PROPOSAL FOR CO-OPERATION TO PROMOTE NEPAL'S AVIATION

Northern Light Academy of Aviation and Technology Pvt. Ltd. (NAAT) is an aviation academy whose objective is to conduct aviation related educational activities and develop an environment that fosters individual aviation career as well as regional aviation viability and growth.

To accomplish its organizational goal of aviation prosperity and awareness, NAAT has taken a step to operate the following aviation projects in a structured way.

1. SKY DIARY – DIGITAL AND PRINT MAGAZINE

NAAT is planning to start an aviation magazine called SKY DIARY to promote aviation, travel and tourism in Nepal. NAAT plans to provide a magazine service (an inflight magazine) during travel period in various aircraft of different airlines throughout the country and beyond. In addition to that, we will be working relentlessly to establish SKY DIARY as the number one source of reliable information related to aviation and travel.

While the preparation for launching print magazine is on its way, the digital version can be reached at **www.skydiarynepal.org**

Sky Diary's audience will include:

- Aviation professionals
- Airline owners
- Employees of government bodies such as CAAN and Ministry of Travel, Tourism and Civil Aviation
- Individuals looking to make career in aviation
- Foreigners looking to get some guide about Nepal

- Aviation enthusiasts

OUTCOME

NAAT looks forward to make SKY DIARY as the number one source of accurate information for the Nepalese market and will feature aviation market analysis, interviews, new innovations as well as travel and tourism related content in digital and print media.

The major purpose of Sky Diary's existence is to promote Nepalese aviation, travel and tourism through journalism.

2. Aviation TV Talk Show (weekly) hosted by Captain Vijay Lama

NAAT seeks to promote Nepal's aviation, travel and tourism sector by bringing in stakeholders for talk shows where various emerging issues regarding aviation, travel and tourism will be discussed.

This is an effective way to involve concerned stakeholders in talks to resolve various challenges that Nepal is facing in the relevant sector. The TV program will be hosted by Cpt. Vijay Lama.

OUTCOME

Presenting aviation, travel and tourism program in TV will create interest and awareness amongst the public.

3. Aviation Career Quiz Contest

Currently, one of the major challenges that the aviation industry faces is the lack of human resources to support the growth of the industry.

By organizing quiz contests and providing scholarships, it's a great way to promote aviation as a career to attract the youths in this field.

We plan on organizing quiz contest on two different time frames, monthly and yearly. The winner of the monthly quiz will bring twelve contestants for the yearly contest.

Top three winner of the yearly contest will be given scholarship for:

- Pilot Training (Title Winner)
- Aerospace Engineering (First Runner up)
- Aviation Management (Second Runner up)

OUTCOME

Individuals will consider a career in aviation, travel and tourism. While there is a growing shortage of work force in this sector, our project will help to create skilled manpower as per the need of aviation industry.

NAAT has taken this initiative to support and promote aviation, travel and tourism by implementing journalism, media and career awareness programs.

POSSIBLE CONTRIBUTORS

- European Union: Scholarship Funding
- Airlines: Scholarship Funding
- Corporate Houses: Scholarship Funding
- Nepal Tourism Board
- Tourism Ministry
- CAAN
- Nepal Airlines

Objective of the Project

- To promote aviation, travel and tourism industry of Nepal
- To address the growing workforce shortage by attracting and encouraging individuals towards career in aviation, travel and tourism.
- To support the economic prosperity of the nation through aviation, travel and tourism

COST ESTIMATION

- Aviation Talk Show: 30 lakh yearly
- Prize for winners of the monthly quiz:
- Scholarship: 1 Crore 60 lakh (Pilot, Engineer, Aviation Management)

COMPANY PROFILE

NORTHERN LIGHT ACADEMY OF AVIATION AND TECHNOLOGY (NAAT)

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1. Executive Summary

Northern Light Academy of Aviation and Technology Pvt. Ltd. (NAAT) seeks to create and sustain an aviation and education system that fosters individual aviation career as well as regional aviation viability and growth.

NAAT as an aviation academy is competitive to help assess opportunities and perform competitive analysis to identify customer needs and expectations. We offer different internationally recognized academic and professional aviation training program and our vision is to serve the wide verities of un-served and un-met aviation market.

Before launching the project, we took valuable inputs from a variety of stakeholders, representatives of colleges and universities, consultants and aviation industry leaders.

Curriculum and Coordination

During our study of the regional aviation market, it became apparent that three aviation programs were needed by the region; aviation management, professional pilot training, airport ground operation and aviation maintenance/technology.

A workforce graduated in these programs are considered to be the building blocks for a sustaining any aviation market. Our regional market requires these professionals but we lack a proper academic program and sufficient curriculum does not exist currently around the nation. This is where NAAT aims to fill the gap in alliance with various national and international institutions to introduce accredited aviation courses in Nepal.

1.1 Mission

To provide reliable and quality training in the area of aviation as per the requirement of global industry.

1.2 Keys to Success

To meet the objectives of the company and meet requirement of the market; activities of the company are as follows;

- To provide quality aviation education as per the requirement of global market with collaboration of international education institutions.
- To produce skilled human resources in different areas of aviation.
- Train and retain existing aircraft maintenance engineer and other aviation entrepreneurs who require improving their managerial capabilities.
- To provide the finest possible environment for teaching, learning and research. To promote student's competitive edge to meet prerequisites for their higher education worldwide.

1.3 Objectives

Main objectives of the company are as follows;

- To operate different aviation training such as NCAR 147, EASA Part 66 Licensing, Pilot Training, Aeronautical Engineering, Cabin Crew, airport ground operations, Flight Dispatcher, Aviation Management degree programs etc.

- To study and research regarding the aviation issues and provide advice for the stakeholders.

- To provide educational services in collaboration of international aviation training institutes and airlines.

- To operate different technical education in collaboration of international colleges, universities and institutes having the same objectives.

2. Company Summary

Northern Light Academy of Aviation and Technology (NAAT) is founded by a diligent group of entrepreneurs whose management is looked after by renowned personalities involved in aviation and management in Nepal. NAAT aims to offer quality aviation education with practical base for global industrial needs. Management of the company, therefore, is dedicated to make differences; minimizing the gap between perceived quality in the industry. In a nut-shell, the main objective of NAAT is produce qualitative human resource through qualitative training and education for aviation industry.

2.1 Company Structure and Location

Northern Light Academy of Aviation and Technology (NAAT) is owned by following entrepreneurs;

Mr. Rakesh Sanjel	Managing Director
Mr. Ishwor Kumar Bajracharya	Director
Mr. Sanjeev Sapkota	Director
Mr Shekhar Panday	Director

Management and consultant team of the company is formed by highly professional managers and aviation experts;

Consultant Team

Mr. Bodh Raj Niroula	Instructor Pilot, Yeti Airlines (Consultant)
Mr. Jiwan Kumar Niroula	Senior Pilot, Tara Airlines (Consultant)
Er. Kedar Bahadur Pradhanaga	Sr. Aeronautical Engineer (Consultant)
Er. Uday Bahadur Shrestha	Sr. Aeronautical Engineer (Consultant)

Management Team

Mr. Rakesh Sanjel	Managing Director
Mrs Madhuli Malla Joshy	Quality Assurance/ Training (Mrs. Joshy has more than 28 years of experience in the field of cabin crew and she is currently associate with Buddha Air as an Executive Manager Cabin Crew)
Mr. Kishor Singh Bhandari	Aeronautical Engineer, Buddha Air
Mr. Madhusudan Thapa	Trainer (Fire Fighter/Instructor)
Mr. Pratik Poudyal	Head- International Relations (Commercial Pilot)
Mr. Sanjeev Sapkota	Centre Manager
Mr. Shekhar Panday	Head- Finance and Administration
Mr. Miggy K.C.	Internal Verifier

Staffs

Ms. Sabina Balami	Front Desk Officer

Northern Light Academy of Aviation and Technology is registered with authorized office and registered location is Ward No. 31, Naya Baneshwor, Kathmandu, Nepal

2.2 Company History

NAAT came into existence in early 2015 in response to the lack of aviation academy in Nepal and to address widely-recognized need for additional aviation workforce in the region and the global market. Working with various aviation consultants and with its team of aviation education specialists, NAAT underwent a comprehensive study of existing assets and resources and developed a far-reaching strategic business plan that creates the foundation for an integrated aviation education and employment system within Nepal and the surrounding region. The vision, as developed in this study, is:

Northern Light Academy of Aviation and Technology Pvt. Ltd. (NAAT) seeks to create and sustain an aviation and education system that fosters individual aviation career as well as regional aviation viability and growth.

Northern Light Academy of Aviation and Technology (NAAT) is a private limited company registered at Office of Company Registrar and Inland Revenue Office with the objectives of providing various aviation training such as Aeronautical Engineering NCAR Part 147, Short term aviation trainings to airlines, Cabin Crew training, Ground Handling Training, Airport Operation Training and various training related with aviation. The company is owned and managed by Mr. Rakesh Sanjel, Mr. Sanjeev Sapkota, Mr. Shekhar Panday and Mr. Ishwor Kumar Bajracharya. Management Team of the company comprises with different experienced and highly professional aviation experts.

NAAT is also affiliated to City & Guilds as an aviation, travel and tourism training centre and seeks alliance with other reputed institution across the globe for the same purpose.

Northern Light Academy of Aviation and Technology has an authorized capital of NRs 50 million and paid-up capital of NRs 20 million.

Since, we have applied for approval from Civil Aviation Authority of Nepal (CAAN) for NCAR Part 147 training; we have been providing consultancy services in collaboration with different international partners such as ACATECH Specialists, Fast Aviation and we are under process of partnering with Fujairah Aviation Academy, Gulf Aviation Academy and Baltic Aviation Academy etc. for aviation consulting and training services.

3. Business Initiation Plan

Northern Light Academy of Aviation and Technology (NAAT) has its business initiation plan considering the requirement of international partners. We have planned and committed to be the best in terms of physical infrastructure, human resources, facilities and services.

3.1 Infrastructure

Infrastructure is the backbone of any organization; therefore, Northern Light Academy of Aviation and Technology has well managed and equipped physical infrastructure as per the requirement of international standard and requirement.

3.1.2 Available Infrastructure

We have acquired a property with 1 storey building and land area of 6845 sq. ft (approx.) on lease for the period of six years on renewal basis. The property is located at the prime location of Kathmandu City; Naya Baneshwor. We are committed for further required extension as per the requirement of international standard and requirement; our available facilities are as follows;

S. No.	Description	Remarks
1	Mockup Room (Air Cabin Crew)	Available
2	Classrooms (a/c, audio-visual, CCTV)	3 class rooms Available
3	Conference Hall/Library	Available
4	Grooming Room for air cabin crew training	Available
5	Office with necessary departments	Available
6	Security System	Guards/ Video Surveillance
7	Power Backup	Generator

3.1.3 Costs

We shall not compromise for investment on further infrastructure development and institutional set up.

3.2 Human Resource

Human resource is the key factor and core asset of an organization to achieve the goal of any organization. NAAT is managed by self motivated and highly professional entrepreneurs and aviation experts. Since the stakeholders of the organization are from different background

having different experiences of business operation including aviation; it is a strong combination in terms of board of directors of the company. Further, Project leader, consultants, instructors and staffs are from the aviation background; programs and trainings will be operated in a smooth way.

3.2.1 Project Leader

Mr. Rakesh Sanjel as a managing director of the NAAT is leading the project with co-operation of other stakeholders. He is a graduate of Masters of Business Studies (MBS) from Tribhuwan University. Mr. Sanjel is an ex-banker and has 10 years of banking experience in different banks in Nepal. He has successfully managed different Banks as a project leader.

3.2.2Team Composition

Northern Light Academy of Aviation and Technology (NAAT) is owned and managed by highly professional entrepreneurs and aviation experts; we have the following staffs for smooth operation of the organization.

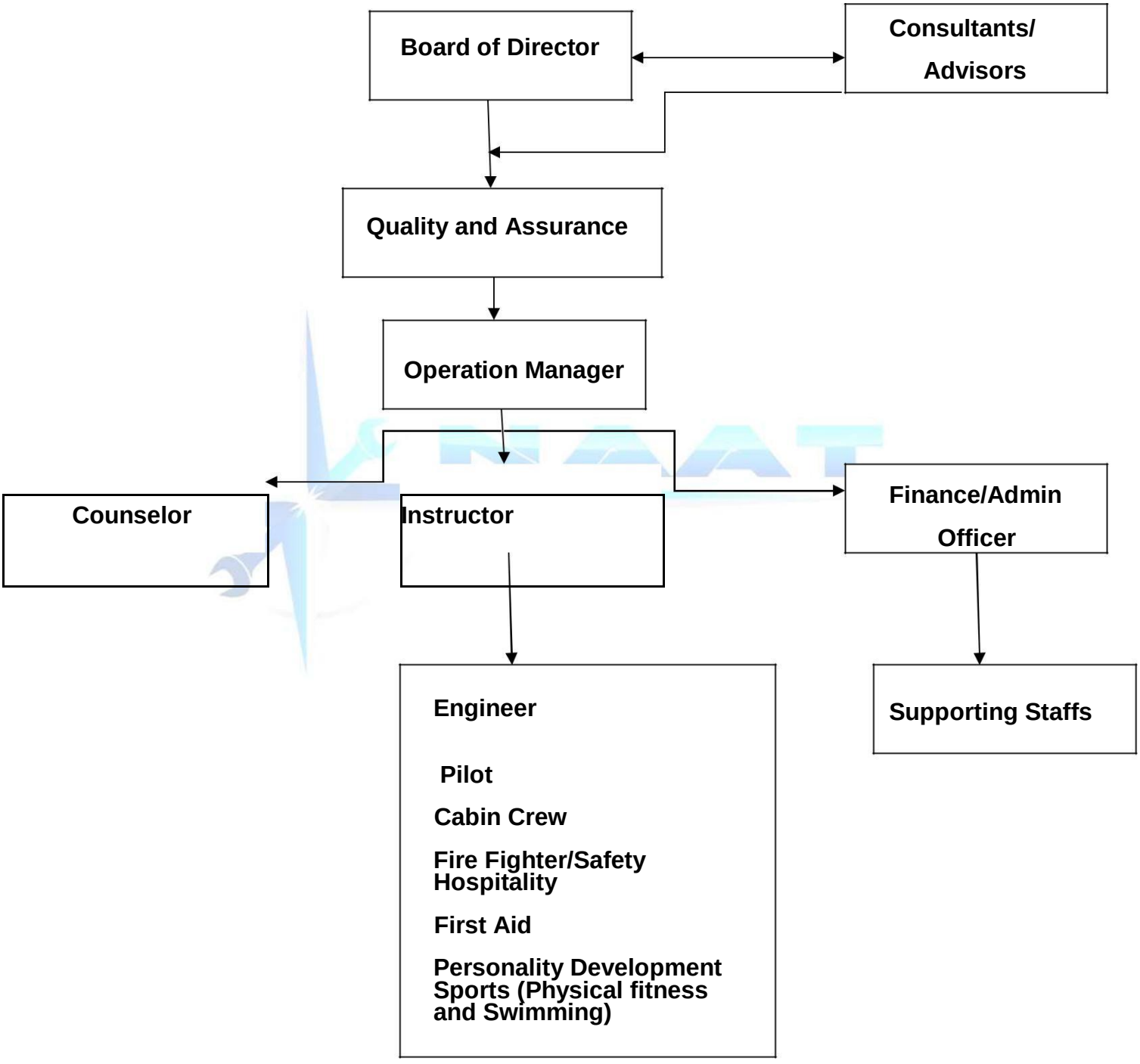
Managing Director/ Head of the Centre- Mr. Rakesh Sanjel

Quality and Assurance

- Assessment Manager: Mrs. Madhuli Malla Joshy
- Counselor: Prity Timilsina Thapa
- Finance officer- Mr Shekhar Panday
- Head of International Relations- Mr. Pratik Poudyal (Commercial Pilot)
- Instructors- Mr. Ankur Jung Rana (Ground Operations, Yeti Airlines)
- Mrs. Chitralekha Mishra Shah (Air Cabin Crew, Former Senior Airhostess- Nepal Airlines)
- Front Desk Officer- Ms Sabina Balami

3.2.4 Planned Staffing & Organogram

Northern Light Academy of Aviation and Technology (NAAT) has proposed the following planned staffs and Organogram as an organizational chart;


Board of Director
Consultants/ Advisors
Quality and Assurance
Operation Manager
Counselor
Instructor
Finance/Admin Officer
Engineer
Pilot
Cabin Crew
Fire Fighter/Safety Hospitality
First Aid
Personality Development Sports (Physical fitness and Swimming)
Supporting Staffs

4. Services

Courses and services offered

1 UKCAA Part 66 modular course preparation and examination
2 EASA Part 66 modular course and examination
3 Diploma in Air Cabin Crew Certified by City & Guilds- UK
4 Diploma in Airport Operations on the Ground- City & Guilds
5 Flight Dispatcher training and certification
6 CDCCL Training and Certification
7 Fuel Tank Safety Training and Certification
8 EWIS Training and Certification
9 Refresher training- Type Specific
10 Regulations Training
11 Human Factor Training for Engineers
12 Human resource support services

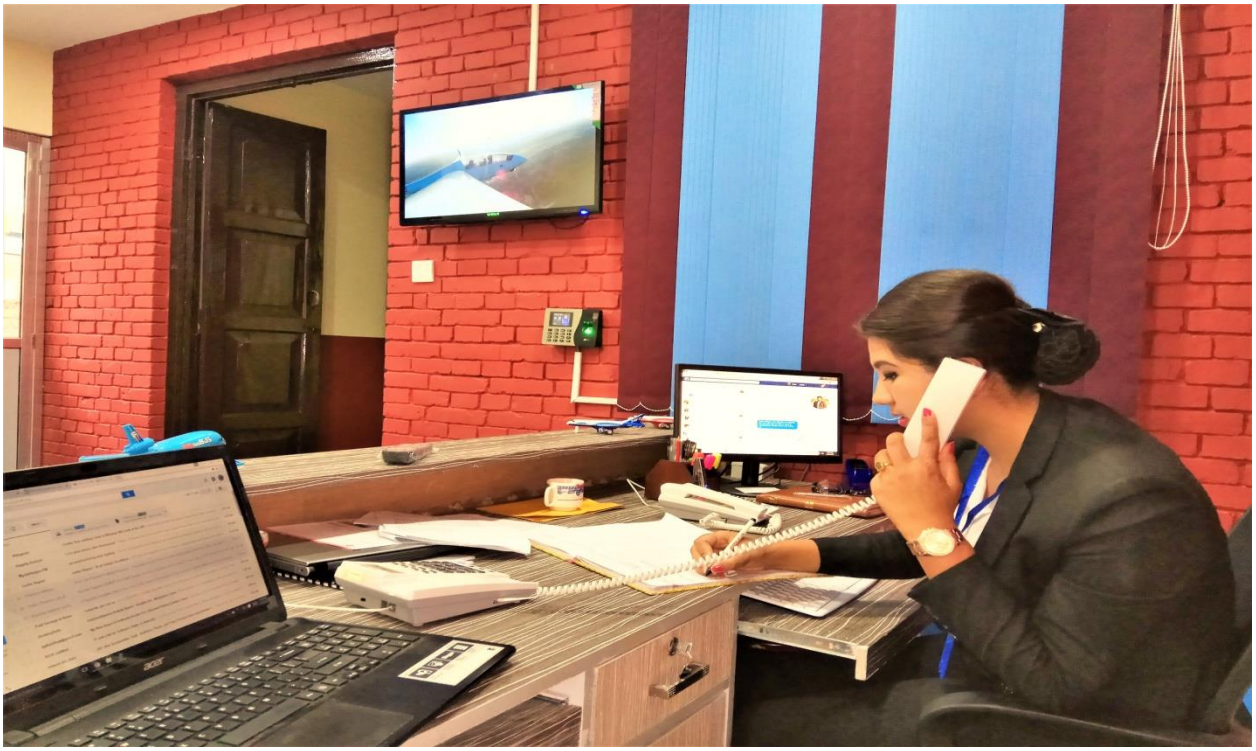
4.1 **PHOTO FEATURE**

Our Team conducting Swimming Lesson for Air Cabin Crew Training

Reception/front desk

Classroom

Conference hall/library



Front desk officer at work

NAAT Team

Students- Diploma in Air Cabin Crew

Fire Fighting and Rescue Training

7. MANAGEMENT SUMMARY

Northern Light Academy of Aviation and Technology Pvt. Ltd. (NAAT) as an aviation training institution is owned and managed by highly professional entrepreneurs and aviation experts. NAAT offers various internationally recognized academic and professional aviation training.

Aviation industry in the present context; growing day by day and demand of the aviation employee also has been growing simultaneously. Nepal is also booming to meet the demands of aviation concern through the participation of governmental and private sector and there is a high gap between the service provider and the seeker. The ongoing projects of different regional and international airports in Nepal also create more gap for the service seeker. Hence, NAAT has proposed different aviation training to full fill the gap in aviation industry of Nepal.