

FUEL EFFICIENCY HEALTH-CHECK PROGRAM

"There is potential for further fuel saving at even the most optimized airline".

About the Fuel Efficiency Health-Check

Fuel continues to be the #1 cost for any airline or operator, typically representing more than 30% of operating costs. With the recent rise in fuel prices and the global drive to reduce carbon emissions, finding ways to reduce fuel costs and improve aircraft performance will always be critical to the success of an airline or operator. Airlines with a good Fuel Efficiency program in place have reduced their overall fuel budget by 3-5%, in turn improving their bottom line by 1-2%.

Our experts have extensive experience working with numerous airlines worldwide delivering and optimizing successful fuel efficiency programs both as consultants and full-time Fuel Efficiency managers. The Aircraft Commerce Consulting Health-Check program partners our experts to work with an airline's key fuel efficiency team, sharing our experience and providing the additional resources and guidance to support delivery of the best possible Fuel Efficiency results whilst working within the airline's or operator's own unique project framework and processes.

The Health-Check Program provides each airline or operator with:

- **A benchmark comparison of current fuel efficiency processes** against best practice industry standards.
- **Additional realistic fuel saving initiatives** to complement existing practices using the latest industry proven techniques.
- **An outline of how to optimize current processes and systems** for further fuel savings.

The Health-Check works within an airline's existing practices and systems so there is minimum disruption or change required. Should a major change be recommended or a new Fuel Efficiency program need to be implemented, we have a full Consultancy service available. In our experience **a Health-Check discovers potential for further fuel saving at even the most optimized airline.**

Our Unique Health-Check Program

The Health-Check Program is divided into three core phases. Our experts work alongside an airline's fuel efficiency team through each phase and within the airline's existing practices and systems:

Initial Consultation (free)

**PHASE 1 –
Preparation, Data
Gathering and Analysis**

**PHASE 2 –
Fuel Efficiency Health-
Check Visit (2-4 days)**

**PHASE 3 –
Fuel Efficiency
Health-Check Results**

**Ongoing Program
Implementation Support
(optional)**

Initial Consultation (free)

A 1-2 hour unique Webinar session between our experts and the airline's key Fuel Efficiency team. The initial consultation typically covers: current processes and systems; areas requiring support; particular problem areas unique to the airline and best practice advice on how to overcome these problems; an overview of industry best practices; formulating a basic plan of action for the Health-Check to best suit the airline and fuel efficiency team. Following the Initial Consultation we will send a proposal for a Health-Check Program tailored exactly to the airline's and fuel efficiency team's requirements.

PHASE 1 - Preparation, Data Gathering and Analysis

Working with the airlines fuel efficiency team our experts gather intelligence and data and prepare documents and briefings ahead of the Health-Check visit.

PHASE 2 - Fuel Efficiency Health-Check Visit (2-4 days)

Our consultants visit the airline, typically for two to four days depending on the requirements and complexity of the current Fuel Efficiency program. The visit typically covers: collection of key data and briefings, plus interviews with key stakeholders and operational staff in Flight Operations, Flight Planning / Dispatch, and Maintenance

and Engineering, as well as external stakeholders like ATC and (hub) airport key staff. Verification and further analysis of the information collected is conducted along with a review of current working practices. Working with the Fuel Efficiency team, we formulate improvement measures, establish realistic savings potential and discuss the feasibility of implementing changes. Typically two team briefings are held, upon arrival and at the end of the visit.

PHASE 3 - Fuel Efficiency Health-Check

We process all data and analyses to produce a comprehensive Fuel Efficiency Health-Check outlining the current position of efficiency at the airline, and benchmark this against industry standards. The Health-Check outlines 'Quick-win' fuel saving suggestions as well as how to optimize current processes and systems for further fuel savings.

Ongoing Program Implementation Support (optional)

Our consultants are available for continued support following the Health-Check should the airline's fuel efficiency team require assistance implementing any recommended changes or new fuel saving initiatives. Typically, support is conducted remotely, or can involve site visits for training or trouble-shooting.

What about the Cost?

The Initial Consultation is free of charge. We understand that every airline is unique - so following the initial consultation we formulate a Health-Check plan tailored to meet the airline's exact requirements based on the maturity and extend of the current Fuel Efficiency program and particular requirements and goals outlined by the airline's Fuel Efficiency team.

The Fuel Efficiency Health-Check is the best small investment an airline or operator can make to create a clear image of their current Fuel Efficiency position in relation to industry best practices, and to empower the airline's Fuel Efficiency team to optimize existing and future fuel saving initiatives.

Contact us for more information and book a free Initial Consultation



Meet the Team

Sander de Moor, Director Airline Efficiency and Fuel Efficiency Team Lead



Sander is a licensed flight dispatcher with 30+ years' experience in all areas of flight operations support, specialising in fuel and operational efficiency strategies since 12 years. He was a core member of the IATA Green Teams for two years, helping to shape that program. He then developed further enhancements to these programs

and processes to deliver successful Fuel Efficiency programs at numerous airlines where he was Fuel Efficiency Lead, including LOT Polish Airlines (2011-2013), Etihad Airways (2013-2015), Air Serbia (2016) and Air Seychelles (2016). In recent years, he has have worked with a leading Fuel Efficiency Software Vendor as an airline consultant and he is a regular speaker at industry leading events regarding establishing and enhancing Fuel Efficiency programs.

[Click here](#) to see a video of Sander at work with Air Serbia, his recent articles and conference presentations.

Willie McGonagle, Fuel Efficiency Global Lead – M&E



Willie established and ran a highly successful Fuel Efficiency program within Aer Lingus (2010-2015). During this time he implemented and developed a world leading Fuel Monitoring System and Co-Chaired the Airbus Fuel Fair program for two years. His recent experience includes working

with developing Fuel Efficiency technology and assisting leasing companies to enhancing their M&E efficiency. Willie is a licensed engineer with 30 years of experience in Maintenance & Engineering with an MSc in Air Transport Management (London City University) and Certificate in Business Technical Aircraft Management (IT Carlow University).

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www.aircraft-commerce.com/Aircraft_Commerce_Consulting/Fuel_Efficiency_Health_Check.asp

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