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CASE STUDY



Integration with Aerflow

Two-way, real-time connectivity with technical records and utilization tracking system Aerflow

Connecting Lease Management and Technical Records





Two-Way, Real-Time Connectivity

The integration closes the disconnect between commercial lease data and the technical documentation that validates it.



Aerflow streamlines data transfers across lessors' operations, replacing manual, fragmented processes with smart, standardized flows in three core areas: utilization, records, and configuration. Aerflow manages data movement and integrity end-to-end, giving lessors accurate, up-to-date information for better decisions, while cutting costs, reducing risk, and freeing up the lessor's team to focus on what matters the most—running a successful business. Key benefits:

- 📌 Operational Efficiency, Data Integrity, and Time Savings
- 📌 Cross-Functional Collaboration
- 📌 Enhanced Asset Insight and Lifecycle Management



Fragmented Operating Environment

Lease management and technical records live in separate systems — and the gap between them creates real operational cost.



Compliance reviews require manual document pulls. Redelivery negotiations stall while teams chase records across departments.

Maintenance reserve claims and reimbursements move slowly because the contractual basis and the physical evidence are rarely in the same place at the same time.

Commercial teams make decisions without full asset context.

Technical teams work without lease visibility.

The result is a fragmented operating environment where coordination overhead is a constant tax on execution speed.



Bidirectional Data Connectivity

The integration delivers bidirectional data connectivity between lease management and technical records within a unified workspace.



- Users of both platforms can access aircraft records, utilization data, and configuration documentation without toggling between systems or manually validating that information is current.
- Lease compliance checks, return condition reviews, and airworthiness monitoring are conducted against technical documentation held in the same environment, with audit trail integrity preserved.
- Consistent folder structures across both systems reduce onboarding time and minimize the training burden for new team members.



Shared Visibility

Shared visibility into the same asset — the contractual position and the physical evidence of compliance in one place.



- ▶ Remarketing, lease transitions, and due diligence move faster because validated information is immediately accessible without pulling in multiple departments.
- ▶ Executives reviewing lease amendments or maintenance reimbursements can confirm both the contractual basis and the supporting documentation before acting.
- ▶ For lessors managing active portfolios across multiple fund structures or operator relationships, the reduction in coordination friction compounds across every transaction.



Why It Matters

The lessor market has accumulated significant technical debt in the form of siloed systems that don't communicate.

Every transition, redelivery, or claim that crosses the boundary between commercial and technical data exposes that gap.

An API-first architecture that integrates directly with the market's existing technical infrastructure — rather than requiring replacement — is a more realistic path to operational coherence for most lessors.

This integration is a direct response to where the friction actually lives.



We are excited to connect Aerflow with Fly Forward, delivering powerful new data-transfer capabilities to the aircraft leasing community together. Seamless data connectivity isn't just an advantage—it's essential to eliminating friction and ensuring our customers stay informed, competitive, and trade-ready.

Karl Scanlon, Chief Executive Officer of Aerflow



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