



How aviation field services optimization improved utilization rates, lowered carbon emissions and enhanced competitiveness for a \$50bn company

This award winning engagement helped our client become an industry leader in corporate aviation

The results

The tools developed by Maine Pointe and our client as part of an Aviation Costs Reduction Project, delivered a multi-faceted solution which provided continuous management and monitoring of all aviation-related processes. This enabled our client to reduce reliance on third-party charters and optimize usage of their own fleet.

- Annualized savings of 20%, exceeding Maine Pointe's high-end target
- Improved use of own fleet by as much as 96%
- Reduced overall fuel use by 28% and improved fuel efficiency by 8%
- Carbon emissions reduction equivalent to 2,173 passenger vehicles taken off the road
- Improved load factors from 39% to 55% (despite year over year volume being down)
- Delivered a 7:1 ROI

Our client was so impressed with the results this aviation cost reduction project achieved that they awarded their field logistics team a

President's Award for Environment and Sustainability

This story is for executives who:

1. Are underutilizing their aviation fleet.
2. Are not certain their reporting dashboards are providing accurate and relevant information.
3. Want to reduce their aviation division's carbon footprint.

The challenge

This company is one of Canada's largest integrated energy companies and operates one of the country's largest aviation departments. Management was aware they were excessively using third-party charter services and utilization of their own fleet was suffering. After a thorough Maine Pointe analysis, it was evident that significant change was necessary to drive down costs across several areas of their aviation division, including fuel use, crewing, maintenance and scheduling.

The challenge was clear - take costs out while still servicing 250,000 passengers a year, meeting the needs of business units across five locations, and maintaining a safe operation. Following our successful engagement with the company's ground transportation division, the SVP of field logistics once more turned to Maine Pointe for the answers.

Optimizing scheduling and reducing reliance on charters

It quickly became apparent that, the company had a functioning corporate flight department, but needed to develop the capabilities of a small airline. Virtually every KPI indicator was incorrect or inaccurate, and unfavorable against industry benchmarks. There were no systems in place for yield optimization, crew scheduling, maintenance, fuel conservation or timetable planning. Maine Pointe deployed a multi-faceted solution which:

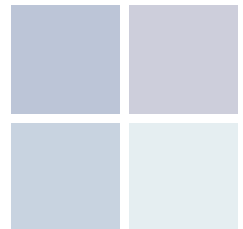


- Focused on reducing the number of charters and optimized owned assets
- Tirelessly worked with business units to develop an agreeable flight schedule which optimized load factor and asset utilization
- Created a state of the art operations control center (OCC) for continuous monitoring and management of all aviation-related processes
- Developed an operational dashboard with key metrics and a meaningful, accurate scorecard
- Developed a system for crewing the aircraft more efficiently with better coverage

To ensure we understood the needs of all aviation users across the company, Maine Pointe conducted a passenger survey which opened up two additional destinations, as well as an 'Aviation Users Group' for key stakeholders to meet monthly, ensuring on going optimization of the service.

Lessons learned for other executives

- Many high maturity businesses with multiple reporting systems are depending on incorrect data
- An efficiently run aviation division can become a competitive differentiator
- Optimization of aviation brings additional benefits in the form of carbon emissions reductions



Want to know the **true costs** of your aviation division?

Want to find out how Maine Pointe can help you to **optimize your aviation schedules** and reduce reliance on 3rd party charters?

Talk it through in a no obligation phone call or meeting with one of our advisors.

Email: info@mainepointe.com to arrange a call.

An award-winning engagement

Congratulations to our client's Field Logistics team on winning the President's Award for Environment and Sustainability for the Aviation Costs Reduction Project.



Nominations in this category demonstrate significant improvement in the company's sustainability performance by contributing to all three elements of their triple bottom line vision: economic prosperity, improved social well-being and a healthy environment for today and tomorrow. The tools developed by Maine Pointe were foundational to the results that produced this award and will continue to produce results in the future.

About Maine Pointe

Maine Pointe, a member of the [SGS Group](#), is a global supply chain and operations consulting firm trusted by many chief executives and private equity firms to drive compelling economic returns for their companies. We achieve this by delivering accelerated, sustainable improvements in EBITDA, cash and growth across their procurement, logistics, operations and data analytics. Our hands-on implementation experts work with executives and their teams to rapidly break through functional silos and transform the plan-buy-make-move-fulfill digital supply chain to deliver the greatest value to customers and stakeholders at the lowest cost and risk to business. We call this Total Value Optimization (TVO)™.

Maine Pointe's engagements are results-driven and deliver between 4:1-8:1 ROI. We are so confident in our work and our processes that we provide a unique 100% guarantee of engagement fees based on annualized savings. www.mainepointe.com