

TRAINING CATALOGUE



ACUMEN

AIRCRAFT
LEASING

2020-2021

AND FINANCE
SECTOR

Contact us at :

training@acumen.aero

Visit us at:

www.acumen.aero/training

Aviation Consultants Supporting
Industry Leaders

Acumen : Aviation Consultants Supporting Industry Leaders

Acumen is an independent asset management organisation, providing comprehensive in-house asset management support to lessors, banks, equity investors and operators for over a decade. The services offered within the aviation sector encompass the complete lifecycle of an asset.

Beginning with sourcing and acquisition and ultimately ending with asset disposal.



Trusting Us to Deliver

Over the years we have succeeded in meeting the objectives, expectations and exacting standards of industry leaders.

Our bespoke services, innovative software and dedicated support makes Acumen the preferred aviation consultancy and aircraft management servicer.

Aircraft Leasing and Finance Sector : Window of Opportunities

The aviation industry aircraft leasing business is experiencing rapid growth and innovation.

Due to the origin of the leasing industry much of its related knowledge and skills have been cultivated and grown in Ireland. Today, much of this skill and knowledge is concentrated disproportionately in Ireland, which has attracted some of the largest industry names, resulting in the creation of a large leasing hub. However, due to continued and sustained global growth it is important that industry knowledge is shared so to help sustain this growth as it continues to mature.

This presents a clear opportunity to those candidates with the necessary skill and aptitude, to support airlines, financial institutions and asset managers by providing in-depth understanding of the leasing business to them.

According to Market Research Future (MRF), the global aircraft leasing market size is anticipated to reach USD 62,221.8 million by 2023 and according to the International Air Transport Association (IATA), this number likely increase to 7.8 billion by 2036.

Airline operators will require the services of leasing and financing companies to keep up with demand.

In recent years airline companies have shown an increasing trend, switching to the leasing of aircraft instead of outright purchase.

As the market continues to evolve it is really important that skill and knowledge keeps pace with the rate of industry change.

This shift in approach by airlines highlights the growing need for specialized and trained personnel in the aircraft leasing and finance sector.

The global aircraft leasing market size is anticipated to reach USD 62,221.8 million by 2023

Welcome to Acumen Training Services

Acumen, being an Asset Integrated Management Services provider with global reach, has acquired significant professional expertise in the aircraft asset management sector space over the years.

Using this expertise, keeping in mind the knowledge and skill gaps of the workforce within this industry, mixed with an intent to help find and train the next generation of aircraft asset management professionals, Acumen has designed need-based training courses.

These are developed through Training Need Analysis (TNA), drawing from real in-field experience and includes case studies / live projects to match the aircraft leasing and finance industry knowledge and skill requirements.

Academic Cooperation Agreement with CMS Business School, Jain (Deemed-to-be University) Bengaluru, India.

Acumen and CMS Business School, Jain (Deemed to-be University) agreed to cooperate by signing a Memorandum of Understanding on research and training in aircraft leasing and finance.

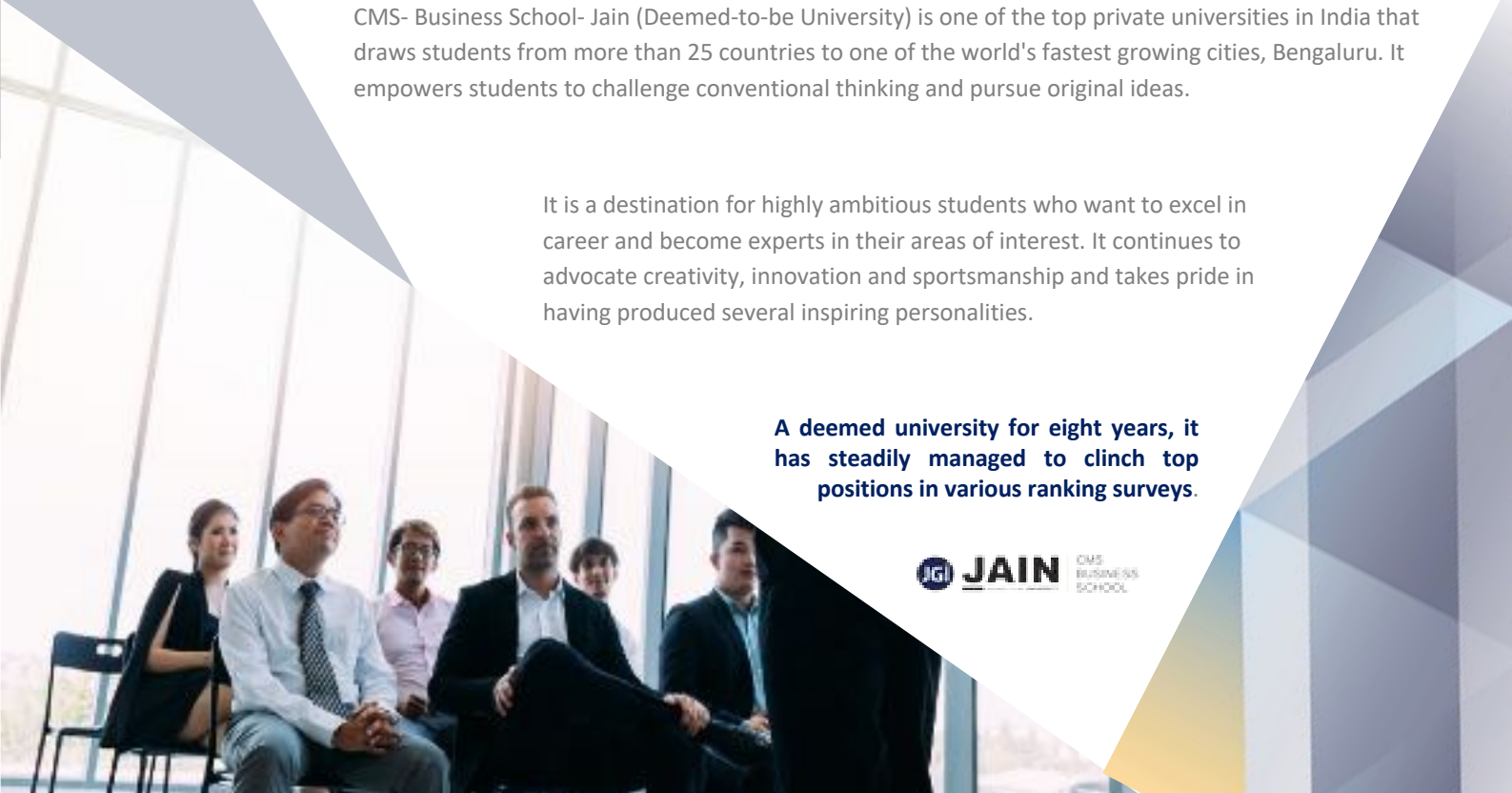
The MoU signing took place at CMS Business School Bengaluru, Karnataka during February 2020. This Memorandum is a form of mutual commitment in complimenting each other's expertise in the field of education, aircraft leasing, aircraft financing and aviation management.

A Top Private University

CMS- Business School- Jain (Deemed-to-be University) is one of the top private universities in India that draws students from more than 25 countries to one of the world's fastest growing cities, Bengaluru. It empowers students to challenge conventional thinking and pursue original ideas.

It is a destination for highly ambitious students who want to excel in career and become experts in their areas of interest. It continues to advocate creativity, innovation and sportsmanship and takes pride in having produced several inspiring personalities.

A deemed university for eight years, it has steadily managed to clinch top positions in various ranking surveys.



Our Courses


Acumen offers industry relevant, job ready courses with thorough, holistic understanding of the activities involved in this industry.

Various specifically tailored courses are offered by Acumen and its certificates are jointly issued by JAIN University, CMS Business School.

Executive Courses | Diploma Programs



Certificate Programs

- 
Foundation in Aircraft Leasing and Finance
- 
Aircraft Mid-term Lease Inspection
- 
Aircraft Maintenance Reserves Management
- 
Aircraft Technical Asset Management
- 
Aircraft Technical Records Review (During lease term and lease transition)
- 
Aircraft Risk Management
- 
Engine Leasing & Asset Management
- 
Aircraft Valuation Fundamentals
- 
Aircraft Familiarisation

Aircraft Leasing & Finance

Executive Course / Diploma Program

Duration : 6 months weekends, (Online and Instructor Led)

Certificate Program

Duration : 3 days classroom / 3 weekends (Online)



This course is specifically designed to provide knowledge and insights into aircraft leasing and finance.

Suited to professionals with a detailed understanding of the dynamics of aviation leasing and financing markets with experience of various aircraft appraised values and their implications on aircraft leasing and finance.

It covers legal aspects related to aircraft leasing and financing, associated risks of aircraft leasing and financing, preserving asset value with technical and asset management, and the role of digitization in the commercial aviation eco system.

Who Should Attend?

Executives from the airline industry, leasing and financial institutions, banking sectors, government representatives, legal insurance companies and post graduates / graduates / diploma holders from management / aerospace / aeronautical engineering institutes

Aircraft Mid-term Lease Inspection

Certificate Program

Duration : 4 days weekends (Online and Instructor Led)



This four-day (2.5-hour sessions daily) instructor led online certificate program is specially designed to upskill engineers who wish to shift their career to the aircraft leasing / asset management industry.

This training will provide participants with necessary skills and knowledge related to:

- Aircraft physical inspection
- Record storage area inspection
- Review of technical records
- Preparing mid-term inspection report

Who Should Attend?

Experienced aircraft maintenance personnel who are wishing to shift their career to leasing industry

- Technical representatives / inspectors
- Engineers /AME diploma holders with experience in planning / quality control
- AME diploma holders with on job training experience with commercial airlines

Aircraft Maintenance Reserves Management

Certificate Program

Duration : 2 days class room

5 days weekend (Online and Instructor Led)



This two-day course is designed and developed by Acumen asset management domain experts to provide in-depth training on aircraft maintenance reserves (MR's).

This course provides participants with an understanding of maintenance costs, MR's, MR concepts, calculations, forecasting and management .

Who Should Attend?

- Experienced aircraft maintenance personnel who are wishing to shift their career to leasing industry
- Technical representatives / inspectors
- Engineers /AME diploma holders with experience in planning / quality control
- AME diploma holders with on job training experience with commercial airlines

Aircraft Technical Asset Management

Executive Course / Diploma Program

Duration: 6 months weekend (Online)

Certificate Program

Duration: 3 days class room

6 weekends (Online and Instructor Led)



This course provides an understanding of:

- Aviation business models
- Asset management strategies
- Managing the aircraft asset cycle
- Maintaining the aircraft value during operation
- Aircraft conditions: delivery, redelivery, transitions, pre-delivery and redelivery project management,
- Delivery and redelivery conditions along with review of specifications & negotiations
- Lease extensions and revisions in today's business environment
- It also covers areas of the risks and opportunities of the aircraft asset management cycle from initial delivery of the aircraft to part-out and scrapping,

Practice the principles and techniques to evaluate lease terms and conditions, learn the impact of maintenance and aircraft transitions on residual value.

Who Should Attend?

- Licenced engineers, experienced technicians
- AME diploma holders
- Executives from the airline industry
- Leasing and financial institutions
- Banking sectors
- Government representatives
- Engineering graduates / post graduates preferably from aeronautical engineering



Aircraft Technical Records Review (During lease term and lease transition)

Certificate Program

Duration : 3 days classroom

3 days online (Online and Instructor Led)



Various types of records are covered. Review of records pertaining to:

- Airframe
- Major components (B2B review)
- AD/ SB, Mods etc
- Workscope review
- Component exchange review
- Mini pack preparations of landing gears
- Engines & APU
- Aircraft spec preparation
- Annual review of value drivers such as weight, thrust and configuration
- Management of assets on various asset management platforms such as SPARTA.
- Reporting and analysis for portfolio management.
- Scanning records for migration into digital platform
- Segregation and upload of records into various digital platforms
- End-to-end management of records on such digital platforms to ensure secure and timely access to information by stakeholders

Who Should Attend?

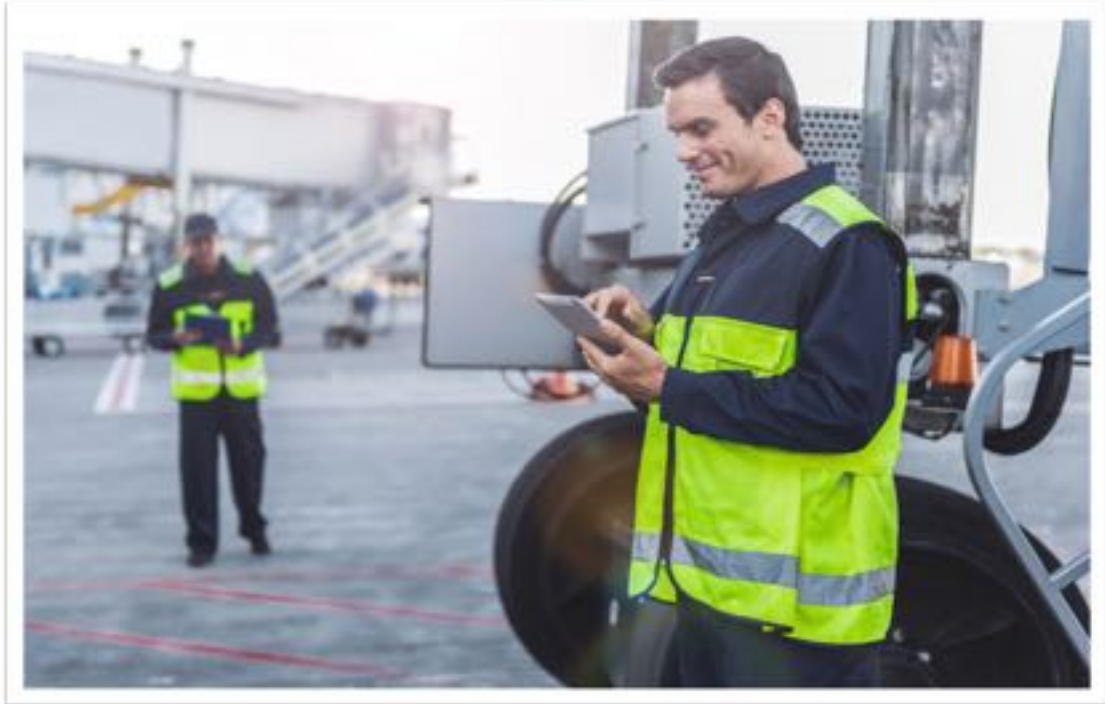
- Engineering graduates / post graduates preferably from aeronautical engineering background
- AME diploma holders
- Licenced aircraft engineers
- Quality and technical records department personnel
- Asset Management personnel from airlines and leasing industry
- Licenced engineers, experienced Technicians. AME diploma holders



Aircraft Risk Management

Certificate Program

Duration : 1 day classroom



This course covers basic understanding of issues involved in aviation investment risk management.

It provides the information needed by bankers, operators' technical managers, asset lessors and lessees plus legal and other professional advisors concerned with minimizing risk and maximizing opportunities in aviation finance and management.

It also offers an insight to new aviation investment opportunities and on-going exposure to asset related risk.

Who Should Attend?

- Licenced engineers
- Senior management personnel from banking
- Legal and financial Institutions
- Senior executives from the airline and leasing and financial institutions industry
- Government representatives

Engine Leasing & Asset Management

Certificate Program

Duration : 4 days classroom



This specialized course covers:

- Engine selection
- Engine shop visit management
- Scope review
- Table inspection
- LLP review
- AD and SB assessment
- Material assessment
- Invoice review
- Life cycle analysis
- Reserve claim analysis
- Life cycle analysis for purchase or strategic planning
- Review & engine maintenance reserves

Who Should Attend?

- Licenced engineers
- Senior management personnel from banking, legal and financial institutions
- Senior executives from the airline, leasing and financial institutions industries
- Government representatives.



Aircraft Valuation Fundamentals

Certificate Program

Duration : 1 day classroom

1 week (Online and Instructor Led)



This course, presented by Acumen ISTAT and ASA appraisers, provides a detailed review and evaluation of both the aircraft physical condition and its associated aircraft records. This includes how to identify possible exposures regarding the asset that you intend to bring onto your books.

This course will help in supporting you in adopting a well-informed decision-making process.

It broadly covers:

- Desktop appraisal
- Extended desktop appraisal
- Full appraisal
- Comprehensive appraisal

Who Should Attend?

- Licenced engineers
- Senior management personnel from banking
- Legal and financial Institutions
- Senior executives from the airline and leasing and financial institutions industry
- Government officials

Essential Training Details

Locations

Courses are offered at customer locations worldwide or at Bangalore (India) office.



Online instructor led learning:

Most of the courses are held online during the weekends and are within the reach globally.

Partnerships:

Acumen and Jain (Deemed to be university) CMS business school have signed Co-operation Agreement to offer diploma programme and programs at their campus in Bengaluru

Contact us on :
training@acumen.aero

Visit us on:
Acumen.aero