

STOMPHORST & PARTNERS

- AVIATION INDUSTRY EXPERTS -

Stomphorst & Partners – Aviation Industry Experts

Who We Are

Stomphorst & Partners (S&P) - Aviation Industry Experts – combines many decades of experience in the aviation and airline industry with a thorough methodology know-how. Founded early in 2002 as a network of associate experts, S&P is dedicated to providing practical expert services to management and decision-makers in the aviation industry.

The founders of S&P are recognized industry experts, with a considerable scope of prior assignments. Prior experience ranges from international project leader, to COO and CEO of mid-sized international aviation firms, including consulting firms, airlines, and MRO businesses.

With these unique skill sets and adhering to the highest level of quality, S&P has offered professional management services to both established companies and start-up entities alike. Our combined project experience ranges from strategy design and solution conception to guiding implementation measures and interim management responsibilities.

It applies to all success-relevant business areas:



Working Together

We believe in ensuring that our clients are with us all the way through the project - from setting goals to evaluating the success of an executed project. Regardless of the scope of a project – S&P is committed to add its unique values:

S&P has over 55 years of experience in the management and consultation of aviation enterprises

S&P possesses a profound understanding of economical and operational aspects of airlines and maintenance enterprises (MRO)

S&P uses established methodologies, to work efficient and result-oriented

S&P values good communication and transparency in the process to actively support the knowledge transfer

Work-Style

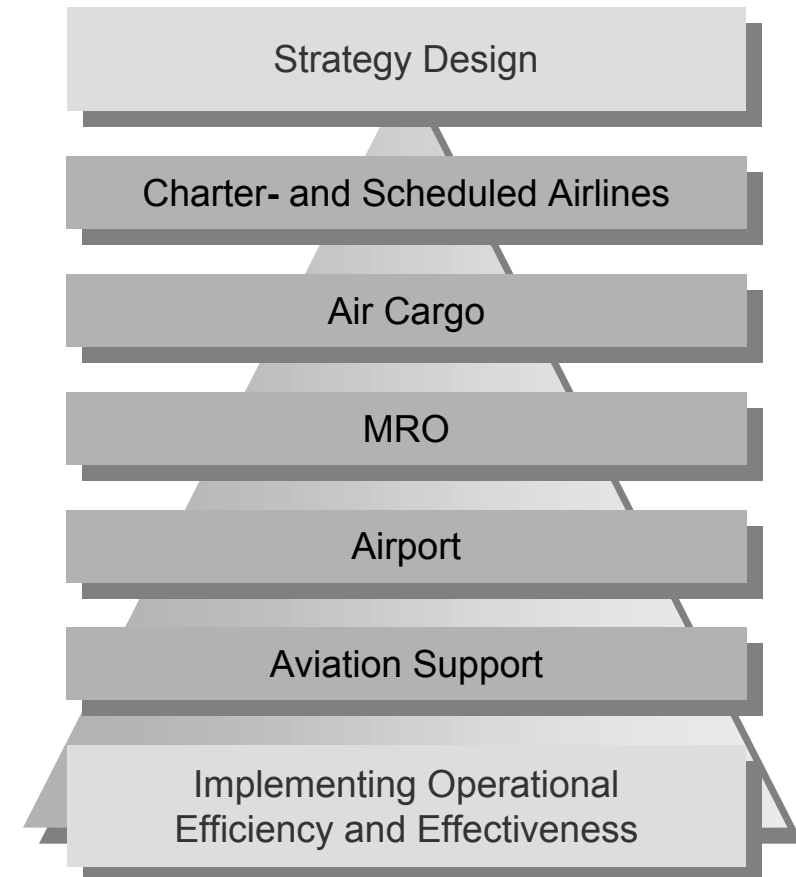
Oftentimes clients ask us to translate their strategy into operational excellence. We focus on the critical efficiency and effectiveness issues and actively enhance the enjoyment of their business.

We are capable because we build on a spectrum of knowledge in different areas. This body of knowledge allows us to look beyond the mere scope of a project and constantly challenge existing patterns of thought and behaviour.

We manage this process as our experts possess the skills to accompany you all the way until your problem is solved. This way we can share our distinct know-how and enable your internal resources to develop a sustainable competitive advantage.

This is fundamental to develop business solutions that continue after we leave.

With S&P you have access to a broad range of skill and expertise. We add value helping you transition your strategy and vision into operational requirements.



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Service Portfolio

The need for outside expertise varies across firms, hence we will tailor our services to your requirements. Our services are provided under a “turn-key” scenario or on an as needed basis.

The extent of our activities is purely business driven to add value to your operations. We are working exclusively in those fields where we can best utilize our strengths and experience to further your business success.

Industry

- Airlines
 - Domestic
 - International
 - Passenger
 - Cargo
 - Charter
- MRO
- Airport
- Manufacturing

Field

- Interim Management
- Organizational Development & Change Management
- Logistics & Materiel Management
- Controlling & Auditing
- Quality Programs & Auditing
- Regulatory Requirements
- Contract Support
- Marketing & Sales

Professional Methods

Too often management is aware that change is necessary; yet the simultaneous act of dealing with arising difficulties and focusing on being successful makes change a daunting task. Together with us you can drive down the complexity of any challenge.

We employ a variety of proven methodologies that are designed to maximize flexibility and efficiency and introduce transparency in your processes to allow all stake-holders to participate in developing a custom-tailored solution.

- **Project Management**

Our process to balance scope, flexibility and resources in any given project while maintaining efficiency and transparency.

- **Company Assessment**

Our systematic effort to collect, synthesize, and analyze internal company information plus assess the external operating environment to verify the effectiveness of your operations.

- **Process Analyses, activity based costing**

Our approach to assessing how various activities improve the value you deliver to your customers and increase profitability.

- **Balanced Scorecard**

Our tool to include financial and non-financial performance measures to provide a comprehensive portrayal of organizational and managerial performance.

- **IT Assessment**

Our approach to verify the effectiveness of your automation efforts.

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Project References

These are some of the companies that S&P Experts have worked for directly and indirectly. S&P also works with well-known top management consulting firms world-wide. For these assignments S&P provides subject matter expertise in the field of aviation.

Airline

- Lufthansa Cargo
- Sabena
- SR Group
- Air Holland Charter BV
- Air Holland Leasing BV
- Air Namibia
- Aeroflot
- DutchBird Airline
- Condor
- KLM
- V BIRD Airlines Netherlands B.V.
- SCD Aviation

Non-Aviation

- Intel, Inc.
- Ericsson AB
- Panalpina
- Unishippers, Inc.
- Perot Systems

Airport

- Flughafen Frankfurt – Hahn
- Fraport AG
- Prescott Municipal Airport AZ

Aviation

- Boeing, Inc.
- Aviall, Inc.
- Riege Software International GmbH
- IUL Software House
- Klüh Service Management GmbH
- AvTrade, Ltd.
- Deutsche Flugsicherung GmbH (German ATC)
- JetSupport Netherlands

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