



Optimizing Aircraft Leasing Company's Technical Processes and Systems

CLIENT SUCCESS



ZEEVITALIZING AIRCRAFT LEASING

AIRCRAFT LESSOR



OUR CLIENT

AVIATION FINANCE / AIRCRAFT LEASING



INDUSTRY

TECHNICAL IMPROVEMENT OPPORTUNITIES REPORT GENERATION



ZEEEVO'S ROLE

OPTIMIZING AIRCRAFT LEASING COMPANY'S TECHNICAL PROCESSES AND SYSTEMS



SOLUTION

WHAT OUR CLIENT NEEDED.

A globally recognized lessor faced a critical challenge: the need to optimize its existing technical processes and systems to support its rapid growth. To remain competitive in the ever-evolving aviation industry, the lessor sought to enhance the organizational capabilities of

their technical department by standardizing and simplifying its operations. This necessitated a strategic engagement with Zeevo professionals to develop a tailored and structured approach to addressing the organization's complex operational hurdles.



HOW WE WORKED TOGETHER.

- ▶ **Current Statement Assessment:** Zeevo professionals began by assessing the existing technical department's business processes and system usage. This involved interviews, reviewing existing processes, supporting systems and documentation, and benchmarking key performance indicators. This helped identify pain points and areas for improvement.
- ▶ **Evaluation of Roles and Structure:** The team evaluated the roles, responsibilities, and structure of the technical organization. This evaluation ensured alignment with industry standards and benchmarked against peers in the aviation industry.
- ▶ **Stakeholder Engagement:** Zeevo conducted workshops and one-on-one sessions with department stakeholders. This facilitated a deeper understanding of the global challenges and perspectives within the technical department.
- ▶ **Process Goals and Metrics:** The assessment included a review of process goals and objectives with key stakeholders, taking into consideration the lessor's evolving technology roadmap.
- ▶ **Detailed Improvement Opportunities Report:** Zeevo prepared a comprehensive report outlining operational and technology-focused improvement opportunities for the technical department. This report emphasized both short-term "quick fixes" and long-term strategic initiatives.



WHAT WE ACHIEVED.

- ▶ **Actionable Plan:** The lessor received an actionable plan to optimize performance, scale technical processes, and enhance its systems/tools while mitigating risks.
- ▶ **Process Efficiency:** The assessment identified areas to reduce manual workload and increase automation benefiting process efficiency.
- ▶ **Information Quality:** Enhancements were recommended to improve the quality and timeliness of information, making it more reliable, useful, and available.
- ▶ **Consistent Management Data:** Common systems and processes were established enabling the delivery of consistent management data.
- ▶ **Department Benchmarking:** The headcount and department size were benchmarked by sub-department within the Technical organization in support of future growth initiatives.
- ▶ **Detailed Roadmap:** A detailed improvement roadmap covered organizational changes, policy and process enhancements, roles and responsibilities, and systems and information improvements.
- ▶ **Document and Records Governance Structure:** Zeevo established the ownership for global end-to-end technical processes to maintain cost savings and the sustainability of improvements.
- ▶ **Clear Priorities:** The engagement clarified priorities for the department, gaining support from senior management for new processes and technology enhancements.



HOW ZEEVO WORKED BEHIND THE SCENES.

▶ **Global Communication and Facilitation**

Capabilities: Cross-functional collaboration and facilitation across multinational organizations, ensuring that optimization efforts and initiatives are effectively communicated across diverse teams and regions.

▶ **Market Intelligence:** Aviation industry market intelligence, keeping lessors informed about industry trends and best practices.

▶ **Aircraft Leasing Knowledge:** In-depth knowledge of aircraft leasing business processes, ensuring that solutions are tailored to the specific needs of each lessor.

▶ **Technology Landscape:** Comprehensive understanding of the technology-landscape to recommend the most suitable technologies and software optimizing lessors' unique business requirements.





ZEEVITALIZING

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HOW IT WORKS.

With expertise in finance, technology, and operations, Zeevo addresses the wide and complex array of challenges facing our clients across industries. Our highly experienced professionals have held senior leadership positions in the industries we serve.

Our solutions breathe new life into our clients' organizations, igniting the spirit of innovation and adaptability. Thus, ZEEVITALIZING their business operations!

LET'S TALK.



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