

SEVENTY-EIGHTH EDITION 2017



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A partner to the growing aircraft leasing industry

Zeevo Group was formed by a team of leasing industry and finance executives (Karen Curtis, John McCartney and Joey Johnsen) who saw a gap in the market for outsourced IT solutions and enterprise software development that specifically support complex, global aircraft leasing operations. "Our executives have been on the inside of the aircraft leasing industry for more than two decades," says Joey Johnsen. "Knowing in-depth the challenges leasing companies face in their operations, we are uniquely positioned to lend our superior management consulting and information technology expertise to help leasing companies effectively leverage leading technology to drive tangible business results."

The founders of Zeevo were part of the integration management team when AerCap purchased International Lease Finance Corporation ("ILFC") in 2013: Ms. Johnsen spent three years leading Finance Strategic Initiatives at ILFC.

She explains that since they founded Zeevo in 2016, they've expanded their team, client base and service offerings. "We now have team members in the Western U.S., in the Mid-Atlantic region of the U.S., as well as in Western Europe. Most recently we've further deepened our expertise by adding Sandra Telfare to head our treasury management service offering as well as Ethan Ross to deliver maintenance forecasting-related projects to our aviation and other leasing clients."

The company works with all aircraft, engine, and helicopter leasing companies as well as major maintenance, repair and overhaul (MRO) facilities, and OEMs including engine and airframe manufacturers. "We aim to be a single point of contact for clients when they seek outside perspectives and resources," Ms. Johnsen points out. "No single competitor offers the same unified approach with the overall experience that Zeevo offers. Our team also has experience with pre-IPO planning and each of the Zeevo principals and many our team members have first-hand experience planning for and managing post-merger integration projects."

The global market for commercial aircraft leasing is estimated to grow to a volume exceeding 314 billion USD by 2020,

according to industry analysts. This growth attracts new players, while consolidation is also an on-going process in this industry, making for a competitive environment. "Our clients recognise that the key to their success in building a competitive advantage is appropriate use of technology; this helps lessors outpace peers," says Ms. Johnsen. "With the right strategy, our clients can transform data from various disparate sources into usable formats that provide accurate, timely knowledge of business critical information, including lessee relations, markets, OEMs/MROs/suppliers, emerging trends, and internal operations. We know how to bring this together for them."

Ms. Johnsen concludes: "We look forward to continuing to gain market share while stimulating growth through innovation and enhanced offerings to better serve our clients. Our leadership team is committed to the long-term success and is excited about what the future holds for all of us."



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Zeevo Group LLC
701 Fifth Avenue; Floor 42,
Seattle, WA 98104
USA
Website: www.zeevogroup.com