

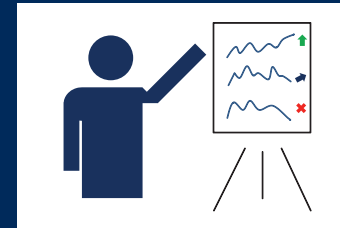
COST AVIATION GmbH ▪ Flughafenstraße 32 ▪ 70629 Stuttgart ▪ Germany

Tel: 0049 (0)711 948 5005

Fax: 0049 (0)711 948 3711

[contact@cost-aviation.de](mailto:contact@cost-aviation.de)

[www.cost-aviation.com](http://www.cost-aviation.com)



## SIMULATIONS & CALCULATIONS





# SIMULATIONS & CALCULATIONS TRANSPARENCY FOR THE RIGHT DECISIONS.

Timely, substantiated decisions are particularly important when submitting a tender application or acquiring a new client.

Carrying out sample calculations based on your individual requirements is one of our core competencies. Our operational know-how and the insights from providing long-standing support to our clients mean we can offer a practice-oriented perspective. In combination with suitable IT tools we are able to deliver the data that is key to your decision.

A variety of companies already benefits from our recommendations, be it in applying for a ground handling license or evaluating the potential acquisition of a new customer.

Clients:



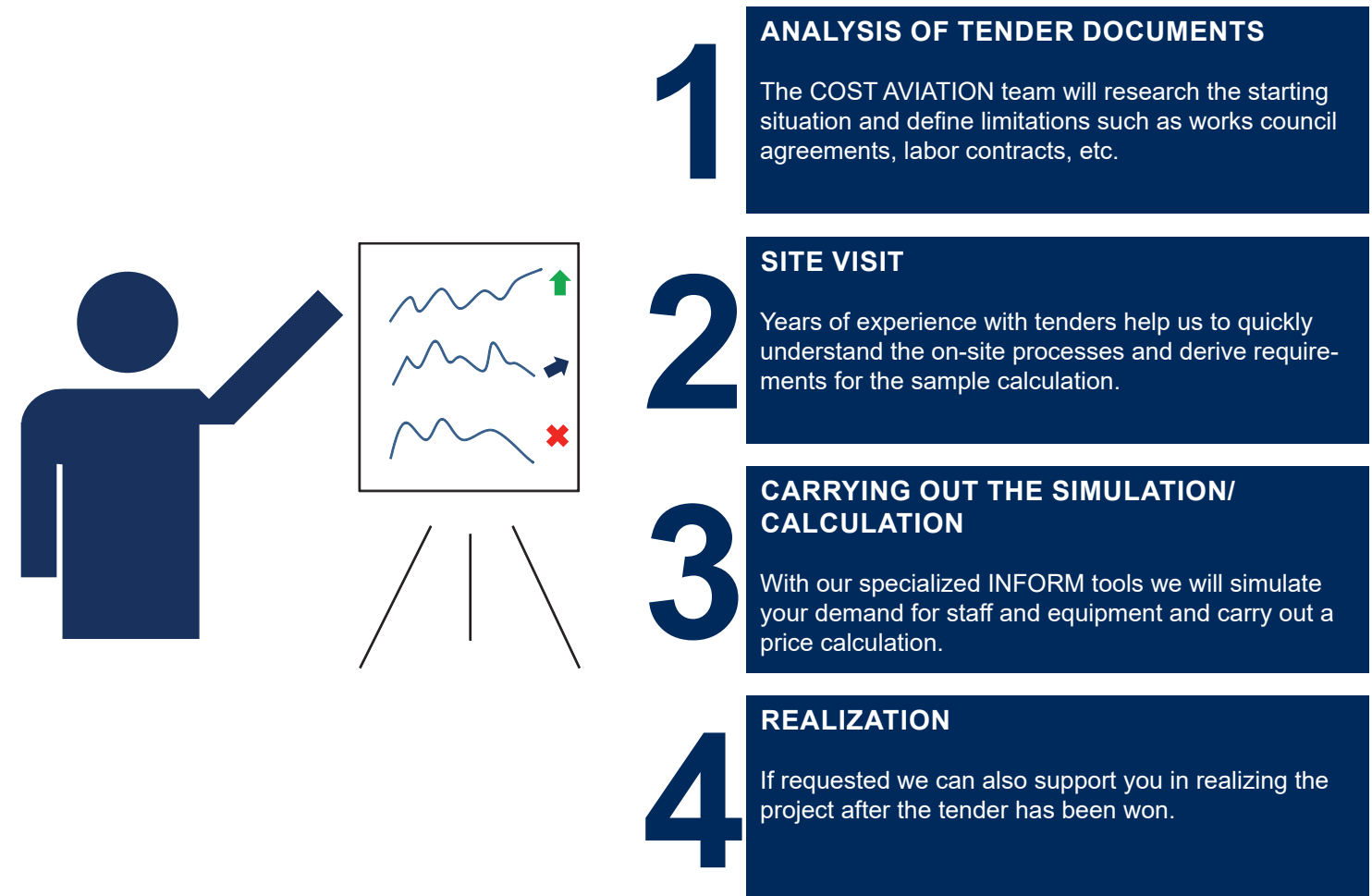
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## Our Approach

With our specialized INFORM tools it takes us just a few steps to generate a transparent, individual simulation of the value of any customer or location.

Example: Tender Procedure



## Your Result

Precise resource demand profiles with shift and demand curves for personnel and equipment form the core of our recommendation. The detailed calculations include shift schedules, reports on personnel deployment per aircraft type, staff demand in man-minutes as well as generated wage costs. This enables you to make sound management decisions.

Commercial data such as indirect costs or direct staff and equipment costs will also be included in your application. Data gained from this approach can also be used as the basis to calculate the value of new or existing customers.