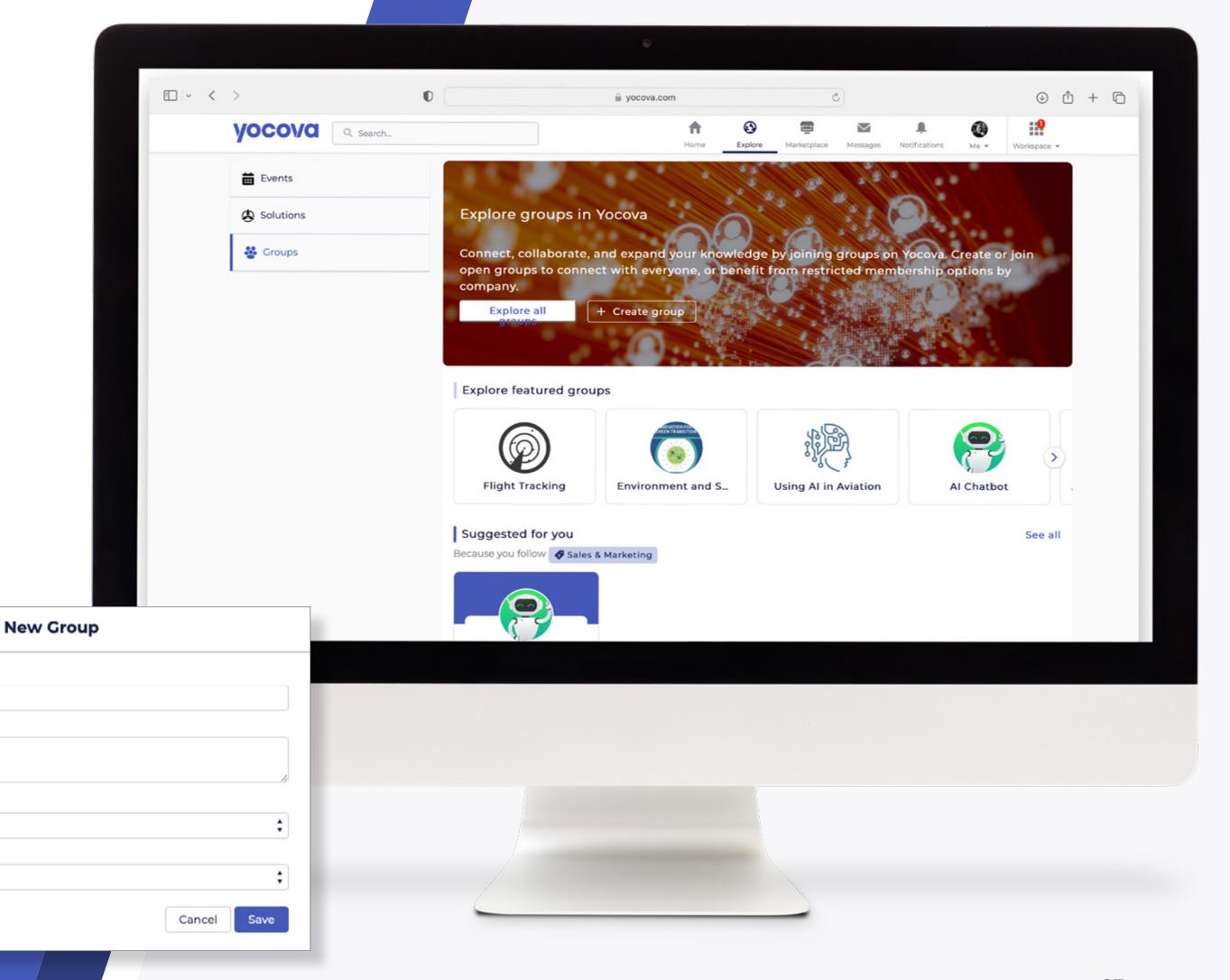
Yocova members from all over the world can create or join groups where hundreds of members are collaborating and discussing the hot topics in aviation.

Add a name here.

Add a description here...

Description

Choose a topic

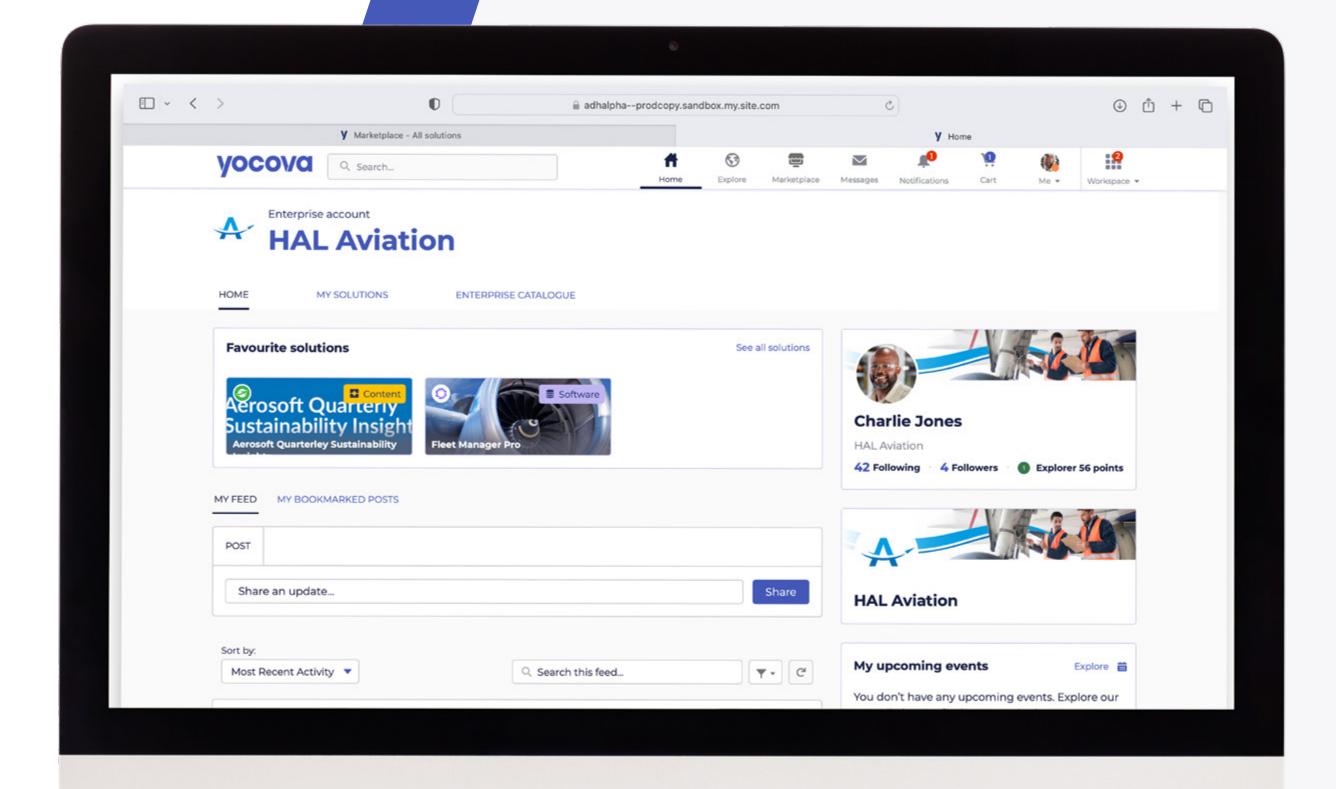


Yocova in Action

Yocova.com

Personal profile

Each member creates their own personal profile to promote their experience and expertise, and to make connections.



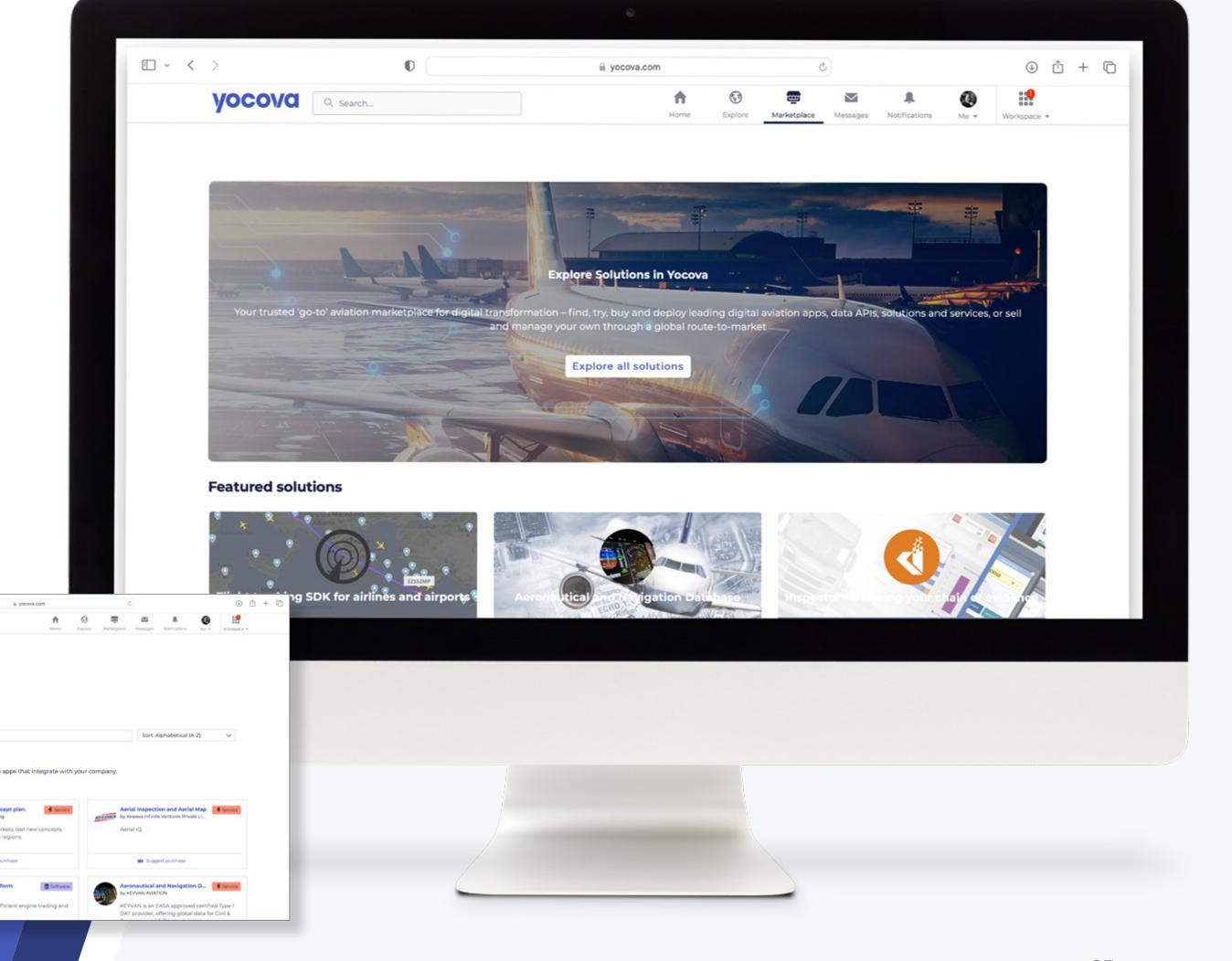


Yocova.com

Marketplace

Your trusted 'go-to' aviation marketplace for digital transformation – find, try, buy and deploy leading digital aviation apps, data APIs, solutions and

services, or sell and manage your own through a global route to market.

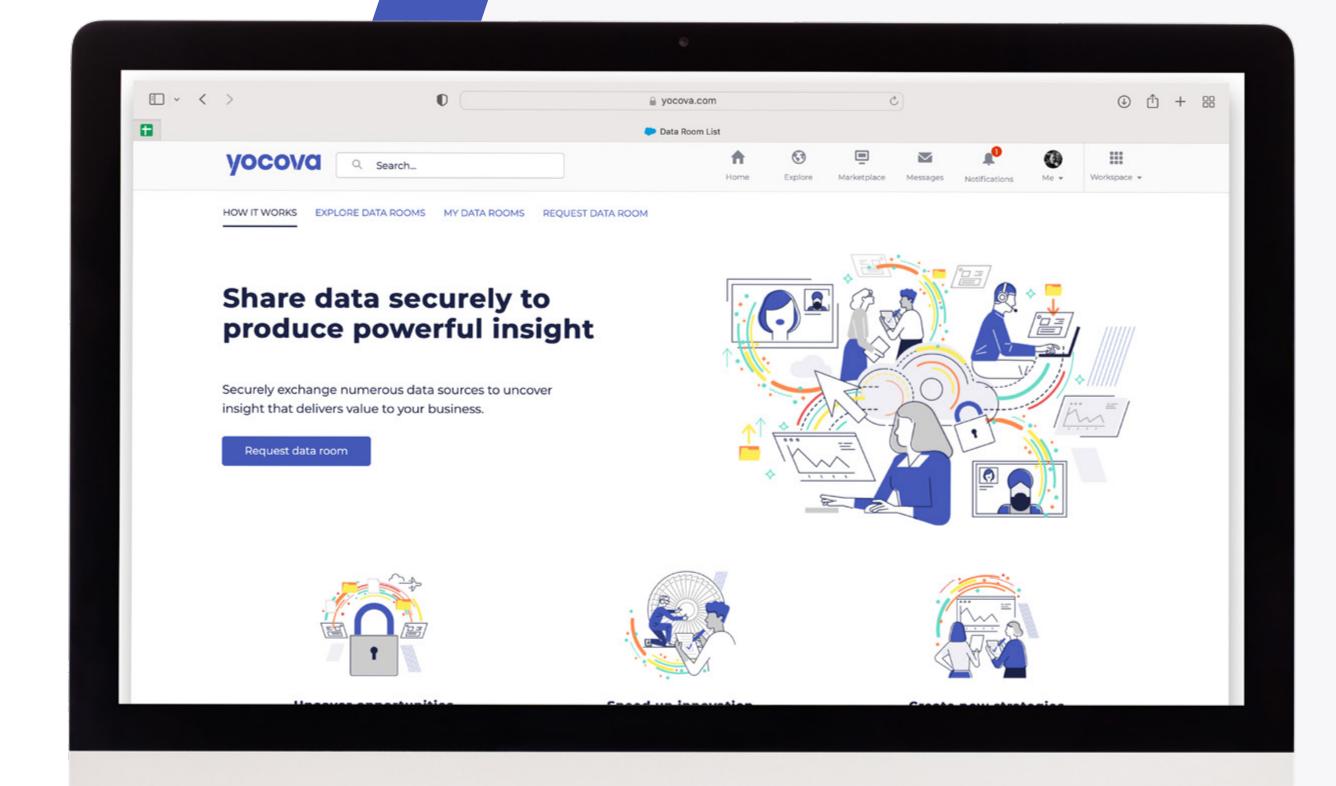




Yocova.com

Data Rooms

Exchange data with control, privacy and security to solve business and industry challenges. Unlock value from your data by sharing it with those you trust in a Yocova Data Room.





Our Brand

Logos and Colourways

For more detail advice on using the our brand please see the Yocova Brand Guidelines Document from which this summary is taken.





Primary logo

WOCOWO



White out logotype



Partner logo





Our name

you + connect = value

Yocova is a globally unique, distinctive and memorable moniker for the platform, reflecting our proposition and the behaviours that will help us achieve our vision:

- Connect with industry peers
- Collaborate to solve problems
- Contribute regularly

Yocova is always written with a leading cap; never in all lower (yocova) or upper case (YOCOVA), nor with a combination of upper and lower case (YoCoVa).

Typography

Logotype only

Hello TT Hoves

AaBbCcDdEeFfEeGgHhliJjKkLIMmNn OoPpQqRrSsTtUuVvWwXxYYZz 0123456789!@ \$%^&*()

AaBbCcDdEeFfEeGgHhliJjKkLlMmNn OoPpQqRrSsTtUuVvWwXxYYZz 0123456789!@ \$%^&*()

AaBbCcDdEeFfEeGgHhliJjKkLlMmNn OoPpQqRrSsTtUuVvWwXxYYZz 0123456789!@ \$%^&*() **Primary font**

Montserrat

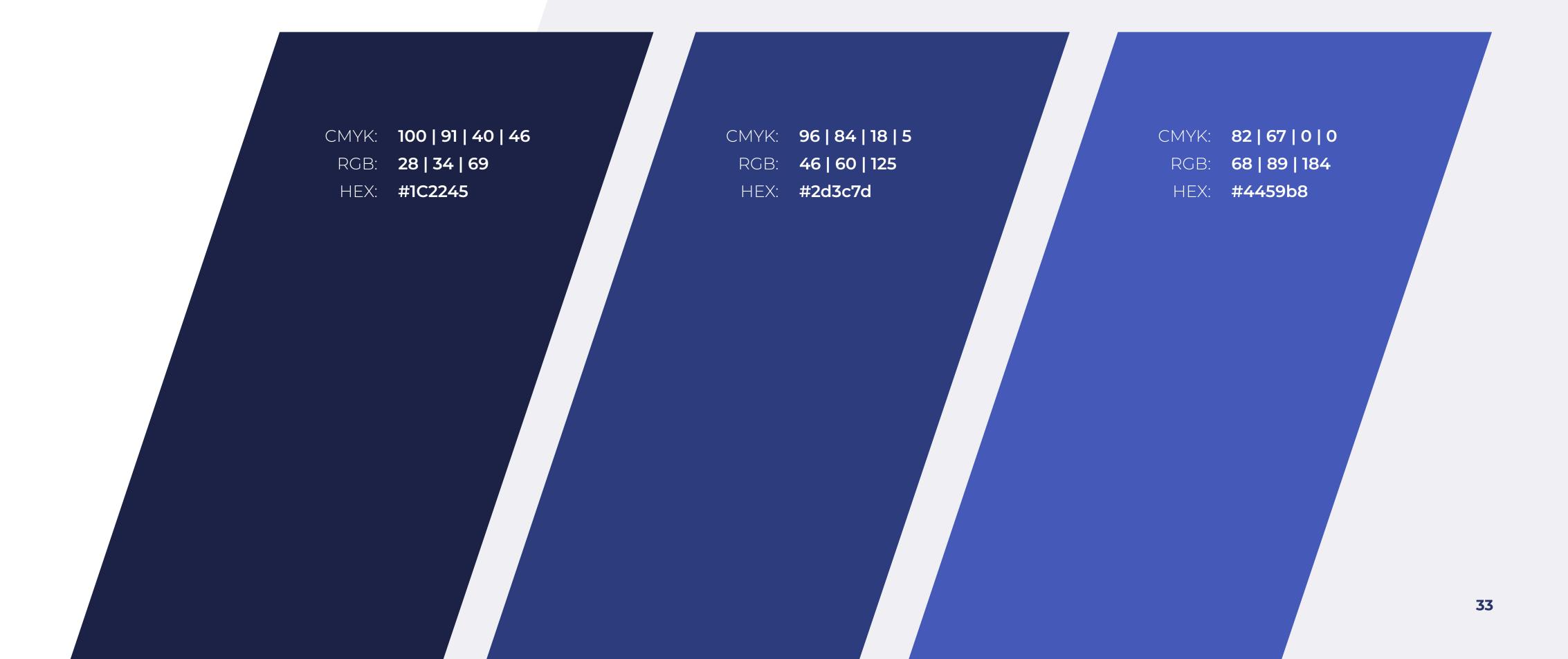
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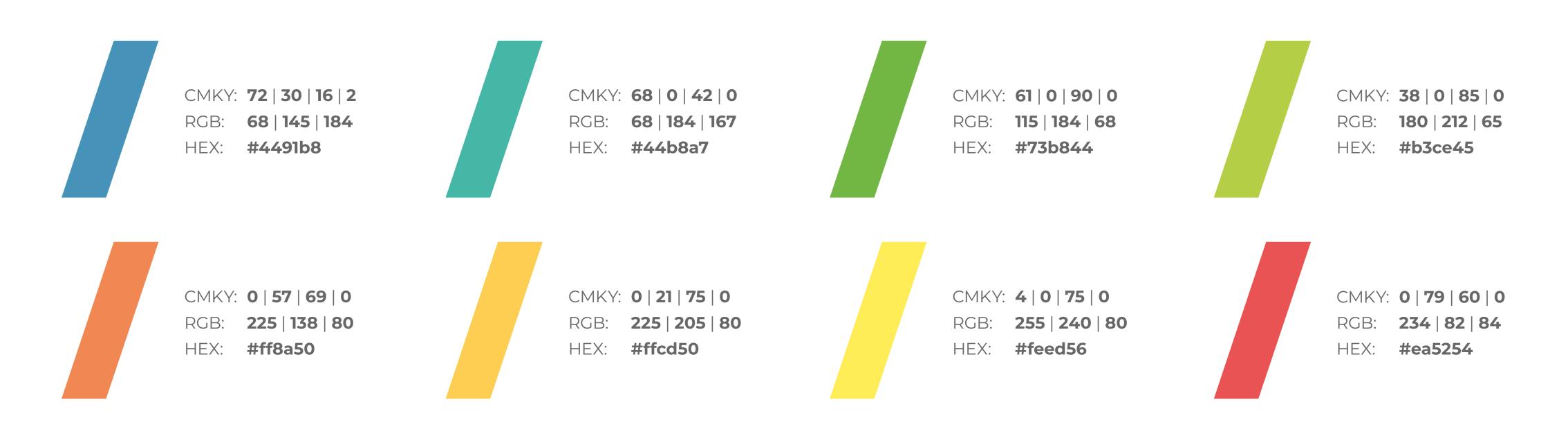
Our Primary Colours



Colours



Secondary colours



Neutral colours

CMKY: **7** | **6** | **3** | **0**RGB: **239** | **239** | **244**HEX: #efeff4

CMKY: 25 | 19 | 16 | 1

RGB: 200 | 199 | 204

HEX: #c8c7cc

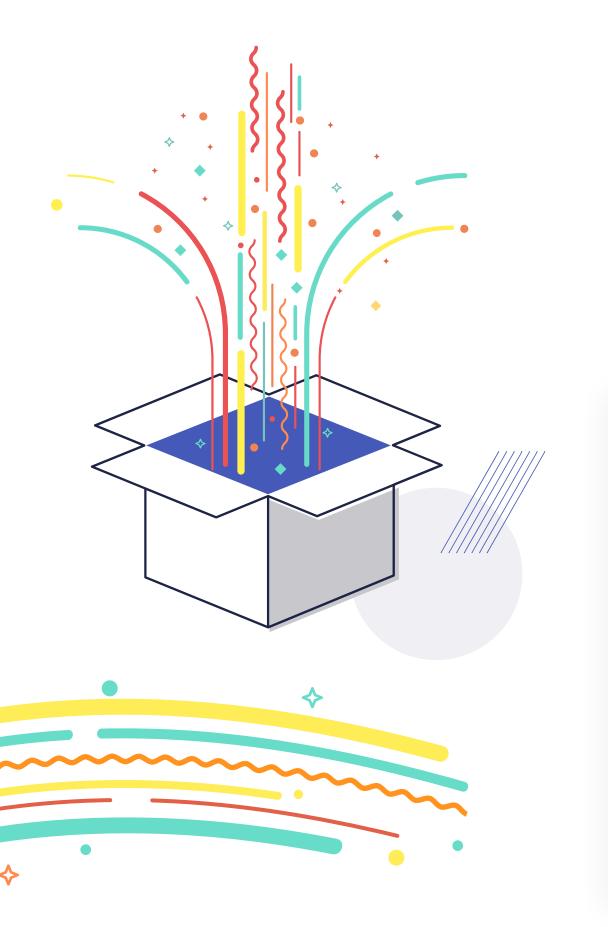
CMKY: **47** | **37** | **33** | **15** RGB: **138** | **138** | **143** HEX: **#8a8a8f**

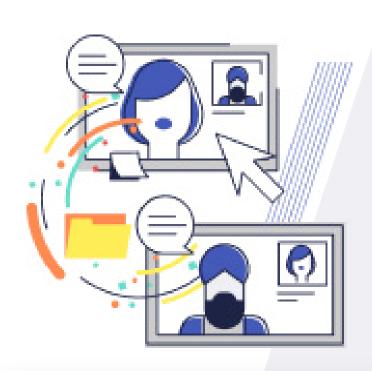
CMKY: **56 | 45 | 45 | 33**RGB: **102 | 102 | 102**HEX: **#66666**

Graphic elements

Illustration style

Yocova makes use of illustrations to help emphasize or define content. Please request permission to use these on your materials by emailing Stephen.spillett@yocova.com









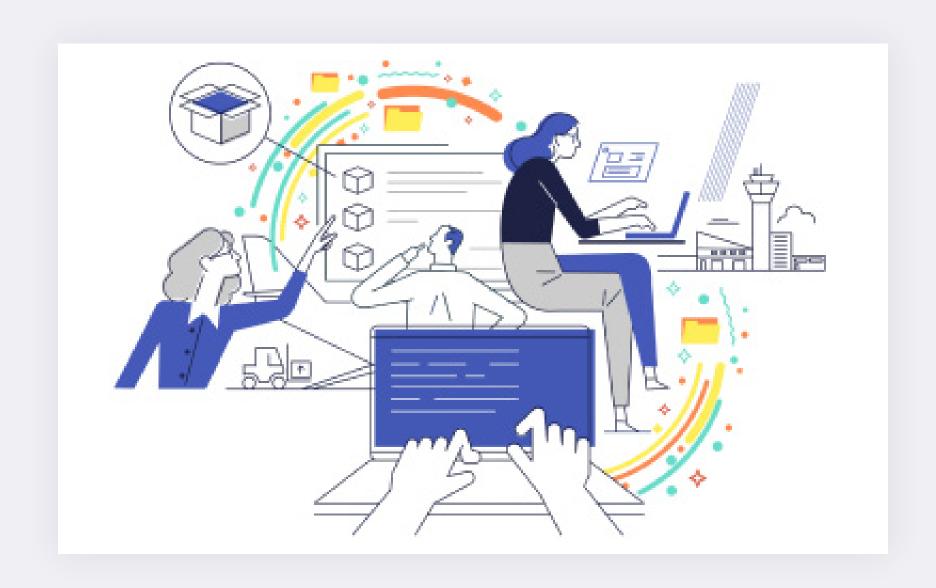




Illustration style





Media Enquiries

Contacts and support



Media Enquiries

How we manage media enquiries

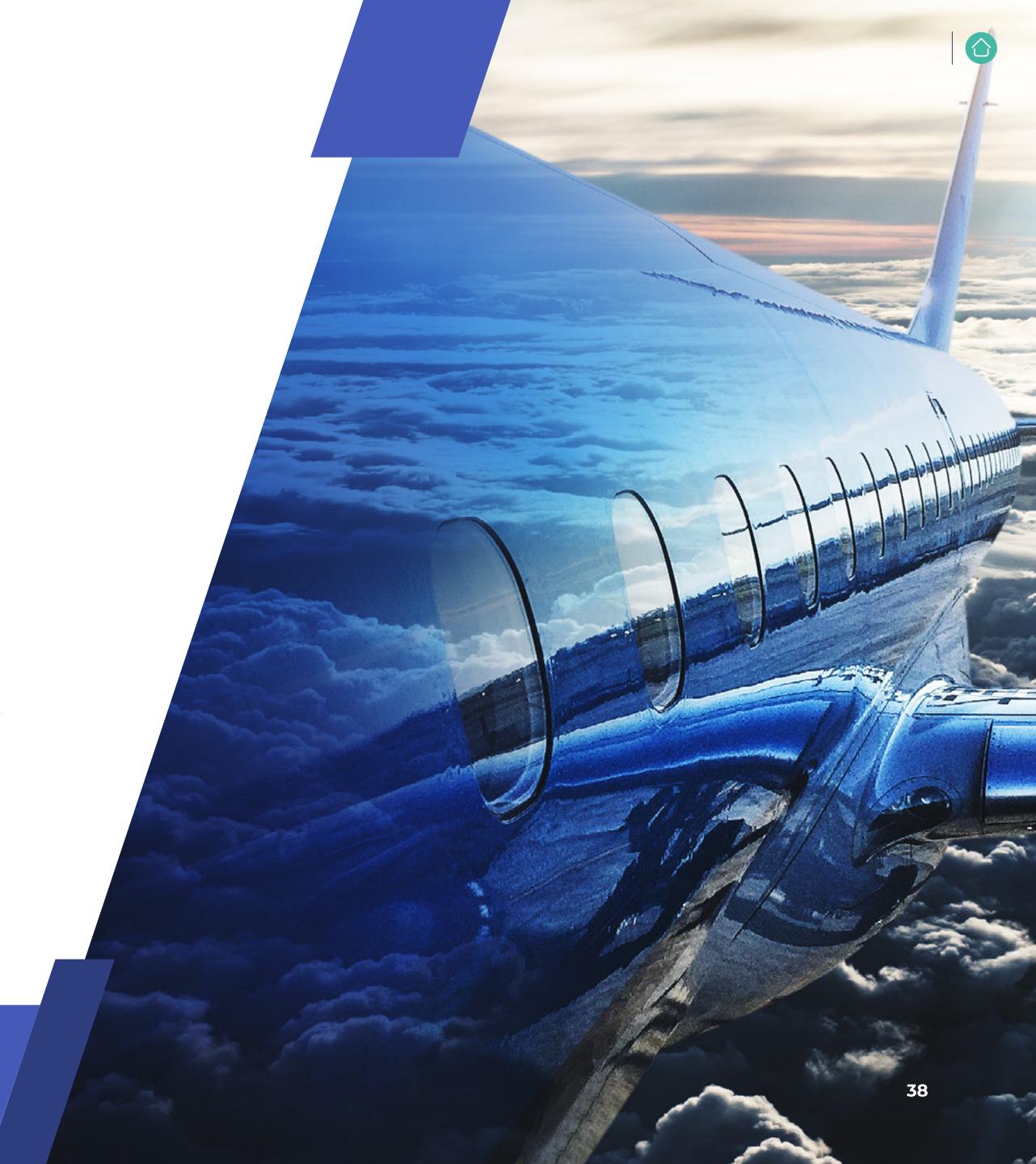
We're always interested to hear about ways we can work with industry bodies, associations and publications.

If you would like to get in touch, with any ideas and opportunities, please email Stephen.Spillett@yocova.com

Yocova Press & Media

We're transforming aviation through an open and neutral platform, where information and ideas can be securely shared, to improve outcomes for the whole industry.

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