The importance of Cost Effective Vertiports

by Kim Silander

2023-09-07

CONNECTED AVIATION INTELLIGENCE
In a not so distant future...
“Europe will need one vertiport/drone landing site per 3,000 urban residents by 2036”

— The European Demand and Capacity Optimisation for U-space programme (DACUS project) Report
Because it should be affordable to fly Air Tais or use AAM drone services

COST EFFECTIVE INFRASTRUCTURE FOR AAM

- Terminal pillar: Light grey/metallic
- Seating: Dark leather/grey/metallic
- Interior in light wood
- Placeholder for electric charging station
- Flood light covers: Black
- Platfform exterior plates: Black or very dark grey (Matches the main platform)
- Flagg pillar: Metallic/light grey
- Display signs: Green text (Illuminated)
- Escape Stairs: Light grey (with grip surface) (Exit sign on glass!)

Inspired by:

- IKEA
- LEGO
We meet today’s needs and challenges but need to be ready for tomorrow’s…

Let’s be prepared for the Future demand with standards...

The next step is a full-scale rulemaking task (RMT.230) during which EASA will develop the full spectrum of regulatory requirements to ensure safe vertiport operations. These will include not only detailed design specifications, but also requirements for authorities to oversee vertiport operations as well as organisational and operational requirements for vertiport operators. (EASA)

VTOL = Vertical Take-Off and Landing vehicle
FlyThrough™ a societal hub
From

NO INFRASTRUCTURE — TRAIN WITHOUT RAIL
The Why of KookieJar

From

NO INFRASTRUCTURE — TRAIN WITHOUT RAIL

To

FULL INFRASTRUCTURE — MODERN AIR ROADS
We’re going to launch at around US$3 dollars per passenger mile which is on par with Uber Black (luxury car with professional driver) prices and then, over time, be able to scale that with the system down to be cheaper and eventually on par with surface transportation.”

- Max Fenkell, Policy and Government Affairs Lead for Joby Aviation

Vision without action is merely a dream. Action without vision just passes the time. Vision with action can change the world.”

- Joel A. Barker

Democratizing flying means access and proximity to cost effective services.
AAM industry challenge

Their success depends on us...

"We have found a huge and overlooked opportunity in an emerging billion-dollar industry"

If we compare AAM with the car industry the AAM market has the cars but not the roads or service points – KookieJar is the solution

ADVANCED AIR MOBILITY INVESTMENT

- Digital infrastructure: 9%
- Flight operations: 6%
- Ground infrastructure: 6%
- Other: 6%
- Drone / VTOL development: 77%
- Total investments by 2021: $7,867M

Source: Lufthansa innovation hub
Disruptive industries need new thinking

**RETHINK...**

“No Vertiport provider exist with a scalable business model”

**EXPENSIVE**

LIMITED THROUGHPUT & TAILOR MADE
Access for everyone

More like bus stops

Not NEW expensive airports
Why Vertiport as a Service? We increase our customers revenue streams and manage all air related operations for our clients...

Vertiport as a Service

Existing revenue verticals:
1. Fuel / Electric
2. Spare parts, oils etc
3. KIOSK / Food & beverage
4. Car cleaning and washing
5. Car rental
6. Ground logistics delivery point
7. Car garage (serving cars etc)

New revenue/verticals streams:
1. Fueling / Charging Drones/eVTOL (batteries, hydrogen)
2. MRO, De-Icing etc of drones/eVTOL
3. Cleaning and washing drones/eVTOL
4. Parking (Standby) fee for drones/eVTOLS
5. Sales point for 3rd parties
6. Air Logistics delivery point
7. Last-Mile Handout services

Vertiport as a Service
A rental fee for the vertiport facility to Property/Business Owner
- EASA/FAA/Local regulator certified Vertiport
- Optional infra. (E.g. Terminal building & Charging)
- Optional Airspace Design
- Maintenance and Operations of platform
- Indemnity flight ops. liabilities
- No need for air certifications
Disruptive industries need new thinking

**COOB CONCEPT**

“Certification out of the Box”

**Thanks to:**
- Stilfold modular design
- Our standardised approach to supply chain partners
- Certified partners and operators
B2B - What KookieJar provides

Vertiport concept
A network of modularised vertiports for cargo and passenger drones

Scalable platforms
B2B of a landing/departure platform – from site selection to launch, commissioning and full operation

Vertiport as a service
A global full service vertiport provider and a dominant network supplier with key partners covering the full AAM ecosystem
**Infrastructure**

KookieJar is providing a large vertiport network to enable electrical Vertical Take-Off and Landing (eVTOL) air taxis and cargo deliveries to operate safely, sustainably and efficiently.

**Scalability**

Modular and scalable platforms with capacity to manage take-off and landing increasing throughput by a factor of 3 – with a scalable business model that enables global roll-out.

**Expertise & JV**

We have a trained and selected network of partners. Industrial Partnerships with global leaders such as IBG, SAAB and ERICSSON.
VERTIPORT DELIVERY IN 4 STEPS

1. **Shipping**
   - The vertiport ships in a 30ft standard container.
   - Limited space required to deploy the vertiport.
   - Basic base considerations are required for its deployment.

2. **Assembly**
   - The vertiport is assembled in an IKEA fashion.
   - The platform is deployed on top of a proprietary structure design.
   - No aeronautics knowledge is required.

3. **Deployment**
   - The fences, basic protection and supporting systems are deployed.
   - At this stage technical expertise is required to calibrate and diagnose the supporting systems, such as positioning and weather.

4. **Diagnosis**
   - The system is light up, diagnostic tests are launched to check all the critical and supporting systems.
   - The vertiport is ready to be used for operations.
Cost efficiency leads to sustainability

Because there is no Planet B
Brings value – Several dimensions

- Environment
  Reduced Co2-emissions

For Society
Democratising air mobility – Access for All
Suburb to Suburb Air Mobility
On-Demand Air Services

For Cities & Regions
Regional development
Business & Trade
Competitiveness
New jobs
Contact
Kim Silander – Founder Kookiejar
Phone: +377 640610888
Email: Kim@Kookiejar.com

Thank you

28th Sep Demo - Yacht Delivery

13-17th Sep Demo – Dubai Airshow