



# Operators and Lessors Working Smarter Together

*Designed **for aircraft operators** in the India region, to assist them in the delivery of prudent management of leased assets and, enhance working relationships with the multiple stakeholders involved*

# Learn, Develop and Achieve



Here at Acumen, our team is driven to provide best in-class training programs for those seeking to advance their knowledge and understanding in asset management, leasing and finance within the aviation sector.

Acumen's commitment has resulted in its expansion of programs to encompass the entire spectrum of asset management, dedicated to both equipping the industry to meet future demand, and enabling individuals to achieve their potential.



# Message from our head of training



Acumen is looking to the future and, through its training department, it is supporting the industry in its need to acquire the necessary skills and resources to meet future demand.

As market growth begins to return, there has been a particular emphasis on all aspects of asset management training. Our department has seen significant growth over the last year with a total of twenty online external courses conducted throughout the period.

We are proud of the partnerships we are building, including with CMS business school, Jain (Deemed-to-be University) India. We aim to be one of a kind in the world able to meet all the training requirements related to aircraft leasing and financing including asset management.



With regard to this specific asset management course program, Acumen is proposing that this be rolled out across the country to address the skills gap that has been identified as a result of India's fast growth in the sector. We see the opportunity and multiple benefits that healthy collaboration between Operators, Lessors / Financiers and OEMs can bestow upon those willing to embark on this journey.

Venkat Ganapathy

# So, why choose us ?

For over a decade, Acumen has acquired significant professional expertise and a wealth of knowledge in the aircraft asset management sector. Its day to day involvement in this specialised area helps our training team keep its finger on the pulse of industry need and informs us of the knowledge and skill gaps within the workforce that need to be addressed and how best to approach each area specifically.

Since Acumen Training's inception in 2019, we have already curated more than 11 different types of certificate courses and postgraduate programs and trained well in excess of 250 industry professionals. And...we are just getting started. We aim to grow further adding additional knowledge and skill-based training programs.



# What do our clients say ?



The course gave an insight into the midterm lease process

**Joseph Kidangan George**  
Duty Manager



**Abu Dhabi** AVIATION

Excellent initiative to start the exclusive course. Kudos to the Acumen team.

**Digambar**  
CAMO Planning Engineer



Many thanks to Soenas for the opportunity to take part in the Acumen Aviation Training course on Aircraft Technical Records Review During Redelivery, a skill sure to come in useful later on this year.

**Tomas Leake**  
Aerospace engineer



It was informative. Well-arranged given the current scenario

**Navin Kumar**  
Licensed Aircraft Engineer

# Our partners



**JAIN**  
DEEMED-TO-BE UNIVERSITY



# Key issues that need to be addressed

Acumen has been involved in a plethora of redelivery projects, representing lessors as well as some operators. This exposure has provided valuable insights, as to the key issues that need to be addressed, and helped identify not only the gap in expectations by each of these parties, but also the challenges they face throughout the process.

These include:

- Lack of knowledge sharing and transfer within and between the teams – Some of the resources allocated by the operators to represent during redeliveries were never trained to manage such responsibilities
- Imbalance in the demand and supply of skilled resources - This resulted in high attrition of key resources amongst the operators. Thus resulting in frequent drain out of skillset within a team. A rigorous training program would assist in managing this unavoidable volatility
- Lack of process standardisation – The sudden spurt of new airlines and huge order books has posed a challenge to focus on building teams with a strong foundation in managing these assets while on lease.



# Why India's airlines are so important ?

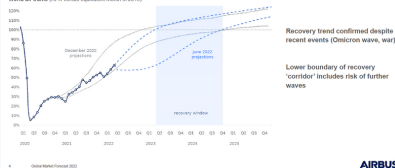


Evidence shows that air travel has largely recovered, post pandemic and that there is a focus on emerging markets, especially Asia. India, in particular, is one of the fastest growing aviation markets and its domestic air travel makes up for **69% of total air traffic in South Asia**.

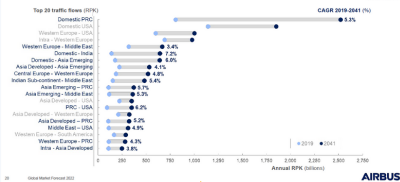
This is a cause for optimism, however this growth has highlighted a regional skills gap in terms of qualified and experienced resources with the capability to manage this collective growth.

## Air traffic recovery to 2019 levels between 2023 and 2025

World air traffic (2019, unless specified month in 2023)



## Strong growth from Asia, domestic PRC to become the largest flow



# Our proposal

To produce a customised training program in consultation with lessors and operators. The objective here is to address the gap in the skillset and alleviate the avoidable struggle between the stakeholders.

We will:

- > Identify the critical areas to be addressed during training. Key take aways from a mixture of current and past project experience between the stakeholders will assist in this.
- > Develop training modules bearing in mind the current and immediate requirement for enhancement of skillset in the team. Training interventions to be planned, taking into the time sensitivities regarding airline operations. Courses will be short and carried out at regular intervals during the year.
- > Design course material to aid ease of reference and application beyond these training programs.
- > A channel to be established for addressing any key concerns pertaining to aircraft lease management.



# Training structure

## Phase I

Provides a basic introduction and understanding of the specific training modules. This is for those new to the company with less than two years of exposure to such responsibilities.

### Course Duration:

#### Aircraft Delivery Management

- OEM Delivery
- Delivery from Lessor

1 day

#### Annual Inspection Preparation

- Understanding the need
- Agreeing to inspection frequency
- Proactively preparing for inspection
- Technical documents preparation
- Planning aircraft physical inspection

0.5 day

#### Maintenance Reserve Claim Management

- Introduction to Maintenance Reserves
- Lease Agreement MR excerpt familiarisation
- Checklist for seamless MR Claim submission
- Identifying exemptions

1 day

#### Redelivery Management (Physical and Records)

- Redelivery conditions familiarisation
- Proactive maintenance of records for aircraft redelivery
- Identifying key areas of struggle from past redeliveries ( Physical and Records)
- Assist Operators in developing a Redelivery Management Program within their organisation

2 days



## Phase II

A customised program which will be based on the assessment of the current skillset and the gap. The duration of such program will vary as per the requirement specified by the lessor or the operator.

# Corporate enquiries

Acumen Aviation can deliver the listed courses on mutually agreeable dates and timings for a certain minimum number of participants (usually 10).

## Customised programs

We are pleased to accept tailored course requests based on the focus, size and learning objectives. Please contact [training@acumen.aero](mailto:training@acumen.aero) for such requests with subject code CTP.

## Contact us

For registration details:  
[training@acumen.aero](mailto:training@acumen.aero)

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[acumen.aero/training](https://acumen.aero/training)  
or  
[acumenaviationtraining@trainercentral.com](mailto:acumenaviationtraining@trainercentral.com)



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# Training

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