

# COURSE CATALOGUE



AIRCRAFT  
LEASING

2020-2021

AND FINANCE  
SECTOR

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Aviation Consultants Supporting  
Industry Leaders

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## Acumen : Aviation Consultants Supporting Industry Leaders

Acumen is an independent asset management organization, 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.

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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.

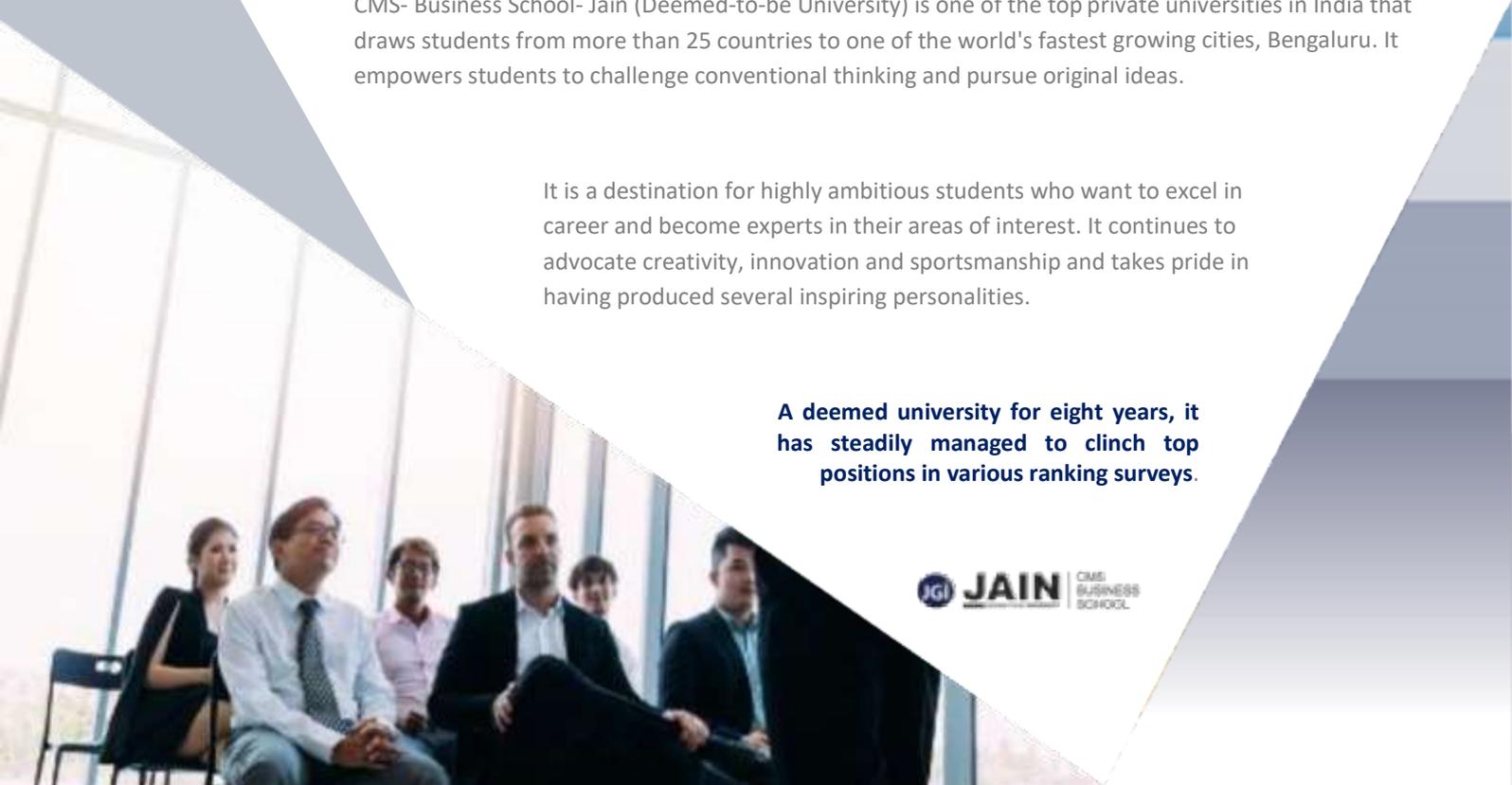
The MoU signing took place at CMS Business School Bengaluru, Karnataka during February 2020. This Memorandum is a form of mutual commitment in complimenting each other's expertise in the field of education, aircraft leasing, aircraft financing and aviation management.

### 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

-  **Aircraft Leasing and Financing**
-  **Aircraft Mid-term Lease Inspection**
-  **Aircraft Maintenance Reserves Management**
-  **Aircraft Technical Asset Management**
-  **Aircraft Technical Records Review During Redelivery**
-  **Aircraft Risk Management**
-  **Engine Lease Management**
-  **Aircraft Pre-purchase Inspection/Sales Assistance**

# Aircraft Leasing & Financing

## Diploma Program

Duration: 1 year (Online)

## Certificate Program

Duration: 5 days with 2.5-hour sessions/day (Online and Instructor Led)



### Objective

You will be able to gain 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.

### Course Coverage

- Aircraft leasing and financing,
- Associated risks of aircraft leasing and financing,
- Preserving asset value with technical and asset management,
- 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: 5 days with 2.5-hour sessions/day (Online and Instructor Led)



### Objective

You will be able to gain knowledge on aircraft mid-term lease inspections. Learning this process will help to upskill engineers who wish to shift their career to the aircraft leasing / asset management industry.

### Course Coverage

- 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: 4 days (Online and Instructor Led)**



### Objective

You will be able to receive in-depth training on aircraft maintenance reserves (MR's). It provides you with an opportunity to understand various maintenance costs and gain the ability to forecast the same.

### Course Coverage:

- Understanding of maintenance costs
- Sample maintenance reserves
- Maintenance reserves 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

## Certificate Program

Duration: 5 days (Online and Instructor Led)



## Objective

You will be able to learn the technical asset management techniques that are required in the field of aviation. It provides an opportunity for aviation professionals to practice the principles and techniques to evaluate lease terms and conditions and obtain an understanding of the impact of maintenance and aircraft transitions on residual value.

## Course Coverage:

- 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,

## Who Should Attend?

Licensed 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 Redelivery

## Certificate Program

Duration: 6 days (Online and Instructor Led)



### Objective

You will learn the skills and knowledge of the aircraft technical documentation review required during aircraft redelivery / transition. It provides an opportunity for aviation professionals to upskill with the various topics covered in the course.

### Course Coverage:

- 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

Licensed aircraft engineers

Quality and technical records department personnel

Asset Management personnel from airlines and leasing industry

Licensed engineers, experienced Technicians. AME diploma holders



# Aircraft Risk Management

## Certificate Program

**Duration: 3 days (Online and Instructor Led)**



### Objective

You will gain an understanding of basic issues involved in aviation investment risk management. This course 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.

### Course Coverage

- Importance of risk and portfolio management for aircraft lessors
- Introduction to risk management
- Types of risk
- Risk-management techniques
- Choosing a strategy
- Aircraft portfolio acquisition channels
- Risks inherent with the business of leasing
- Understanding and managing asset side risk

### Who Should Attend?

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

# Engine Lease Management

## Certificate Program

**Duration: 4 days (Online and Instructor Led)**



## Objective

You will gain an understanding of the skills and knowledge required, related specifically to engine lease management activities. This course will include key elements including engine selection, reviewing engine maintenance reserves and strategic life cycle planning.

## Course Coverage:

- Engine selection
- Engine shop visit management
- Workscope 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 of Engine maintenance reserves

## Who Should Attend?

Licensed engineers

Senior management personnel from banking, legal and financial institutions

Senior executives from the airline, leasing and financial institutions industries

Government representatives



## Aircraft Pre-purchase Inspection/Sales Assistance

### Certificate Program

Duration: 4 days (Online and Instructor Led)



### Objective

You will learn how to inspect an aircraft. This includes the review of aircraft records and an inspection of the physical condition of aircraft during purchase. These activities form an essential part of any used aircraft transaction from the perspective of the buyer and the seller.

### Course Coverage

- Aircraft pre-purchase/sales requirements
- Asset overview
- Aircraft configuration assessment
- Physical inspection and records review
- Sales assistance for pre-purchase inspection
- Report generation

### Who Should Attend?

Licensed 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 program and programs at their campus in Bengaluru.

**Contact us on :**

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