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VERYON TRACKING: DRIVING ROI

The business case for an integrated aviation management solution.

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Overview

Overall, aircraft maintenance is a high cost activity, in terms of capital equipment, overall spend, and asset downtime. In the aeronautics industry, maintenance activities range from 10% to 20% of an operator's direct operating costs, depending on the fleet size, age, and usage.

Because maintenance activities represent such a large portion of operating budgets, organizations across the aviation industry have been relying on the digitalization of records, reporting, orders, scheduling, and other functions to decrease these costs.

Digital aviation management software provides maintenance tracking, inventory management, and flight operation functionalities in one integrated management solution. The impact of this single platform approach is broad – enabling the streamlining of workflows across maintenance, engineering, fleet logistics, and inventory parts management.

With access to real-time service data and fleet insights, more employees can be active in the aircraft maintenance management process, saving time and money. Better communication and data accuracy can drive additional cost savings and performance improvement.

Key findings

This whitepaper highlights several examples of operational and business benefits that can be realized with Veryon Tracking, a best-in-class aircraft management system.

Veryon teamed with Hobson & Company, a research firm focused on return on investment (ROI) and total cost of ownership (TCO) studies, to explore the impact of using Veryon as a single-platform digital solution.

Hobson & Company's research, consisting of 10 in-depth interviews with existing customers, found that the Veryon Tracking solution addressed customer challenges and delivered measurable results with a high return on investment.

Their research found that based on the ROI analysis, a customer with a fleet size of three aircraft valued at $100M was able to save over $150,000 in the first year,

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1. Reduce costs

> *"This year alone I saved $280K on my maintenance costs because of the way I'm able to tighten my system up. Now I'm able to look at the numbers and forecast out the spend. The year before we saved $400K."*
>
> - Fixed & Rotor Fleet, Director of Maintenance

Challenge: Maintenance activities account for a large portion of a flight department's costs. Without proper scheduling, large expenses can occur through unexpected maintenance fees. In addition, since flight department activities are often outsourced, operators find few leverage opportunities unless they can plan and group activities together for a larger work order.

Solution: By grouping maintenance activities, managers can lower the cost of flight department activities overall. Veryon Tracking is proven to help flight departments:

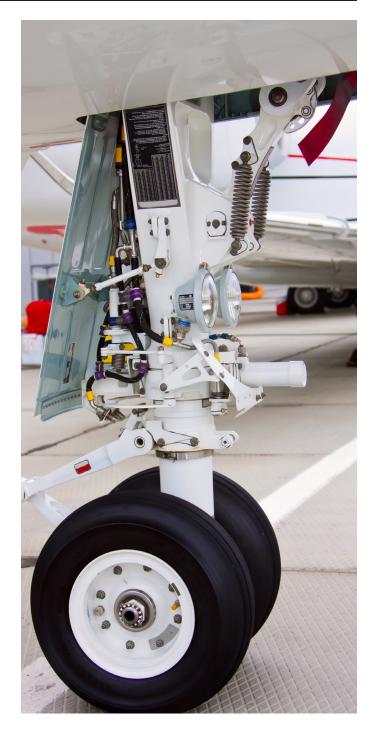### Reduce maintenance spend

- Real-time, centralized maintenance tracking lets managers plan, group, and schedule activities more quickly, efficiently, and costeffectively.

- Providing batch orders to service providers allows for lower costs on parts and purchases.

Results

Veryon Tracking customers interviewed reported potential for:

20%

Reduction in the time spent managing maintenance and inventory.

2. Increase operational efficiencies

> "*I am saving 50% of my time on reporting. I was running things once a month, or quarter. Now we don't have to print anything because the filters are so powerful – it's so simple to use.*"
>
> - Corporate Fleet, Chief Inspector

Challenge: Managing maintenance and inventory without a bestin-class aircraft management software solution is time-consuming. Without a common platform and real-time access, departments cannot communicate and create proactive solutions for maintenance, operations, and scheduling issues. As a result, hours are spent resolving questions, generating reports, and tracking down the appropriate employees for signatures.
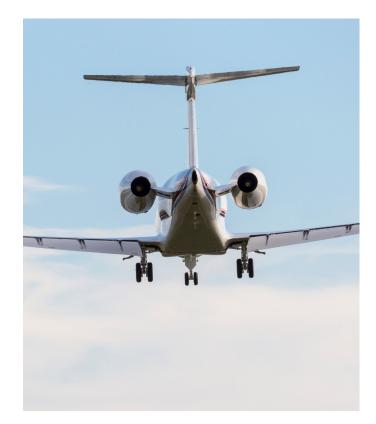
Solution: With 24/7 access to user-friendly dashboards offering real-time information, instantaneous communication across departments, and complete integration with any current maintenance and inventory API, teams can spend less time on inventory and maintenance management. Veryon Tracking is proven to help flight departments:

Reduce time spent managing maintenance & inventory

- A user-friendly interface and mobile-optimized app give employees quick, real-time access to maintenance and inventory records, no matter where they are.

- An intuitive, easy-to-use dashboard with a real-time overview gives users the ability to plan, execute, approve, and store maintenance events digitally from start to finish.

Reduce time spent on paperwork

- Centralized document management, communication, and electronic signature capabilities allow users to spend less time on written documentation.

- The ability to batch-process actions enables managers to group similar aircraft, maintenance operations, or personnel for large-scale updates.

Results

Veryon Tracking customers interviewed reported potential for:

20%
Reduction in the time spent managing maintenance and inventory.

25%
Reduction in time spent on paperwork.

> *"Overall, Veryon Tracking cuts down my time in front of a computer and increases my time in front of the airplane."*
>
> - Corporate Chief Pilot

Reduce time spent on creating reports

- Time-saving reporting tools enable managers to create customizable reporting and viewing features, including checklists and calendars.

- Reliability reporting options include non-routine and discrepancy reporting.

- Output options enable users to export reports in multiple formats, including PDF and XLS, and send them directly to other departments.

Reduce time spent on communicating across departments

- A user-friendly interface and mobile-optimized app give employees quick, real-time access to maintenance and inventory records, no matter where they are.

- An intuitive, easy-to-use dashboard with a real-time overview gives users the ability to plan, execute, approve, and store maintenance events digitally from start to finish.

Reduce time spent fixing data errors

- Centralized document management, communication, and electronic signature capabilities allow users to spend less time on written documentation.

- The ability to batch-process actions enables managers to group similar aircraft, maintenance operations, or personnel for large-scale updates.

Results

Veryon Tracking customers interviewed reported potential for:

50%

Reduction in time spent creating reports.

25%

Reduction in time spent communicating across departments.

2 HOUR

Reduction in time spent fixing data errors.

3. Mitigate risk & protect revenue

> *"By having the* *maintenance records electronic and well maintained, it's something that can be transferred when we sell the aircraft very easily. It could represent a* *10% increase on asset value."*
>
> - Corporate Chief Pilot

Challenge: Error-free data is essential to ensure the safety and effectiveness of maintenance and flight operations, as well as the value of all assets. Without accurate data, operators run many risks – including substantial fines or a shutdown by the FAA. Additionally, the value of an aircraft is tied to its records, and without dependable data, asset value can decrease.

Solution: By providing real-time, digital maintenance records, delivering automated updates, and improving data accuracy, Veryon Tracking is proven to help flight departments:
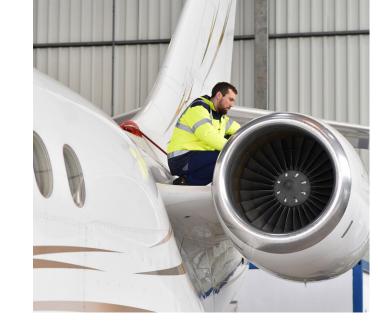
Reduce risks of fines & shutdowns

- Real-time, centralized maintenance tracking allows for lower cost on parts.

- Real-time updates on maintenance, duty times and compliance issues eliminate issues with internal communication.

- Automated software updates for AMM, AD and SB revisions enable users to keep up with evolving industry changes.

- OEM updates and FAA mandates delivered on the platform keep teams informed.

Minimize downtime

- Online scheduling and dashboards optimize the flight schedule.

- Real-time data and information about upcoming flights and needs help maintain appropriate staff levels and resources.

Protect asset value

- When determining the value of an asset, calculations can be performed quickly and accurately due to the electronic tracking of associated maintenance and parts.

Results

Veryon Tracking customers interviewed reported potential for:

25%
Reduction In the likelihood of a fine

25%
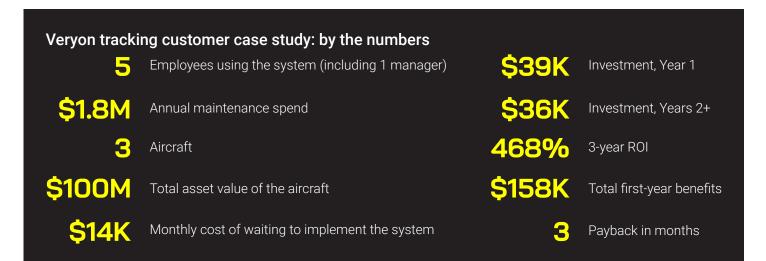**Reduction in downtime across the fleet.**

5%
Increase In the value of assets.

Key ROI findings

The value of a best-in-class aircraft fleet management software such as Veryon Tracking is immediate and demonstrable
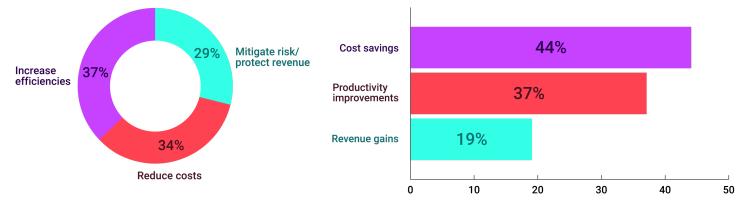
In a recent case study, a representative customer migrating to Veryon Tracking from a competitor had a one-year investment in Veryon Tracking totaling **$39K**. The customer generated cash flows in 3 months, with first-year benefits totaling **$158K**.

The Veryon Tracking customer realized a strong return on investment (ROI) of **468%**.

Veryon tracking customer case study: by the numbers

5	Employees using the system (including 1 manager)	**$39K**	Investment, Year 1
$1.8M	Annual maintenance spend	**$36K**	Investment, Years 2+
3	Aircraft	**468%**	3-year ROI
$100M	Total asset value of the aircraft	**$158K**	Total first-year benefits
$14K	Monthly cost of waiting to implement the system	**3**	Payback in months

Benefits by value driver

Mitigate risk/protect revenue 29%
Reduce costs 34%
Increase efficiencies 37%

Benefits by type

Cost savings 44%
Productivity improvements 37%
Revenue gains 19%

The above charts show the benefits by value driver and benefits by type with regard to the Veryon maintenance and flight management software used by the representative customer in the case study. For this organization, increasing efficiencies represent the majority of the value but reducing cost and protecting value are also large contributors.

Source: Key financial metrics for the case study customer were calculated by Hobson & Company

About Veryon & Veryon Tracking

Veryon is the leading provider of aviation software and information services, supporting more than 75,000 aircraft maintenance professionals and 7,500 customers worldwide. We help everyone from business aviation teams and MROs to airlines and OEMs get their aircraft more uptime. Challenges like unscheduled repairs, part availability, and excessive paperwork lead to too many aircraft spending too much time on the ground. And that leads to needless delays, endless back and forth, and lots of wasted dollars. The key to more uptime is having a better technology platform to manage everything from maintenance and operations to manuals and diagnostics.

That's why thousands of aircraft operators, 25% of the worldwide commercial fleet, and over 100 OEMs all rely on Veryon. And it's why customers have been able to achieve an average 23% reduction in downtime cost. Veryon. Let's get you more uptime. Learn more at veryon.com.

Veryon Tracking, formerly Flightdocs, delivers integrated and optimized aviation maintenance, inventory, operations, and work order software for real-time visibility into your data across departments.

About Hobson & Company

All statistics in this report were collected by third-party research firm Hobson & Company, which helps technology vendors and purchasers uncover, quantify and validate the key sources of value driving the adoption of new and emerging technologies.

Hobson & Company's focus on robust validation has helped many technology purchasers more objectively evaluate the underlying business case of a new technology, while better understanding which vendors best deliver against the key value drivers. Their well researched, yet easy to use ROI and TCO tools have also helped many technology companies better position and justify their unique value proposition. For more information, visit www.hobsonco.com.

HOBSON & COMPANY

Contact a member of the Veryon team for your personalized ROI analysis detailing the applicable sources of value to your organization.

Let's get you more uptime™

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Schedule a demo today