

GE Commercial Finance  
Aviation Services



Unlocking the value of your inventory



imagination at work

GECAS, a leading provider of fleet, financing and productivity solutions to the global aviation industry, introduces a new Aircraft Component Management service to help airlines finance and manage their rotatable and repairable spare parts. The service reduces capital investment, lowers costs and improves on-time performance.

# The right part, the right place, the right time, more often

Our Aircraft Component Management service is a comprehensive program of financing, inventory optimization, and parts management that will help you reduce capital investment and improve on-time performance. We optimize your spare parts inventory using LogisTechs™ technology. This ensures that the right parts are in the right place at the right time for all your heavy- and line-maintenance requirements.

Ask our airline customers such as Mesa Air Group, Pinnacle Airlines, WestJet, Horizon Air, and America West how our proprietary technology helped optimize their inventory.

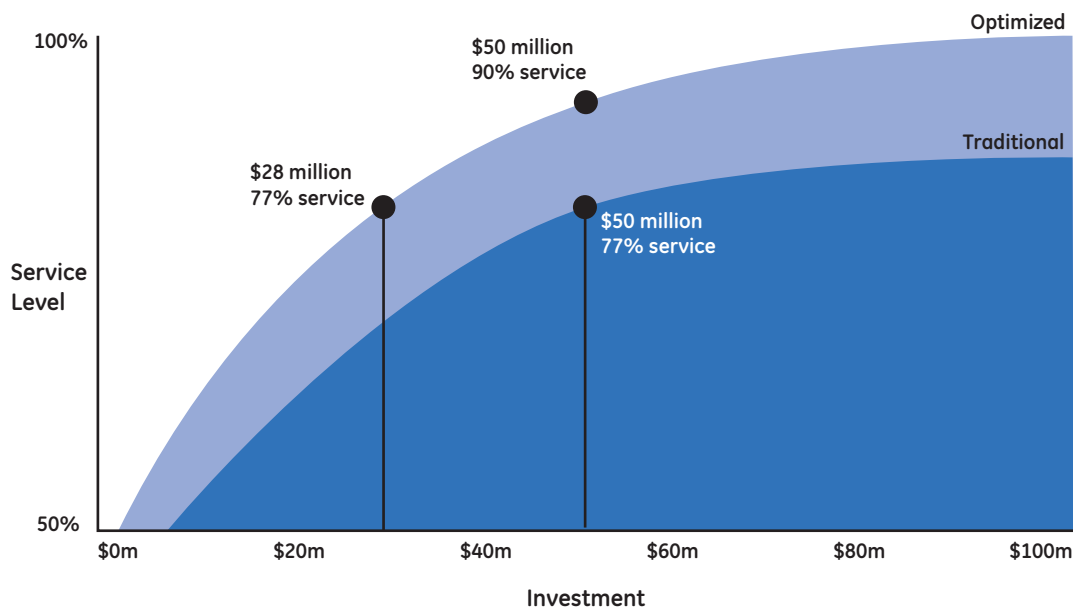
The Aircraft Component Management service is available for Airbus A320, Boeing 737NG, Bombardier CRJ, and Embraer ERJ aircraft types. The spare parts inventory is maintained at your airline's existing line stations where needed to provide the level of inventory coverage you want, for a fixed price per flight hour. What's more, GECAS offers a performance guarantee as part of the management, planning and logistics service. A third-party handles the parts repair process or you can oversee the repair process in-house.

GECAS offers a solution based on the advanced and proven technology for planning and managing inventory for the unique and strict requirements of a commercial airline.

Current inventory planning techniques plan for parts one at a time. They don't provide any help in selecting the most critical components within the available budget, nor do they consider the best mix of inventory across your network of stations.

Optimizing and planning inventory are different. Optimizing inventory means analyzing an entire system of parts to achieve the lowest total cost solution. Our LogisTechs™ technology allows us to guarantee a service level at each line station where you need your parts.

## Inventory optimization



# Save money and improve your operations

### Save precious cash

GECAS helps you conserve cash. We can purchase your existing inventory at fair market value, free-up surplus parts, and provide an immediate cash infusion to your business, taking millions in underperforming assets off your balance sheet.

We can purchase and manage all your future inventory requirements. As your fleet grows and your operation changes, you won't need to outlay any additional cash for your parts inventory – we have it covered.

Most airlines buy too much of the wrong inventory. By optimizing your inventory, we can reduce needless spending on inventory while improving on-time performance. We offer an option that conserves cash, reduces cost, and improves service at the same time.

### Focus on your business

We're in the business of financing and managing inventory. You want to focus on running the airline. Our service allows you to get out of the complicated and time-consuming business of managing your parts inventory. We are focused on providing a comprehensive program that will reduce existing costs and improve on-time performance for your airline.

### Gain predictable fixed costs

Many airlines that own and manage their own inventory struggle with trying to understand the true costs of this function. GECAS offers fixed rate per flight hour programs with guaranteed service levels that give you the ultimate in cost control and visibility without the administrative burden. Now, spare-part support becomes a line item in your operating costs – one that you can clearly see, understand, and count on in the future. You know exactly what you are getting, and exactly what you are paying for.

### Performance GUARANTEED

We guarantee performance where it counts: at the point of use. We take responsibility for fulfilling demand at your heavy and line maintenance stations. Backed by our decades of experience in the aviation industry, our performance guarantees are based on meaningful measures that we regularly track and report. If your operation requires a 90 percent service level guarantee, GECAS will ensure the right part is at the right place 90 percent of the time or we pay a penalty according to the terms of the contract. We have every incentive to meet or exceed the performance guarantees that we develop jointly with your airline.

*Here's how the benefits of our Aircraft Component Management service stack up on an airline with a fleet of 50 45-seat regional jets.*

Cash from Sale of Inventory	\$35M
Avoidance of Future Inventory Purchases	\$5M
Cost Reduction	3-5%
Service Level (Fill Rate) Improvement	From 85 to 92%

# Getting Started

GECAS can purchase your existing parts inventory following a comprehensive analysis of your assets, providing you with cash inflow and an opportunity to clear assets off the books. Then, we continue to purchase and manage all future parts requirements for your growing and changing operation. For new fleets, we cover your parts requirements from delivery of the first aircraft. The fixed cost-per-flight-hour will reflect warranties and economies of scale over time, so your costs start low and stay low while you maintain your desired service level.

# Trust GE

The decision to contract a third party to manage your parts inventory is a major one that requires highly accurate cost and performance information. GECAS can assist in the evaluation of this strategic decision by performing a complete analysis of your current and projected inventory and material support cost. This study allows us to provide a complete and accurate estimate of our program cost and more importantly, a uniform, realistic comparison with your existing operation.

You can trust GE to work with you every step of the way to finance, optimize and manage your spare parts assets – unlocking the value of your rotables inventory and improving your bottom line.

*We own and manage your inventory so you can focus on your core business*



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