

VTS Simulator Market Consultation Report

Based on the written input and the dialogues, several important topics and clarifications have emerged. The key points are described in this management summary.

The responses under the heading 'enterprise' reveal that the market possesses considerable experience in developing simulators for training and educational purposes. Among the participants were suppliers of operational radar systems, software developers, and parties focused on training VTS operators. Experience with (semi-)governmental bodies is abundant in the market.

The parties expect to be able to execute the assignment independently, depending on the final scope.

It is striking that the software developers are new to VTS simulation and therefore require more elaboration of the requirements specification than the other parties. They also anticipate higher costs and longer lead times to deliver a product compared to the parties supplying an operational radar system and the parties already focusing on training VTS operators.

Multiple parties indicate a preference for also supplying hardware, in order to meet service level requirements. Price estimates vary depending on the level of development required and whether or not a base product is available.

Leasing is not a problem for the majority of parties. Estimates for lead times for the full development of a simulator range from months to several years, where most parties indicate that a phased delivery is the most logical approach to quickly arrive at a working version of the simulator.