

# Your Problems:

# FLYWARD Solutions:

## Trading - Pricing

- ✗ Time-consuming to process RFQs and technical specs for a fly forward analysis.
- ✗ Adding assets and mapping values in Excel is inefficient.
- ✗ Difficult to analyze all components in detail.
- ✗ Limited capacity for evaluations due to lack of a scalable solution.
- ✗ Some aircraft/engines do not fit the model, making adaptation impossible.
- ✗ Calculation results are unreliable.
- ✗ Difficulty in sharing and comparing past analysis results.

- ✓ Drag and drop, centralised knowledge base to simplify asset entry and data mapping.
- ✓ Component view to enhance detailed analysis.
- ✓ System-based approach vs. Excel for scalability.
- ✓ Flexible modeling to accommodate all aircraft/engine types.
- ✓ Transparent and traceable calculations instead of black-box systems.
- ✓ Report sharing and comparative analysis tools for better decision-making.

## Portfolio Management - Fleet Events and Maintenance

- ✗ No fleet summary or filtering options for asset tracking.
- ✗ No structured system for managing maintenance plans, updates, and variations.
- ✗ Inability to run bulk fly forwards for subsets of assets.
- ✗ No ability to modify assumptions (utilization, redelivery dates, intervals).
- ✗ No tool to assess cost exposure based on actual utilization.
- ✗ No integrated tool for fly forward analysis on the full portfolio with reporting.
- ✗ No customizable fly forward report generation.

- ✓ Database-driven views instead of Excel for fleet summaries and filters.
- ✓ Dedicated maintenance planning system to track variations and updates.
- ✓ Automated bulk fly forward calculations via an alignment algorithm.
- ✓ Integrated cost exposure evaluation tools for real-time asset tracking.
- ✓ Portfolio-wide fly forward reporting capabilities for holistic analysis.
- ✓ Customizable reporting tools for tailored insights.

## Finance and Budgets

- ✗ Lack of tools to estimate maintenance event costs during lease terms.
- ✗ No system to calculate maintenance costs across the entire fleet.
- ✗ Difficulty distinguishing between Maintenance Reserves (MRs) and event costs for budgeting.

- ✓ Maintenance tracking and forecasting tools for cost projections.
- ✓ Fleet-wide cost analysis systems for budget planning.
- ✓ Cash flow forecasting tools to separate MRs from event expenses.

## Technical

- ✗ Need for future event forecasting for new engine investments with adjustable assumptions.
- ✗ Modular-level forecasting for engine events is complex.
- ✗ No capability to force a future event and predict impact on lease terms.
- ✗ No structured tool for managing redelivery planning at 12, 6, and 3 months.

- ✓ Knowledge base for assumptions and interval modeling in new engines.
- ✓ Advanced forecasting tools for modular-level analysis.
- ✓ Scenario planning tools to assess future event impact.
- ✓ Redelivery planning system with milestone tracking.

## IT

- ✗ Struggles with system integration and lack of process automation.

- ✓ Automated workflows and integrations to streamline processes.
- ✓ Fly Forward system enhancements to improve scalability and efficiency.