



Company Overview

Today's challenges require unique professional solutions different from those provided by traditional consultants. Reliance Aerospace Solutions (Relaer) is built on solid, "hands on" aerospace management expertise acquired working with aircraft manufacturers, major suppliers, lessors and airlines from all over the world, with the proven ability to develop and implement simple, realistic and cost effective solutions.

Services

The following categories outline a non-exhaustive list of services performed:

- 1. Technical Solutions**
- 2. Technical/Financial Solutions**
- 3. Contractual and Financial Solutions**
- 4. Organisational Audits & Solutions**
- 5. Organisational/Operational Solutions**
- 6. Project Management**
- 7. BFE Management**
- 8. Sourcing – Negotiation Support**
- 9. Marketing & Strategic Solutions**

We invite you to visit our website www.relaer.aero for customer references and a view on our geographical areas of operation.



1. Technical Solutions

- **New Aircraft Definition** - establishing the configuration of new aircraft for owners or operators both corporate and commercial aircraft; associated project budgeting.
- **New Aircraft Delivery Service** – production assembly inspection; management of any production line changes including the incorporation of buyer furnished equipment; technical and commercial acceptance of the aircraft delivery on behalf of the owner or operator. 582 aircraft deliveries have been performed on behalf of 34 airlines and in 2015 Rel aer delivered 12% of the total Airbus European aircraft production.
- **Pre-Owned aircraft** – aircraft assessment (physical and documentation audit); lease or ownership transition project planning and budgeting; sourcing of products and services to support the transition project, a total of 399 audits have been completed.
- **Aircraft Maintenance** – managing or oversight of aircraft maintenance major checks; supervising modification or repair work on behalf of owner as well as obtain necessary certification paperwork.
- **Engine Maintenance** – table inspections and scrap reviews; thrust upgrades oversight.

2. Technical/Financial Solutions

- **Asset Management** – manage aircraft on lease; define maintenance reserves values; follow-up maintenance reserves; establish escalations.
- **Fleet Planning** – assess aircraft technical suitability along with financial criteria.
- **Spares Audit** – audit spares holding and provide advice on disposal.
- **RFP** – Prepare request for proposals for variety of technical activities; review responses; select according to pre-set criteria.

3. Contractual and Financial Solutions

- **Purchase Agreement** – negotiating all aspects of purchase agreement, commercial aircraft, engines Power by the Hour agreements; for corporate aircraft negotiation with Original Equipment Manufacturer (OEM), conversion centre and Fixed Base Operators (FBO).
- **Lease Agreement** – negotiation including delivery, re-delivery conditions and maintenance reserves.
- **Novation Agreement** – negotiation, review aircraft valuation, contracts review, maintenance reserves calculations, future risk analysis and marketability.
- **AVG Agreement** – *thorough understanding and analysis of Asset Value Guarantees and preparation for returns.*



- **Key Airline Financial Indicators** – Establish financial performance indicators for an airline including review of individual route profitability.

4. Organisational Audits & Solutions

- **Organisation Audit** – reviewing and analysing the efficiency organisation; single business unit or full “top – down” organisation audits; advise on the restructure of an organisation.
- **Technical Organisational Review** – “make or buy” study for airline technical organisations including manpower requirements and efficiencies.
- **Cost Efficiency** – propose practical solutions for future cost efficient strategies.

5. Organisational/Operational Solutions

- **Airline Turnaround** – as accountable manager and CEO of airline implemented companywide change programme and effected a profitable turnaround; in charge of cost saving programmes; established synergies across several airlines.
- **Airline Personnel** – provide post holder personnel to airline; short term or long term basis; training pilots for short term assignments.
- **Airline Business Review** – review an airline organisation, analyse route network and financials to propose solutions to enhance the profitability.
- **Airline Business Plan** – establish business plan for start-up airline including feasibility study with aircraft type selection and route selection.
- **Airline Set Up** – set up an airline including provision of qualified post holders and accountable manager and establishing all required procedures.

6. Project Management

- **Aircraft Return to Service** – destorage of aircraft; bridging checks; cabin reconfiguration; engine upgrades.
- **Cabin Refurbishment** – Study new aircraft reconfiguration and cost benefits.
- **Aircraft Purchase** – source, negotiate and purchase aircraft; upgrade according to customer requirements; painting.
- **Pilot Recruiting** – definition of terms and conditions; definition of selection criteria; assist in selection process.

7. BFE Management

- **Contract negotiation with OEM** – includes customization of media content and integration into IFE platform.
- **Definition of IFE, Galleys and Seats** – participation in Initial Technical Coordination Meeting (ITCM); Product development follow-up through Product Design Review (PDR), First Article Inspection (FAI), and Final Acceptance Test (FAT).
- **Final Assembly Line installation** – products integration, validation and testing.



- **Cabin Refurbishment** – IFE and seat supplier selection, design, manufacturing, integration, testing, and certification follow-up.

8. Sourcing – Negotiation Support

- **Aircraft Purchase** – sourcing new or used aircraft; associated products and services.
- **Aircraft Lease** – sourcing aircraft for short or long term dry leases.
- **Sales and Leaseback** – source appropriate aircraft for investors for purchase and leaseback.
- **Engine** – sourcing new or used engines; associated products and services.
- **ACMI** – source suitable aircraft for wet lease.

9. Marketing & Strategic Solutions

- **Aircraft Remarketing** – remarket aircraft on behalf of owner; perform risk assessment of end user.
- **Marketing** – advise on marketing in aerospace activities; future MRO.
- **Strategy** – define strategy for OEM in addressing airline needs.

In the past 15 years, we have served 174 customers including small and major airlines, potential new starter airlines, lessors, banks, investors, service providers, MROs and international organisation world-wide located in 50 countries and successfully performed projects in 63 countries across the globe.

We would welcome addressing your problem and finding the right solution and look forward to serving you in the near future.