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## 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:



swissport LOSCH

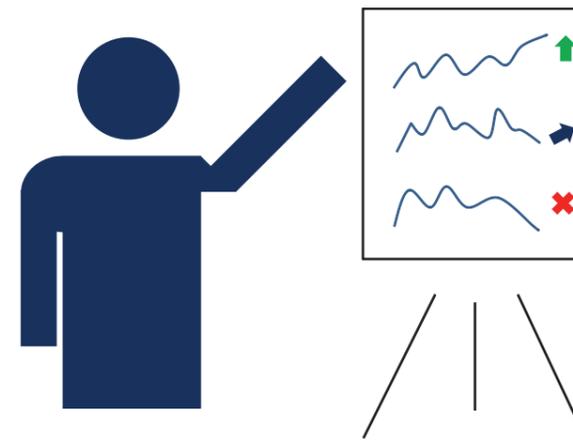


Eurowings

## 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



# 1

### ANALYSIS OF TENDER DOCUMENTS

The COST AVIATION team will research the starting situation and define limitations such as works council agreements, labor contracts, etc.

# 2

### SITE VISIT

Years of experience with tenders help us to quickly understand the on-site processes and derive requirements for the sample calculation.

# 3

### CARRYING OUT THE SIMULATION/ CALCULATION

With our specialized INFORM tools we will simulate your demand for staff and equipment and carry out a price calculation.

# 4

### REALIZATION

If requested we can also support you in realizing the project after the tender has been won.

## 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.