

# Dynamic lease management capabilities

## Case Study Stats, at a glance:



**119**

CONTRACTS SET-UP



**6,063**

INVOICES RAISED



**84**

ACTIVE CONTRACTS



**18,749**

UTILISATION DATA ENTRY

## Case Study - Situation

Aircraft leasing / financing entails complex commercial, legal and technical arrangements between lessors and lessees. A customer owning a mixed fleet of regional jets and turboprops encountered multiple challenges, including: diverse lessee operating dynamics and business models; lease agreements with complex permutations and lease combinations; maintenance reserve rates, and short term sub-assembly leases harvested from decommissioned assets. Additional inter-mixing of major assemblies within the fleet had also led to inadequate parts status control and commercial dues tracking, owed between the parent and subsidiary companies for asset usage. Cashflows were dependent on underlying agreements, unique invoicing mechanisms and payment cadences, resulting in the need for a customised lease management solution.

## Remedy

SPARTA's Lease Management solution was a good fit for the customer's needs owing to the in-built functions and features to handle complex lease dynamics. Equipped with the capability to set up and manage aircraft, engines, APU, landing gears, propellers and engine sub-modules, SPARTA offered immediate relief to the customer by importing their existing fleet of assets belonging to these categories. Further customisations were analysed and implemented for the customer by the in-house product team to deliver value-added capabilities to manage movement of serialised assemblies between different subsidiary companies, empowering the customer, giving the necessary visibility of the commercial impact of such assets loaned across the fleet. Hybrid lease arrangements with lessees comprising combinations of fixed and variable rental amounts, payment moratoriums and partial payment options were all accounted for in a singular platform. Finally, highly specific management reports required for commercial and technical management of the fleet were also designed and developed for the customer – completing the circle of end to end solution deployment.

## Outcome

Within a span of 2 years, 300+ assets were being managed through the SPARTA platform. With clear segmentation between the different categories of assets, managing the revenue generating (leased) versus non-revenue generating (off-lease) assets was significantly simplified. The system offered enhanced ability to monitor the lease and maintenance reserve rental rates in the system, input asset utilisation and account for the lease income from each asset. This offered clear visibility to management of both the current and future asset cashflows. Finally, transparent and concise reporting mechanisms assisted the management team to make better business decisions pertaining to the assets.

## Total online Lease Management stats\*:



**365+**

CONTRACTS SET-UP



**10,567+**

INVOICES RAISED



**205+**

ACTIVE CONTRACTS



**25,543+**

UTILISATION DATA ENTRY



\* Overall statistics included here were verified as accurate - SEPTEMBER 2024

CONTACT US **TODAY**  
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# supporting your

# ASSET LIFE JOURNEY



## Asset Sale / Purchase

Simplify asset trading deals with Projects and Records Digitisation. Providing seamless 24x7 globally available asset information, reports, data and records access.

# 01

## Active Asset Management

Keep your finger on the pulse, enhance visibility and retain asset values with Lease Management offering real-time executive dashboards, reports, lease and transition manager.



# 02

## Asset Value Pulse Check

Maintain clear visibility of your fleet values for strategic trading decisions or access online values for prospective assets ; Powered by ISTAT Certified Senior Appraisers together with our comprehensive online app - fin-S.



# 03

## Asset Risk Mitigation

Integrate the commVerge app with your fleet to fly-forward, analyse future events, and map EOL exposure in real-time. Helping you stay ahead of the curve and actively mitigating asset risk.



# 04

## Continuing Airworthiness

Designed by CAMO professionals, our integrated systems help you maintain overwatch on the airworthiness of assets throughout the life term, and seamlessly transition assets across global jurisdictions.



# 05

## Go Completely Digital

Achieve your Digital Transformation goals with our managed IT services. Combining Cloud Development, Integration and Analytics to deliver world class cloud solutions.



# 06

offering complete  
**DIGITAL ASSET MANAGEMENT**  
solutions

