

Aerospace, Defence & Security Industry Management Services.

Company Presentation
2018

Rethink.
Reimagine.
Reset.

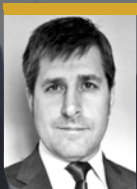
ABOUT

We deliver strategy

Grow customer & shareholder value.
Manage complex programmes.
Optimise performance.

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WHO WE ARE

200+ industry experts

Established 28 years.
Executive and functional leaders.
Transferring skills and know-how.
Low cost business model.





LOCATIONS

Working
'hands-on'
alongside you.

Europe.
North America.
Middle East & Asia.



MARKETS

Industry, government, private equity

A&D OEM's & Sub-tiers.
Agencies; Investors.
AMRO & CMRO.

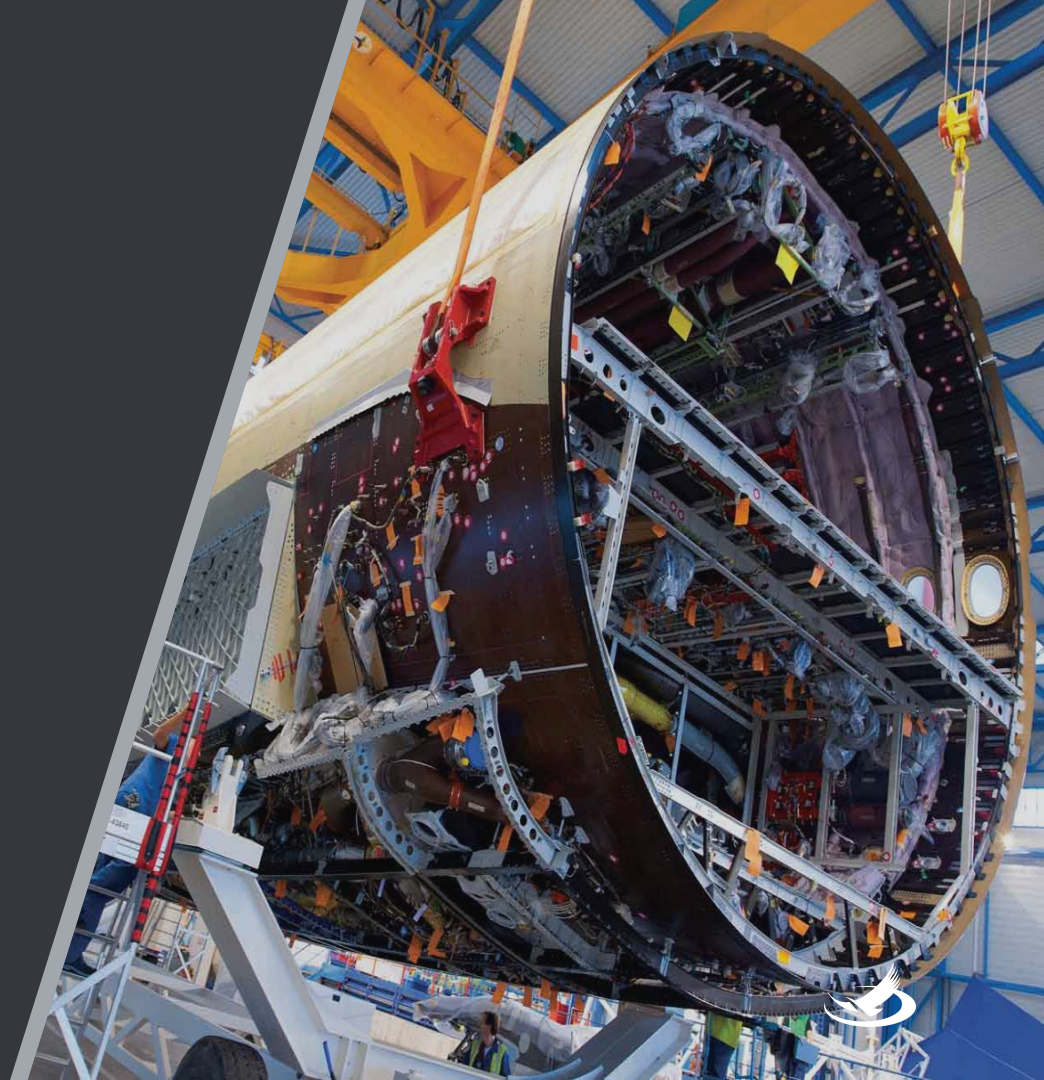


EXPERTISE

Extensive experience

- All A&D ATA chapters
- Materials & technologies
- Programme mgt. & turnarounds
- Build companies & suppliers
- Win new business
- Reduce cost & spend

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CLIENTS: **EXTRACT**



PROGRAMME EXPERIENCE: **EXTRACT**

Airbus

- A380
- A350 XWB
- A340
- A330
- A320
- A400M

Boeing

- 787
- 717
- C-17
- MD-11
- DC-8

BAE Systems

- BAE 146 (RJ)
- Eurofighter
- Harrier / AV8B
- Hawk Mk 66

Bombardier

- Challenger
- Regional Jet
- Global Express
- Dash-8 Q200
- Dash-8 Q300

Dassault

- Falcon 7X
- SMS

Fokker

- F100 / 70 / 50
- A380 / A350
- NH90
- PAC3

Gulfstream

- GV
- G650

Lockheed

- L-1011
- C130-J
- PAC3
- JSF / F35

Rolls-Royce

- BR710
- BR715

Saab

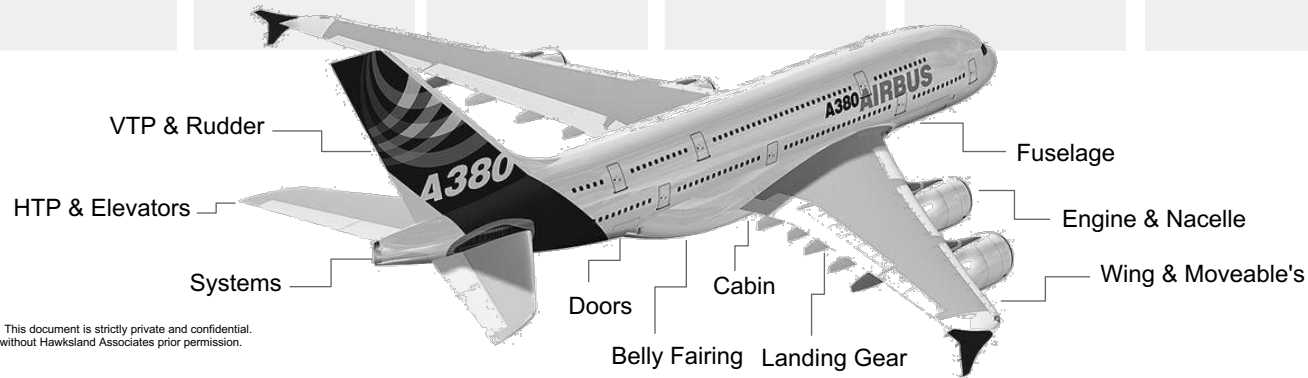
- 2000
- 340

Leonardo

- EH101
- Lynx
- Sea King

NH Industries

- NH90



CAPABILITIES: MANAGEMENT & TECHNOLOGY

- Business Development
- Commercial / Contract
- Programme / Project
- Procurement / Supply Chain
- Operations / Industrial
- Logistics / Lean
- Technology / Engineering
- Training / Coaching



Case Studies Projects



PROJECTS 1

**On-time
Delivery
& Spec.**

AIRBUS A350

Programme Management

A350 XWB wing development, certification

**25% OEM
CAPEX
Saving**

Industrialisation Trade Study

New material a/c wing technology review

**Military
FAL &
UAV's**

'Offsets' Technology Assessment

Analysis & valuation of transfer programs

**20%
Man-hour
Savings**

Lean Optimisation: AMRO & CMRO

Operations improvement; policy deployment





**Create
Aerospace
Industry**

Vision & Strategic Roadmap Creation
Establishment of aerospace industry - UAE



**MRO
Capability
Transfer**

Project Management
Air Force airbase MRO capability transfer



**A/C
Cockpit
Upgrade**

Certification Solution Creation
Heavy-lift transport glass cockpit upgrade



**On-time,
to Budget
& Certif.**

Project Management
Interiors design, development, certification



value

PROJECTS 3

**9 Months
Design to
Complete**

A/C Factory Development (Mexico)
Design, Project Mgt., capability transfer

**\$1Bn
Contract
Win**

Strategic Business Development
Create strategic proposal and win contract

**23%
Reduced
Spend**

Spend Reduction Program
Commodity diagnostic; reduction strategies

**15%
Reduced
Costs**

Lowering Aeroengine Costs
Optimise design & low cost supply chain





**Establish
Aircraft
Company**

VLJ Aircraft Co. Start-up
Strategy, launch, programme development



**2 Weeks
Response
Lead-time**

Operational Due Diligence
Helicopter co. acquisition target

PROJECTS 4



**Develop
Low Cost
Suppliers**

Supply Chain Management
Strategy, development, turnaround



**Winning
Proposal
Creation**

Proposal Management
Models, business case, writing, marketing



PROJECTS 5

Multi-\$Bn Platform Proposal

'Offsets' Programme Creation
Concept creation, programme mgt.

Project > Spend Recovery

Claim & Cost Reduction Management
Claims & cost reduction negotiation mgt.

Asset Valuation Study

Aeroengine Co. Asset Assessment
Multi-site survey, analysis, valuation

Develop Leaders & Companies

Performance Improvement
Inspire & develop teams; organisations



HELPING

- Grow turnover, profitability & shareholder value.
- Win new orders, make & integrate acquisitions.
- Develop products, factories & supply chains.
- Improve performance, reduce costs & spend.
- Create transformational lasting change.



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Thank you

