ATP Flightdocs: 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 ATP Flightdocs, a best-in-class aircraft management system.

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

Hobson & Company's research, consisting of 10 in-depth interviews with existing customers, found that the Flightdocs 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, with an ROI on the system of 468%.
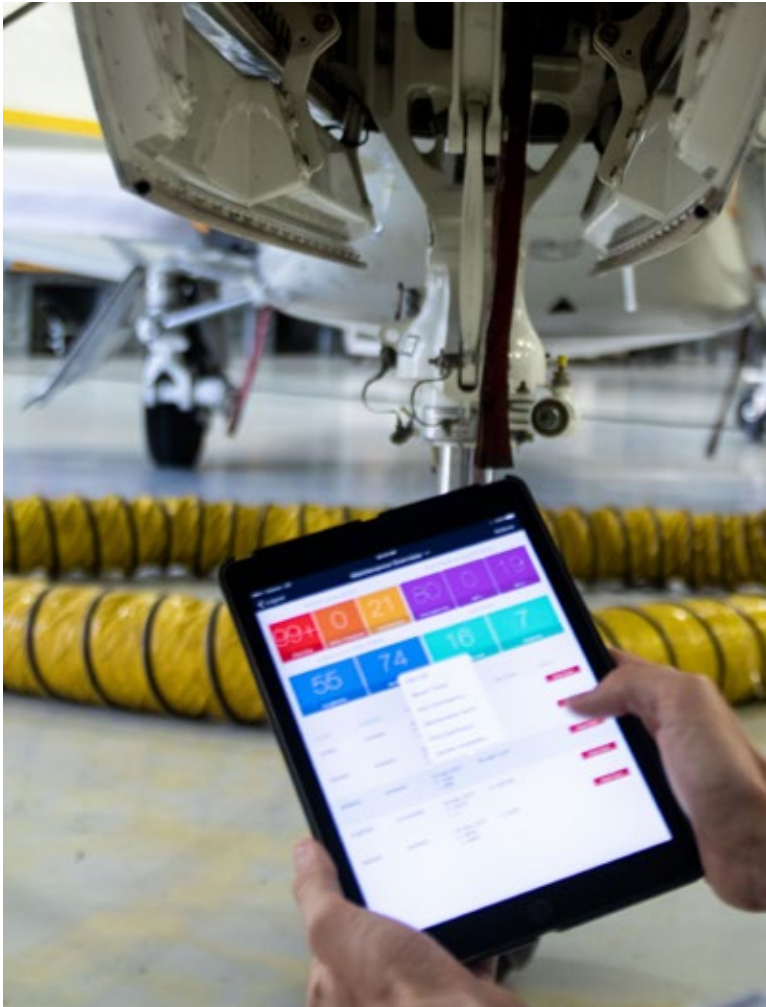
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1. Reduce Costs

"This year alone I saves $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. ATP Flightdocs 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 cost-effectively.

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

RESULTS

ATP Flightdocs customers interviewed reported potential for:

20%

Reduction in time spent managing maintenance and inventory.

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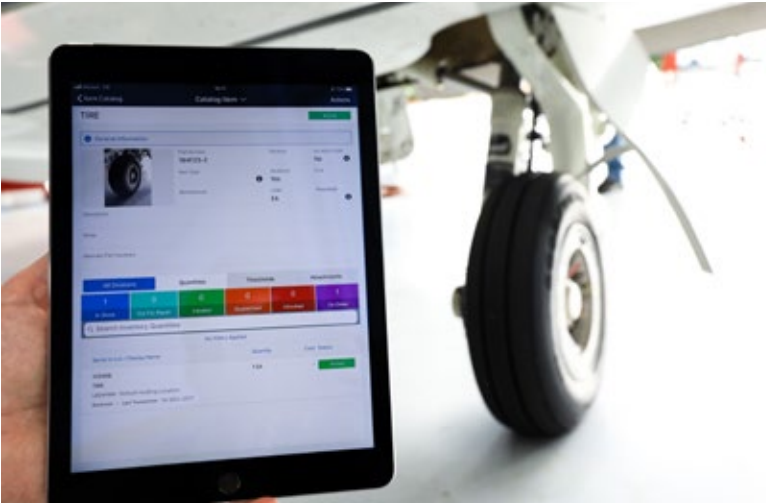
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" I am saving 50% of my time on reporting. I was running things once a month, or quarter. Now we don't have to print anything because the filters are so powerful – it's so simple to use."

- Corporate Fleet, Chief Inspector

Challenge: Managing maintenance and inventory without a best-in-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: BWith 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. ATP Flightdocs 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

ATP Flightdocs customers interviewed reported potential for:

20%
Reduction in time spent managing maintenance and inventory.

25%
Reduction in time spent on paperwork.

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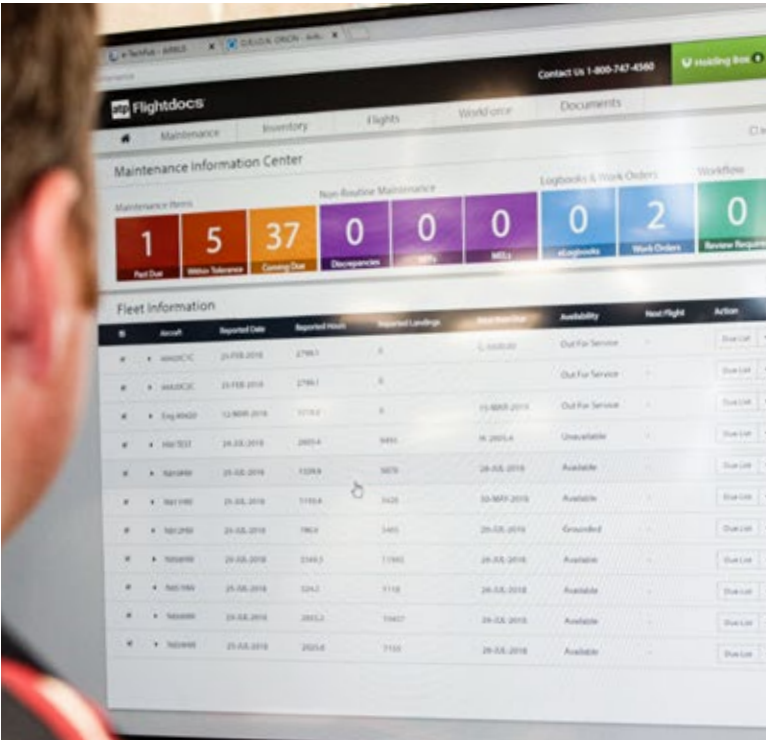> *- Corporate Chief Pilot*

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 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

ATP Flightdocs 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.

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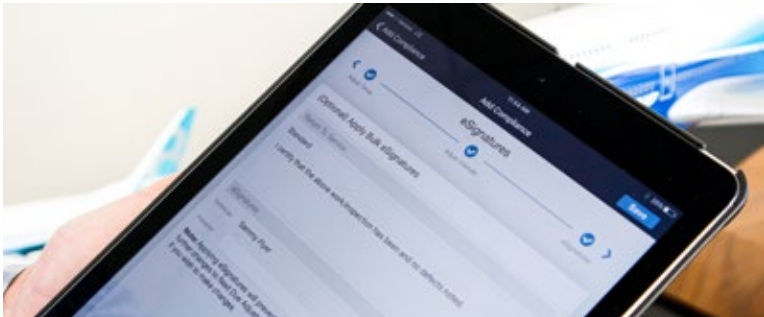The Business Case for an Integrated Aviation Management Solution

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, ATP Flightdocs is proven to help flight departments:

REDUCE RISKS OF FINES AND 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

ATP Flightdocs customers interviewed reported potential for:

25%
Reduction In the likelihood of a fine.

10%
Reduction in downtime across the fleet.

5%
Increase In the value of assets.

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Key ROI Findings

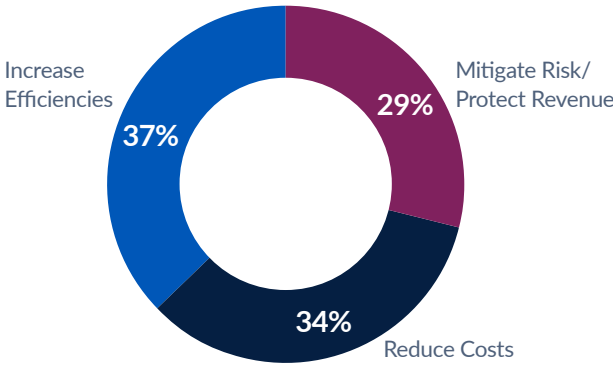*The value of a best-in-class aircraft fleet management software such as Flightdocs is immediate and demonstratable.*

In a recent case study, a representative customer migrating to Flightdocs from a competitor had a one-year investment in Flightdocs totaling **$39K**. The customer generated cash flows in 3 months, with first-year benefits totaling **$158K**.

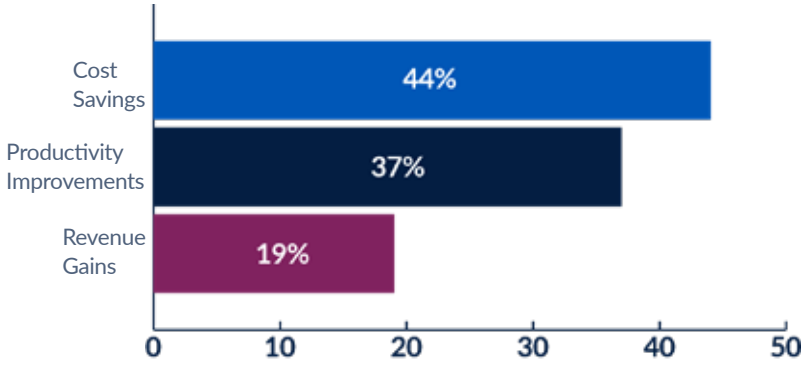The Flightdocs customer realized a strong return on investment (ROI) of **468%.**

FLIGHTDOCS 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

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BENEFITS BY VALUE DRIVER

Increase Efficiencies 37%
Mitigate Risk/ Protect Revenue 29%
Reduce Costs 34%

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 ATP Flightdocs 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.

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About ATP & Flightdocs

ATP is the source for aircraft technical publications and real-time
regulatory information, and the leading provider of maintenance,
operations, inventory, repetitive defect analysis, and
troubleshooting software. For nearly 50 years, we have built a
growing reputation for innovation, reliability, and quality in the
aviation industry.

ATP Flightdocs is an end-to-end aviation maintenance,
inventory and operations software solution for a fully integrated
flight department, delivering increased efficiencies, reduced costs,
risk mitigation, and revenue protection. The Flightdocs suite
of software products serves everyone from fixed wing to rotor
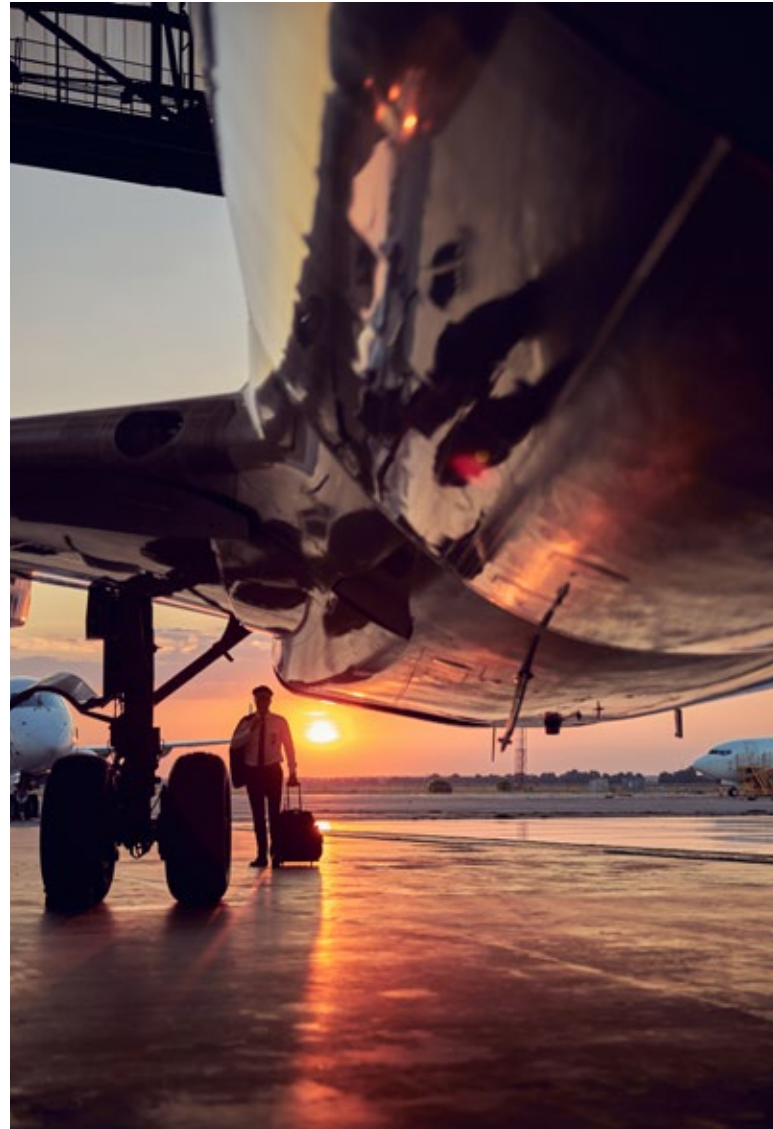aircraft, and from the single operator to large charters and regional
airlines.

Together, ATP's innovative product line – including not only
Flightdocs but also Aviation Hub, ChronicX, and SpotLight –
reduces operating costs, improves aircraft reliability, and supports
technical knowledge sharing and collaboration across all aviation
verticals. ATP has more than 7,500 customers in 137 countries
and partnerships with over 90 OEMs, and our products and
services support more than 75,000 aircraft maintenance
professionals across the globe. For more information, visit
www.atp.com.

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.

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

atp always ready

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