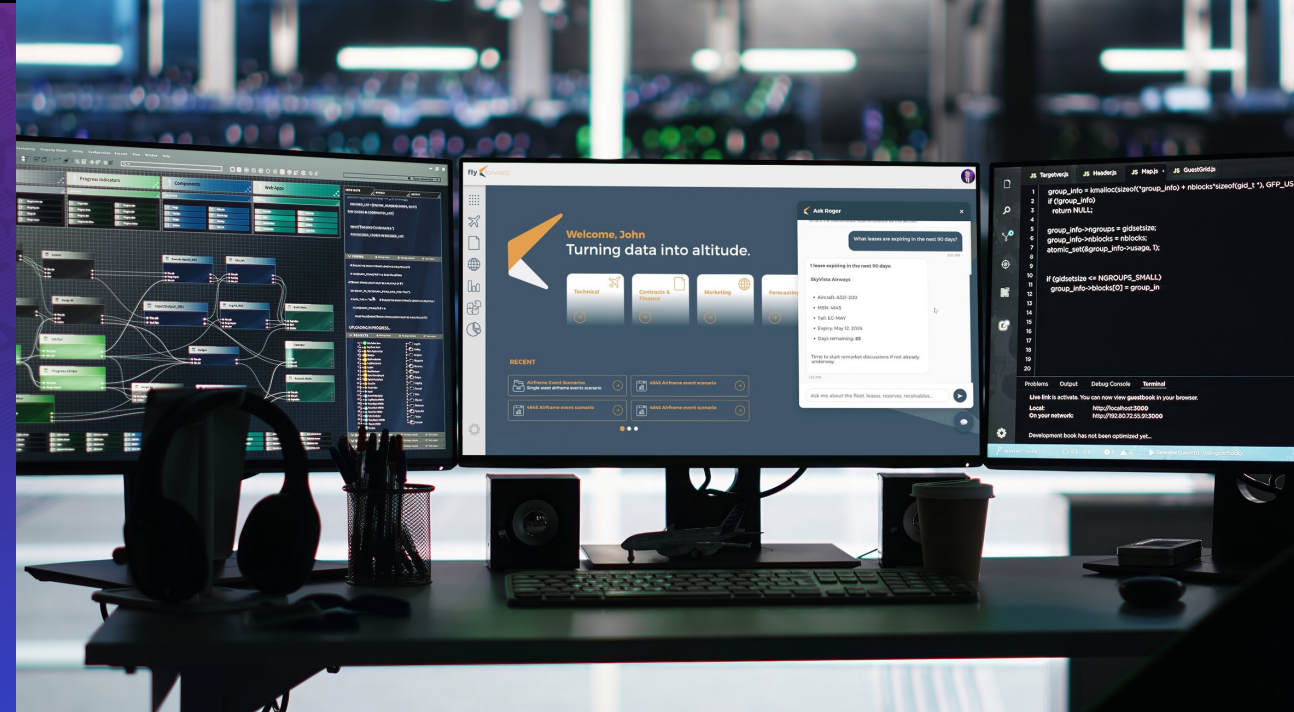




01 CASE STUDY



Ask Roger

AI-powered assistant enables aircraft lessors to move from data retrieval to decision-making

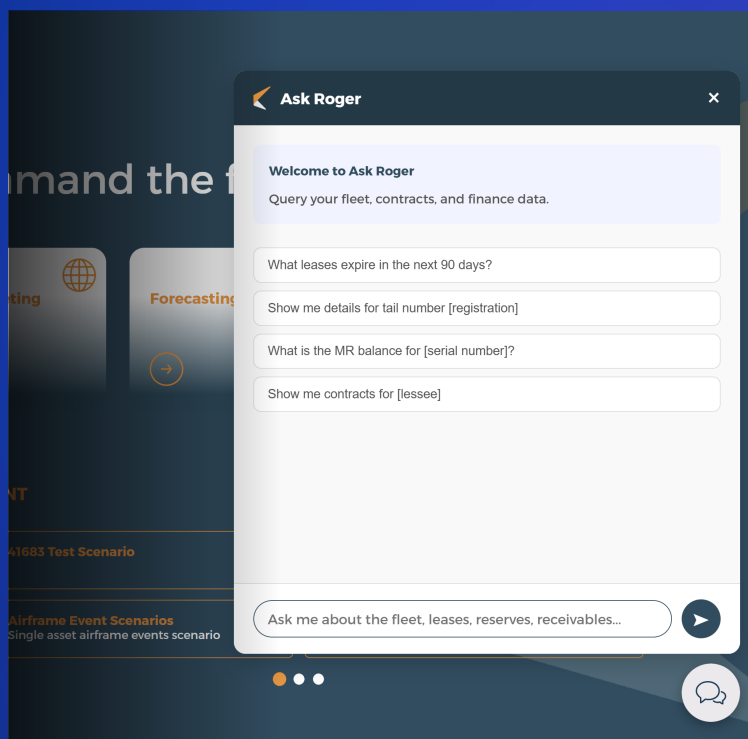
Transforming How Aviation Finance Teams Access Portfolio Intelligence





Market Intelligence At Fingertips

For aircraft lessors, critical business decisions depend on timely access to accurate portfolio information.



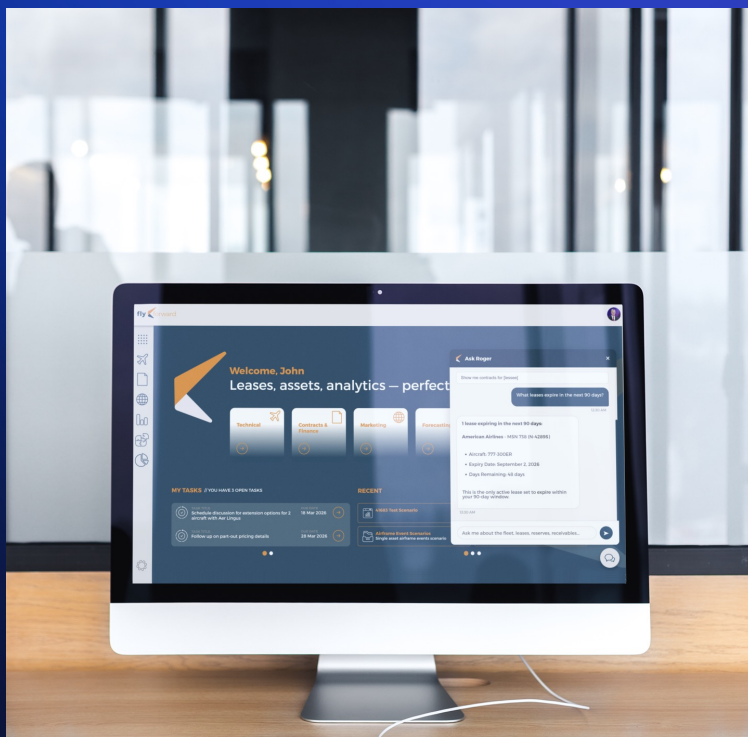
Preparing for a lease extension may involve reconciling an original lease with multiple amendments and side letters to verify maintenance reserve balances. Portfolio exposure requests ahead of an investment committee or board meeting frequently require analysts to produce custom reports. Even routine questions can create delays as teams search across documents, validate information, and confirm contractual language.

As portfolios grow, the cost of this process compounds. Teams spend valuable time locating information instead of acting on it, slowing decision-making across asset management, commercial, technical, and finance functions.



Trusted AI-Powered Assistant

Built natively into Fly Forward, Ask Roger eliminates the gap between asking a question and receiving a reliable answer.



Unlike standalone AI tools that sit outside enterprise systems, Ask Roger is integrated directly into Fly Forward's data layer.

Ask Roger appears as a lightweight widget on the platform's landing page. Instead of navigating screens, a user picks from a curated set of prompts built by aviation finance specialists. When a prompt needs an input, such as an aircraft serial number or a lessee name, a single labeled field appears. Ask Roger returns the answer right away, in a compact, structured format, drawn from that client's own live data.

Think of it as the experienced analyst sitting beside you, available the moment a question comes up instead of at the end of a request queue.



Answers You Can Stand Behind

Ask Roger removes the need to navigate multiple screens or request analyst support for common portfolio questions.

What is my current MR balance on tail N123AB?



Which leases are expiring in the next 90 days?



What shop visits are forecasted for my narrowbody fleet this year?



Show me all open claims above \$500K



What is my total cash flow exposure across active leases?



- Ask Roger doesn't simply provide an answer—it also references the governing lease article, allowing users to verify the source and confidently support business decisions.
- Intentionally designed and validated by aviation finance experts, Ask Roger responds to prompts that are backed by structured queries and data models built to deliver consistent, traceable results.
- As new customer requirements emerge, additional prompts are incorporated into the growing knowledge library.



Security Comes First

Ask Roger operates entirely within the client's dedicated environment, ensuring sensitive data remains under their control.



Security is foundational to Ask Roger. Every answer Roger returns is drawn from the client's own dedicated Fly Forward environment and stays there.

Lease Logic is currently undergoing a SOC 2 audit, a level of independent security assurance that remains uncommon among lease and asset management platforms.

For the banks, private equity firms, and financial institutions that make up much of this industry, that discipline decides whether a platform can be adopted at all.



Transforming How Aviation Finance Teams Access Portfolio Intelligence

- ⌚ Faster responses to commercial, financial, and asset management questions.
- ⌚ Reduced manual effort spent searching and validating information.
- ⌚ Greater confidence through transparent references to governing lease provisions.
- ⌚ Improved operational efficiency without additional headcount or process redesign.
- ⌚ Enterprise-grade security that supports institutional governance requirements.

What resonates with clients is watching the exact answer return instantly, knowing the data behind it came directly from the system of record and never left their environment. Speed captures their attention, but it's the combination of traceability and security that ultimately earns their trust in this industry.

Joey Johnsen, CEO, Lease Logic, Inc.



Your portfolio deserves
better than Excel.
Let us show you.

See fly  forward Live

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GET IN TOUCH WITH THE LEASE LOGIC TEAM



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