

yocova



Introducing Our Capabilities

A guide to Yocova, our offering and services

Issue: January 2024



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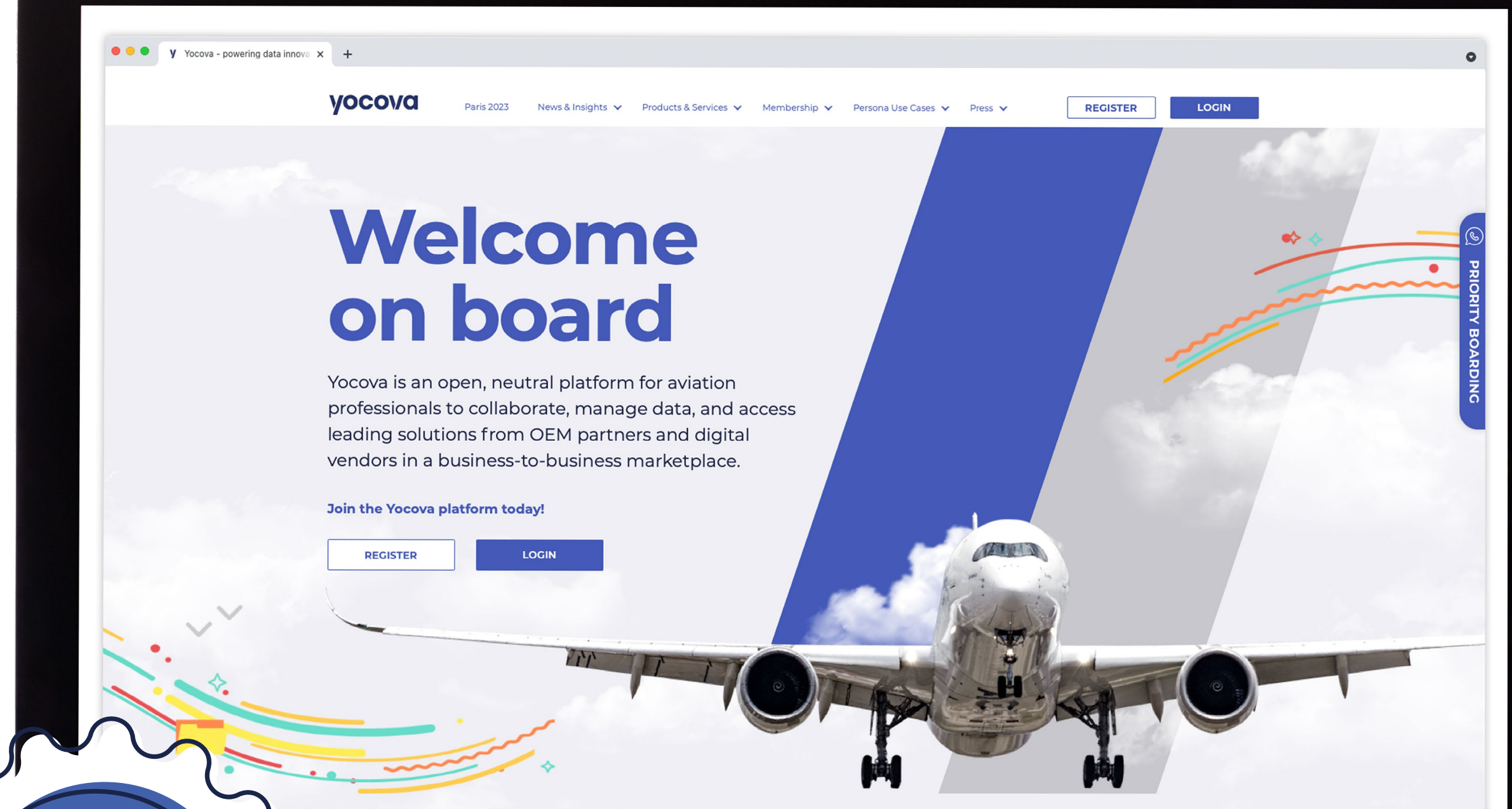
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For questions about the Yocova brand, usage rights and permissions please see our [Yocova Brand Guidelines](#) or email members@yocova.com.

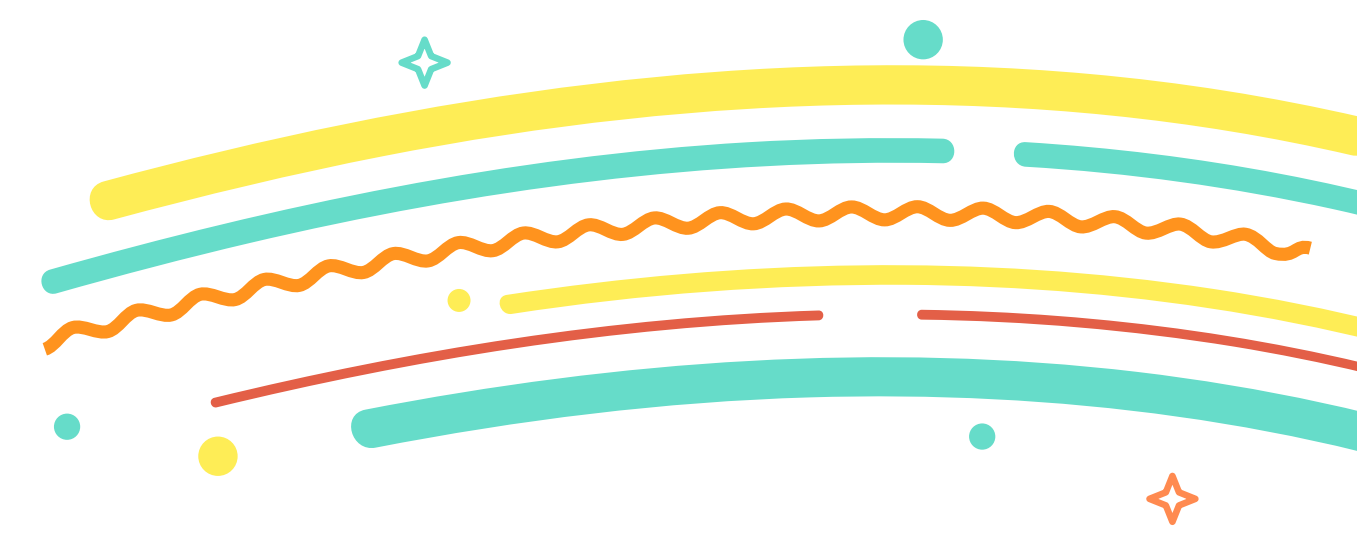
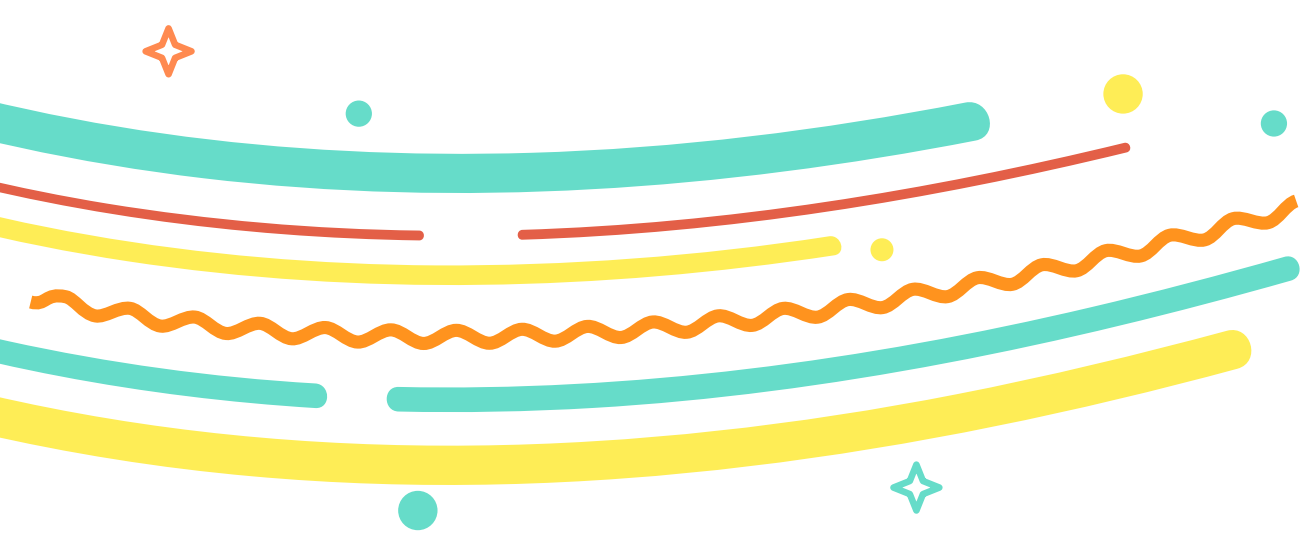


Get your innovative digital solutions and services in front of the right audience.

Set up shop and open your doors to 7500+ qualified aviation professionals.

[COMPLETE YOUR PARTNER ONBOARDING QUESTIONNAIRE](#)

**BE A
YOCOVA
PARTNER**



yocova

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

Connect with professionals across aviation, forming groups to collaborate on industry challenges and become part of an ever-growing pool of expert knowledge



Data rooms

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



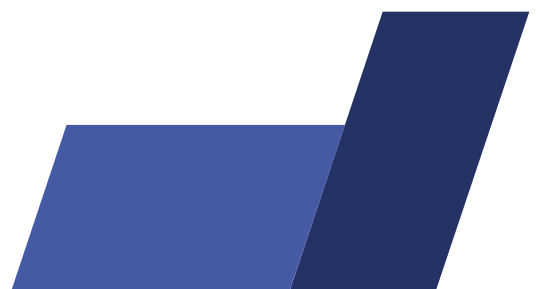
Marketplace

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

Who we are and what we do



Our vision

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

Our mission

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





What is Yocova?

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 8,500 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**



Areas of expertise

Our pillars





Yocova community

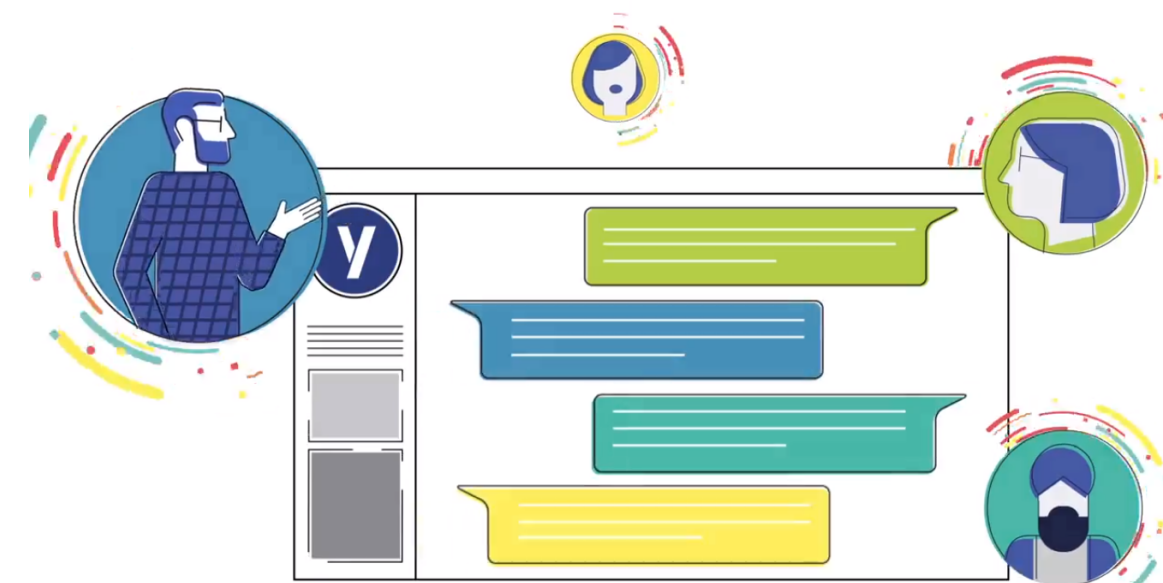
The global aviation community on one open and trusted platform where Members can connect, discuss, share and learn with aviation peers in public forums and private working groups.

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



8,500+
Members...
growing daily

| | | |
|----------|-----------------|-----------------------------------|
| Airlines | Industry bodies | Lessors |
| Airports | Manufacturers | Business jets |
| ATM.ANSP | MRO providers | Digital Vendors (Yocova Partners) |

75+
Collaboration
groups

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

470+ Airlines represented

1100+ Aviation enterprises and digital vendors

* Yocova community figures as 10th January 2024



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



Platform pillars

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

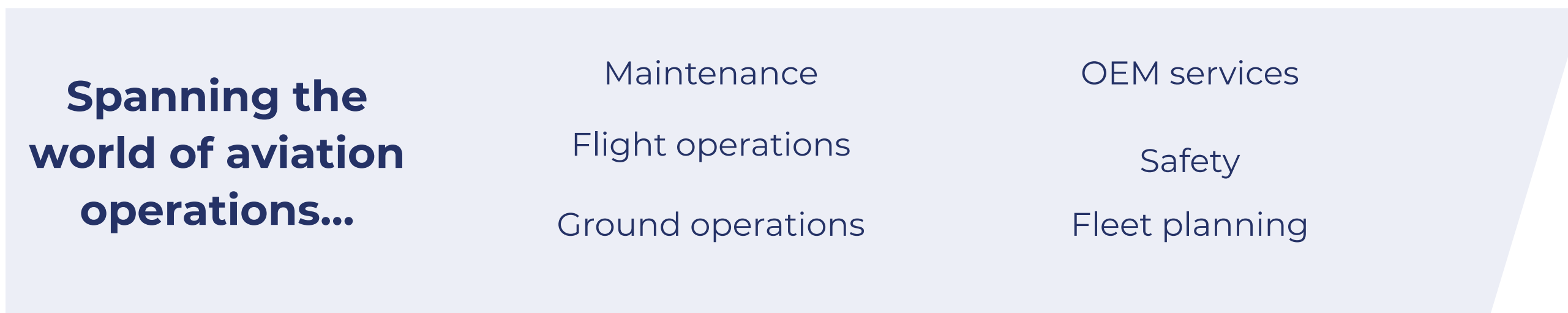
Try before you buy

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

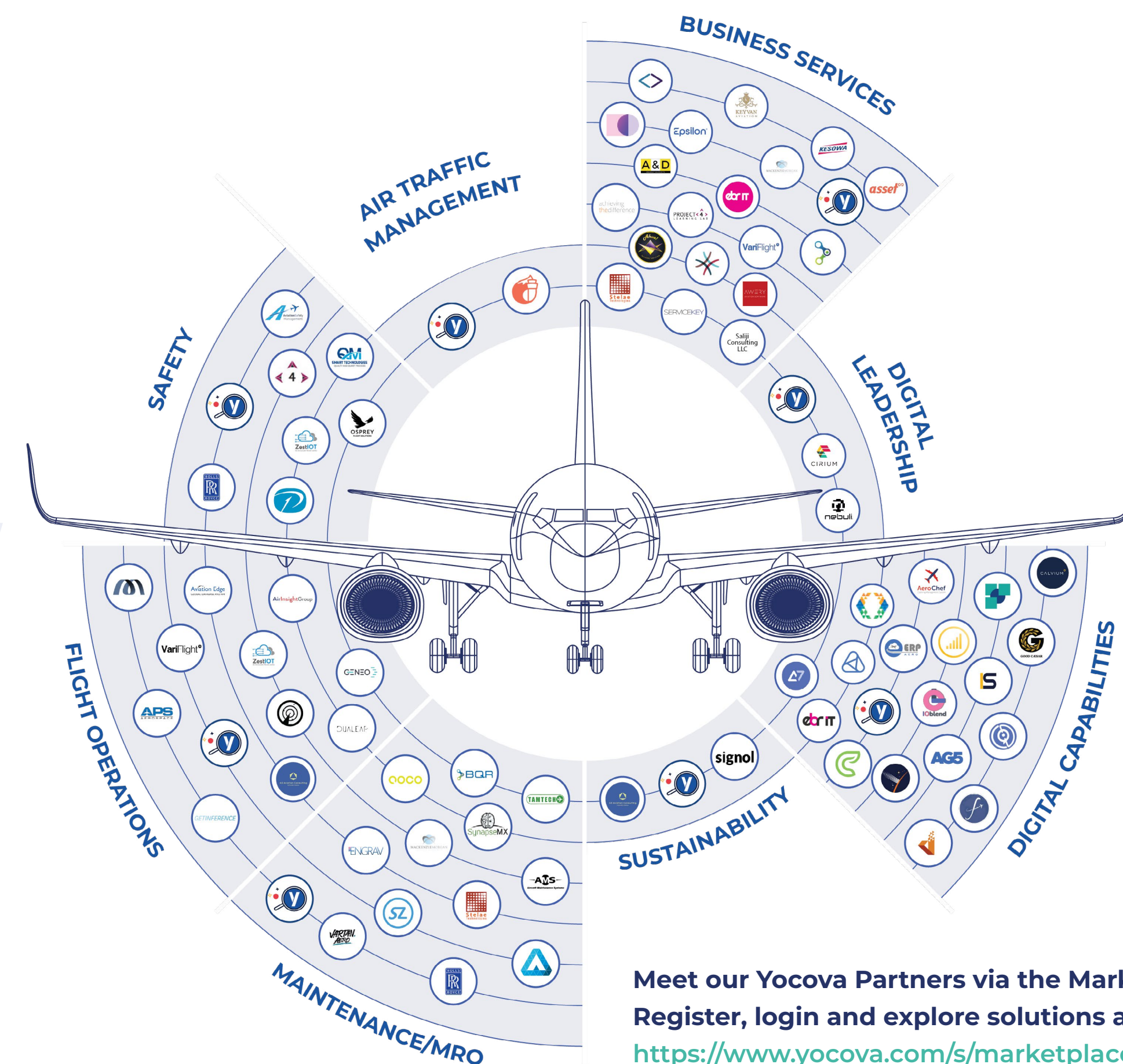
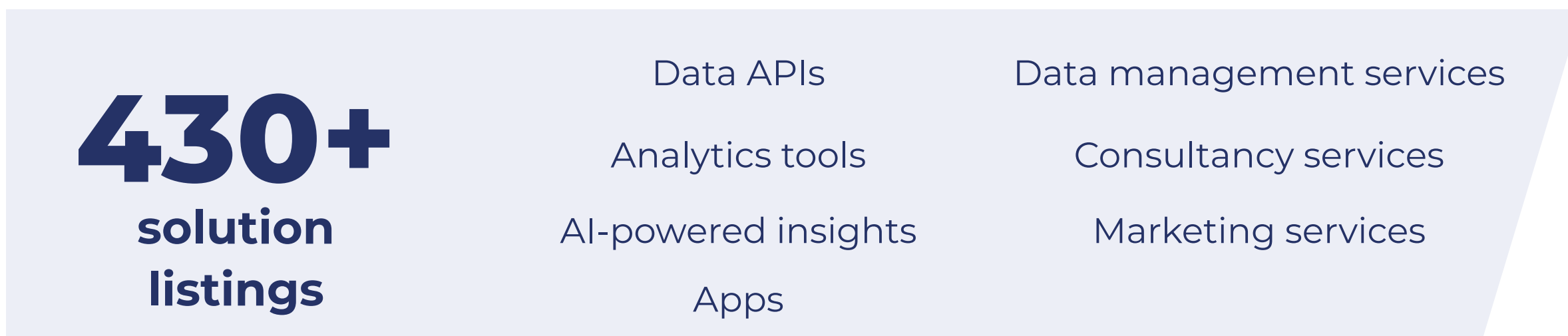
Sell your own digital assets

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

List data, services and software solutions



Find, trial and procure data and software solutions



Meet our Yocova Partners via the Marketplace. Register, login and explore solutions at <https://www.yocova.com/s/marketplace>

* 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



Julie Seah
Manager Safety, Security & Environment Development, Singapore Airlines

“To be forward looking, we need to proactively identify emerging trends and look at how we can leverage on technology to improve safety for continuous improvement. Yocova provides a secure and easy to use tool for hazard data sharing which will allow for a more predictive approach to safety.”

* Yocova functionality in development pending release to community members

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

Consumers

Your cockpit for digital & supply chain solutions

- SSO & authentication
- User access mgmt.
- Secure data sharing

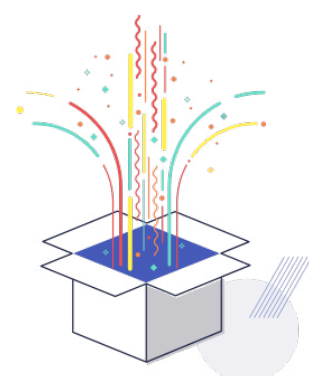
Distributors

A flexible, capable & beautiful interface to your world

- Content distribution
- Customer engagement
- Industrial collaboration

Enterprise Engagement

Distributor Membership



Content distribution

API Gateway for listing content

Interactive learning modules

Marketplace for private and public listings

Trials & subscription plans

Customer terms & licences management

Invoicing, auto-billing,
& payment processing

Role-based access to content



Customer engagement

Branded profile

Private & public discussion groups

Virtual events

News feeds, articles and follows

CRM Master data and links

Tracking and preferences



Industrial collaboration

Global ecosystem of airlines, manufacturers, airports, ANSPs,
MROs, trade associations, lessors, and more

Private & public discussion groups

File sharing

Data Rooms

Aviation-tested data sharing agreements

Marketplace

Platform benefits

MFA

Technical support

Individual user terms

User validation

GDPR compliance

Code of conduct

Membership

Our programs and framework



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 | ✓ |
| Administer internal solution access | ✓ |

Data room features

| | |
|----------------------------|---|
| Access data rooms | ✓ |
| Create and host data rooms | ✓ |

Partner Membership Plans

| Yocova Partner Program Membership | Freemium Enterprise |
|-----------------------------------|---------------------|
|-----------------------------------|---------------------|

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 | External Distributor | Premium 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 pre-requisite for Distributor Membership.

Marketplace features

| | | | |
|--|---|---|---|
| Administer internal solution access | ✓ | ✗ | ✓ |
| Offer free external solutions | ✗ | ✓ | ✓ |
| Create paid solution listings on the marketplace | ✗ | ✗ | ✗ |
| Offer SSO enabled applications | ✗ | ✗ | ✓ |

Portal features

| | | | |
|---|---|---|---|
| Offer branded portal within Yocova | ✗ | ✗ | ✓ |
| *Enable own SSO IDP to Yocova | ✗ | ✗ | ✓ |
| Notification API (post notifications to Yocova) | ✗ | ✗ | ✓ |

*Subject to Implementation scoping

Yocova in Action

A look at our digital platform and supporting capabilities

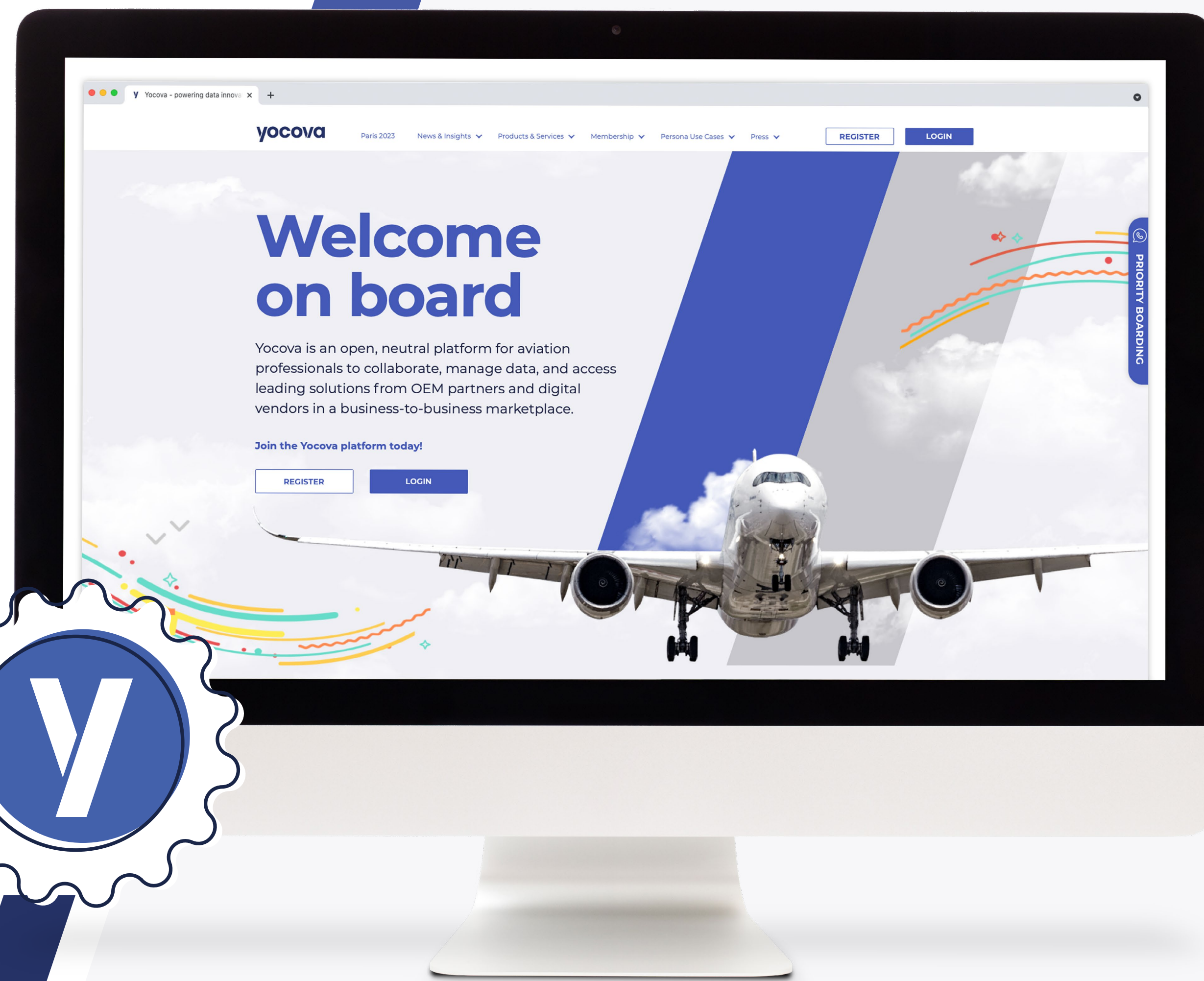




Yocova.com

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.

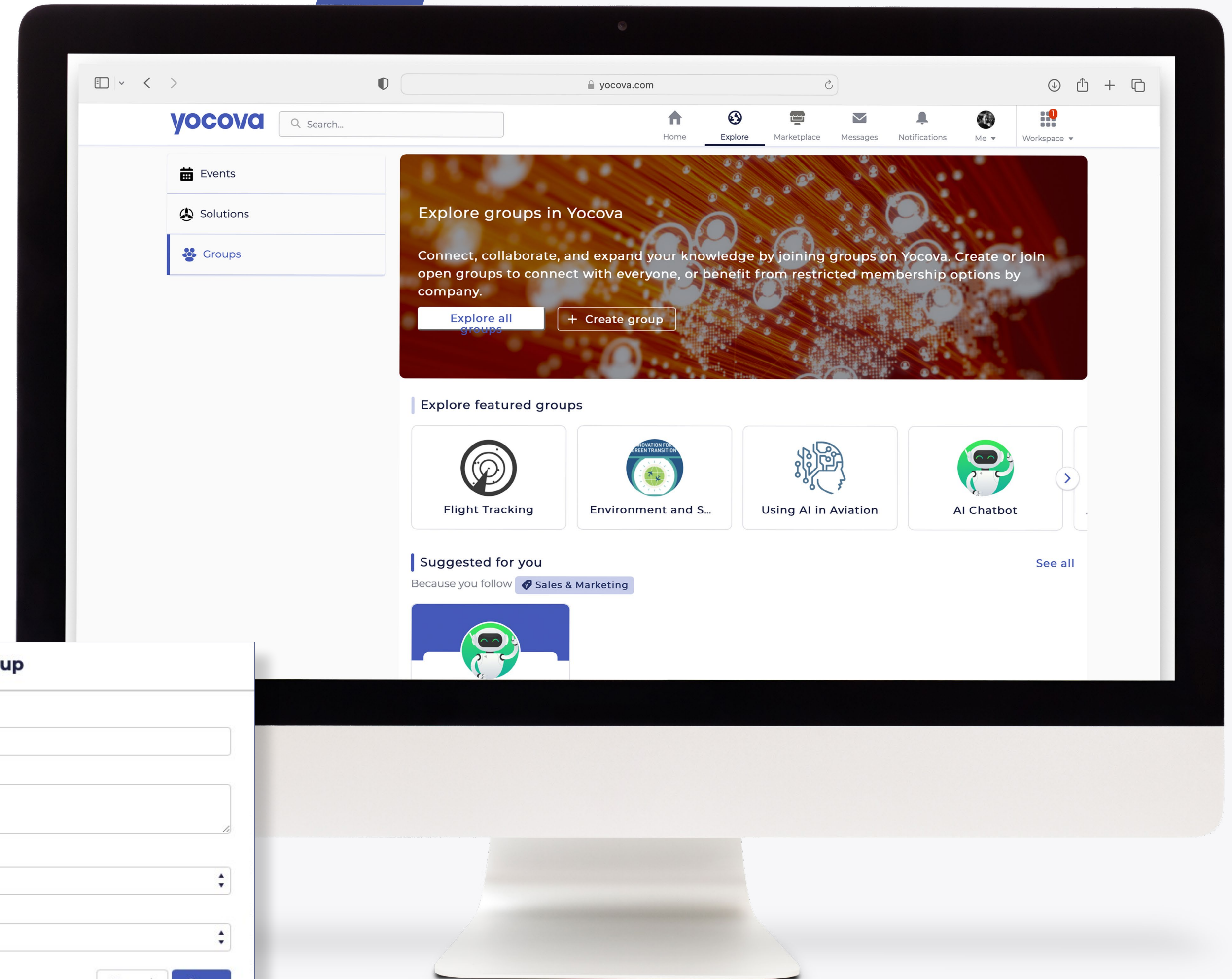
New Group

*Name

*Description

Choose a topic

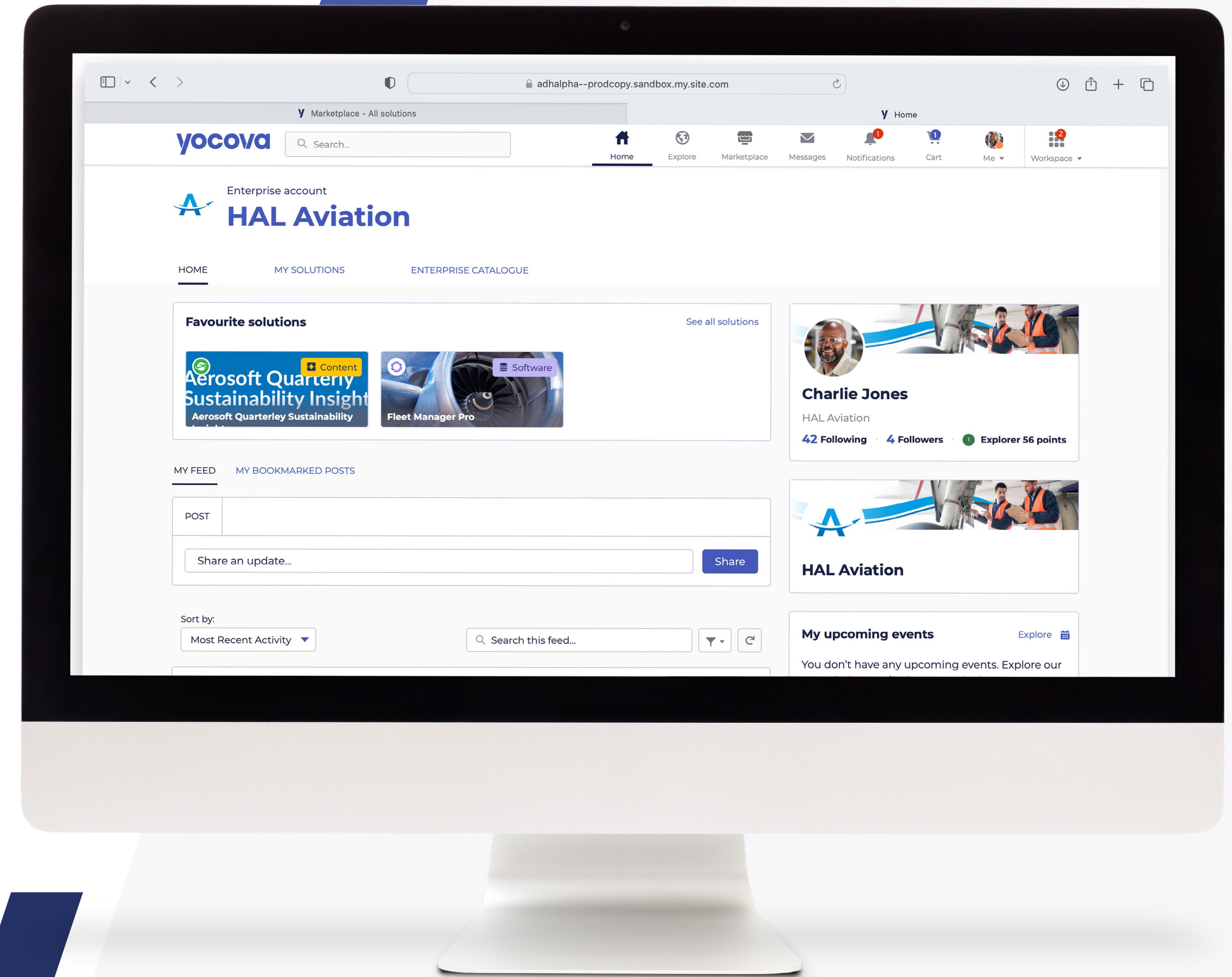
*Visibility



Yocova.com

Personal profile

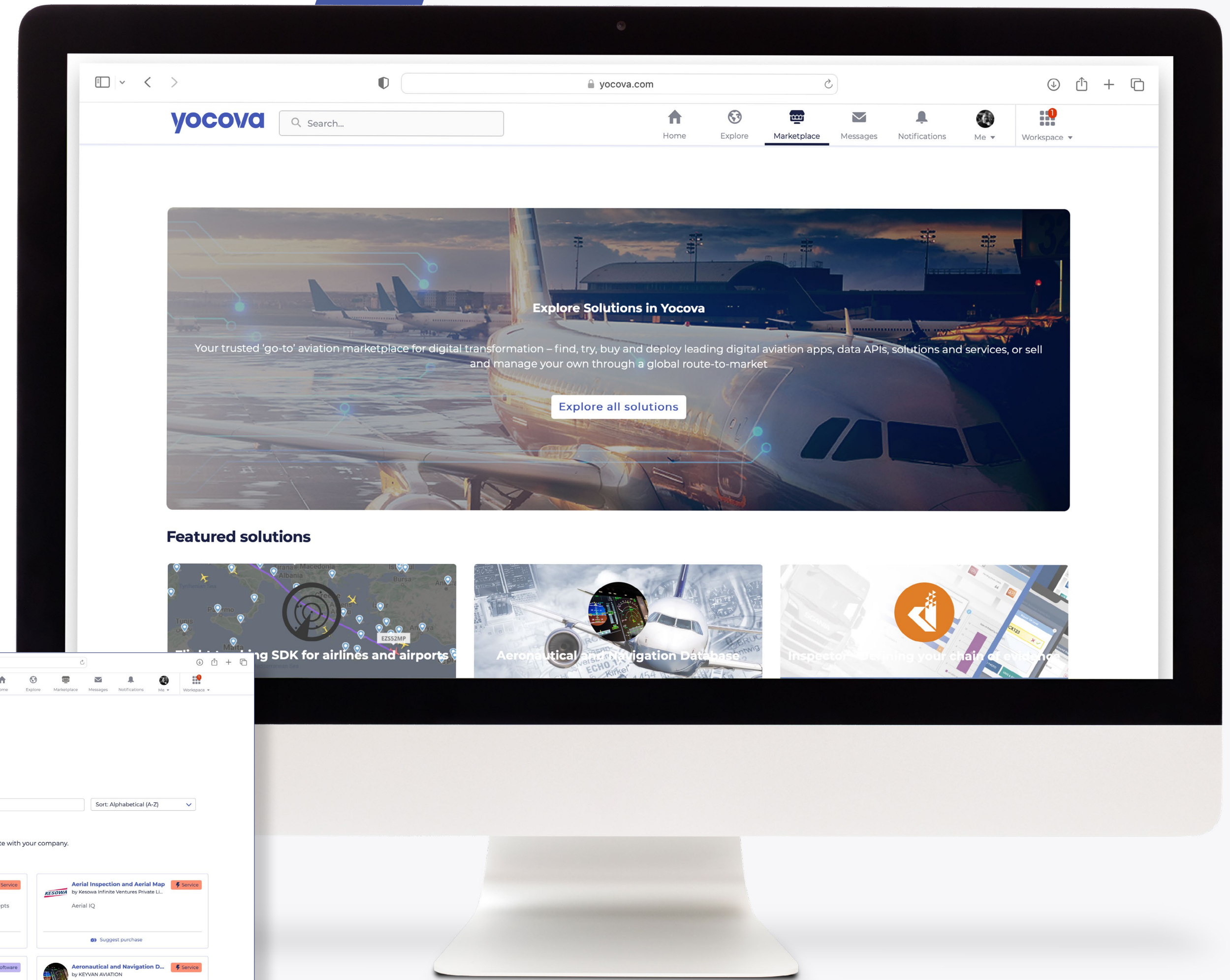
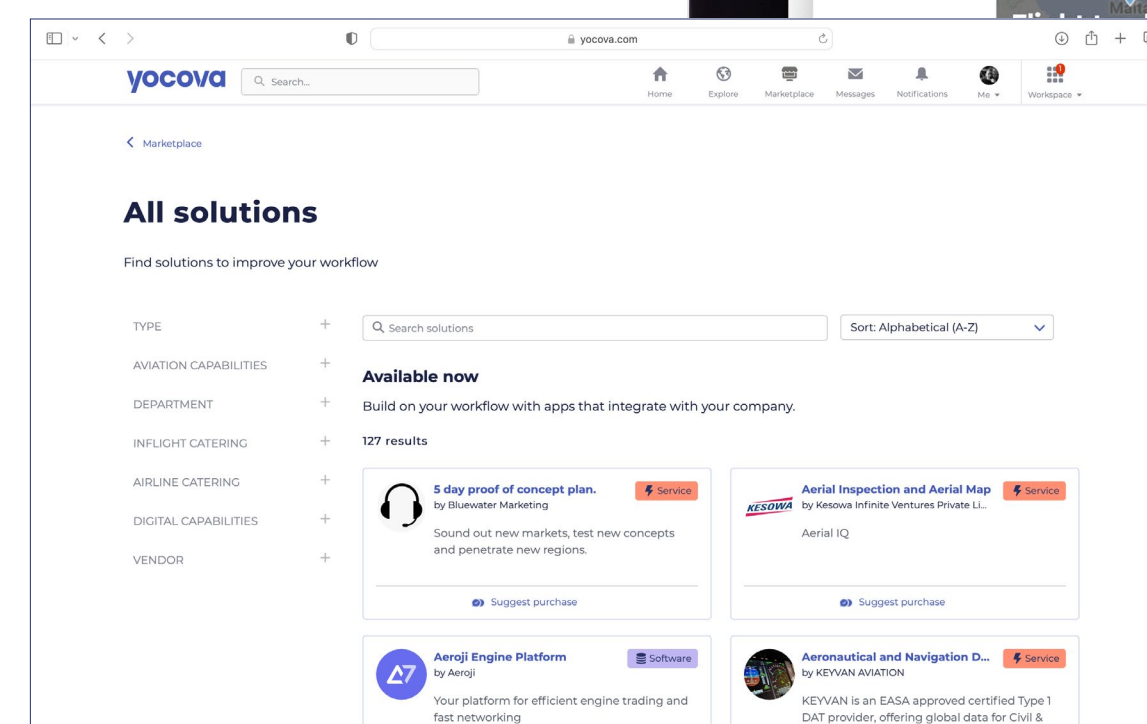
Each member creates their own personal profile to promote their experience and expertise, and to make connections.



Yocova.com

Marketplace

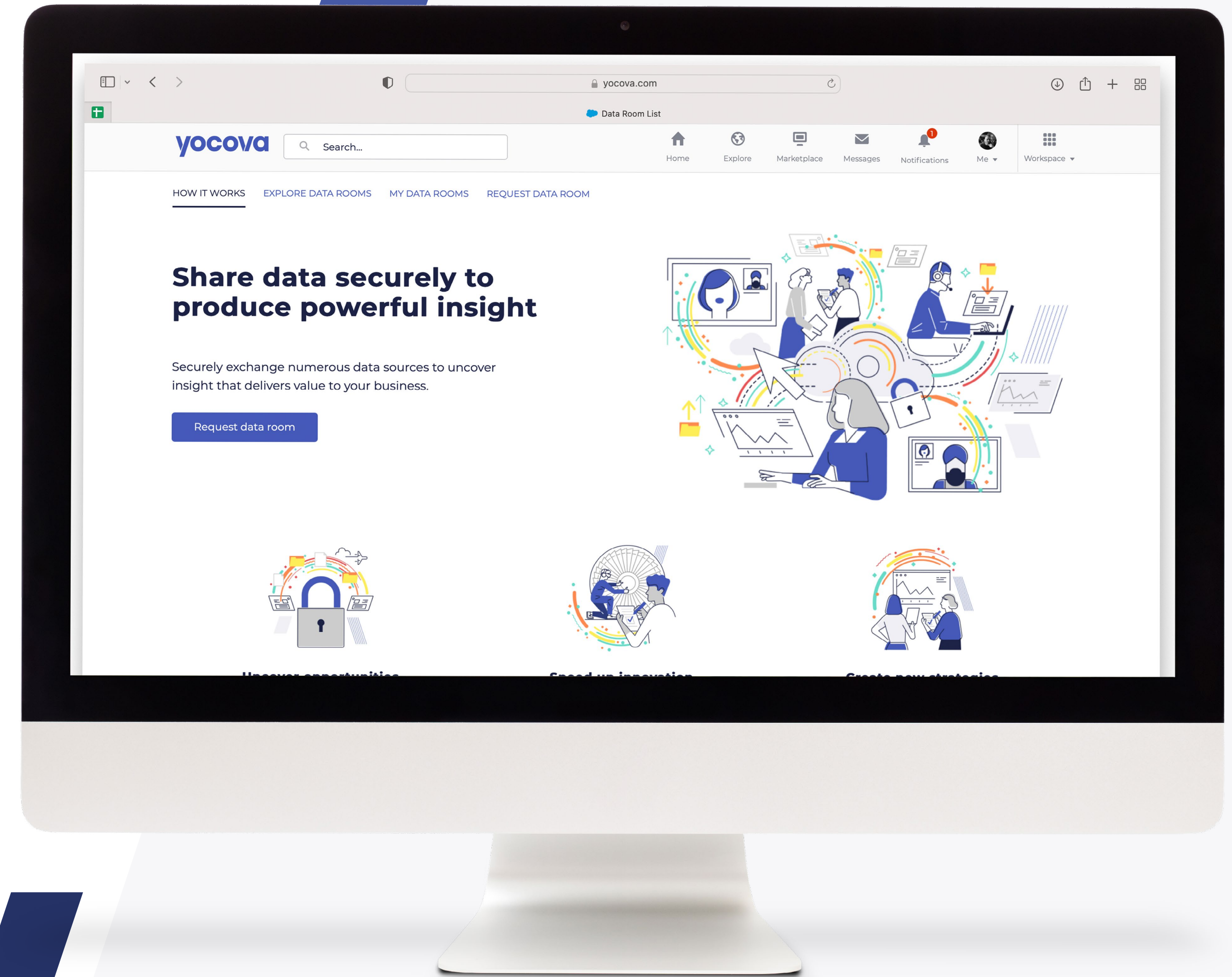
Your trusted 'go-to' aviation marketplace for digital transformation – find, try, buy and deploy leading digital aviation apps, data APIs, solutions and services, or sell and manage your own through a global route to market.



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.





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For more information visit
www.yocova.com

email **members@yocova.com**

Or follow Yocova on **LinkedIn**