

CLIENT CASE STUDY >>>



Strengthening Enterprise Risk Management by Providing Assurance over Extended Business Relationships

CHALLENGE



Aviation finance companies engage in business partnerships that generate utilization-related revenue. Such income is often based on self-reported performance milestones or other factors defined by the contractual agreements.

Zeevo professionals have assisted lessors to assess and implement processes that **streamline reporting** and **reduce the risk associated with the inaccuracy of self-declared utilization statements**.

>>> APPROACH

- ▶ Zeevo's third-party risk management/contract risk and compliance service offering provides assurance over extended business relationships
- ▶ In assessing the accuracy of utilization payments, Zeevo's approach considers these key aspects:
 - Lessee underreporting
 - Incorrect foreign exchange rates
 - Inclusion of non-deductible amounts
 - Manual processes and unsophisticated systems
 - Communication breakdowns between finance and technical teams

>>> OUTCOME

- ▶ Zeevo's leasing clients have benefited from our team's deep risk management expertise to:
 - Identify, mitigate, and manage risk
 - Streamline processes, internal controls, and operations and optimize revenue streams
 - Strengthen business relationships
 - Clarify ambiguous or inconsistent contract clauses
 - Design standardized reporting formats/metrics and tools to reduce manual input
 - Provide all-encompassing communications support to mitigate the potential for negative public perception

ZEEVO'S VALUE ADD

- ▶ In-depth knowledge of aircraft lessors' contract risk and compliance challenges and risk-mitigation techniques
- ▶ Dedicated risk management professionals well versed in many industry sectors and across a variety of extended business relationships
- ▶ Conducted third-party risk management assessments and implemented processes that enabled clients to benefit from:
 - Improved metrics
 - Increased oversight and monitoring
 - Enhanced independent validation
 - Optimized processes and controls
 - Increased transparency and accuracy
 - Enhanced relationship management
 - Recovered revenue and costs

WHY ZEEVO?

Our experience and expertise <

Our style and passion <

Our team of professionals <

Our commitment to a strategic relationship <

LET'S TALK

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