

Traditional software neglects both modern technology and the need for additional processes to be integrated

The AircraftLogs system is our ongoing effort to improve how data is stored and accessed. The result is a unified system that meets the requirements of several functional areas within the organization. Flight department personnel are not the only individuals who need access to flight data and AircraftLogs addresses this concern.

# AIRCRAFTLOGS.COM

# **One Integrated Solution**

Our goal is to give you a working, sensible solution that not only meets your needs, but exceeds your expectations. AircraftLogs improves your efficiency, with all reporting ready and available with the click of a button.

Our software is designed for maximum user functionality—no toggling between multiple screens, or closing out frustrating popup screens. It is easy to use, pleasing to the eye and puts you in control, determining who has access to the data—and to what degree they are able to get into the system.

Security, usability and all reporting capabilities are built into one system. Our team of experts have paved your individualized Roadmap to Success.

## **Our Approach to Success**

- > Understand Your Existing Process | Every company has unique scheduling, management and reporting processes, which have grown over time. Understanding what exists today is the key to maximizing your improvements.
- Establish a Timeline | Taking into account all pertinent details, (i.e. customizations and goals) a timeline is established for implementation. This is reviewed and approved by both the client and AircraftLogs.
- Focus on Your Key Areas | Creating a "definition of success" is the best way to achieve a smooth transition. Identifying your goals ensures you have a balanced approach and also focuses your team on the tangible outcomes, creating a successful implementation. This also allows the software rollout to achieve each goal as quickly as possible.
- Measure Results | Each implementation is different. Timelines vary, depending on your size and your goals. At your request, we'll work with you on-site to review your results, discuss customized solutions, or reinforce training. In every case, we establish a checkpoint to review progress, evaluate benefits and adapt accordingly. We ensure your needs are met.

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# O V E R V I E W

# AircraftLogs Software

Our integrated database allows you to connect directly to your flight department, providing direct access to the data you and your company need, making those time-consuming, complicated processes a distant memory. While we built our system around corporate compliance, you are still able to get the data you need, presented in standardized reports, with a simple click of a mouse. Rest assured that as regulations change, AircraftLogs will continue to provide updated information and reporting.

# **Scheduling Features**

- > Schedule flights from one screen
- > Add, merge, delete legs with one button
- > System-driven data security and privacy
- Accurate and pertinent information to run your flight department
- > Remote Access without VPN or Citrix® connection

# **Tax & Accounting Features**

- Simplified compliance reporting for down-stream departments
- > Comparison of all four disallowance methods
- > Specialized screens for financial users
- > Weekly/monthly emails of key reports
- > User-defined flight & expense categories

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# A Variety of Solutions. Powerful Results.

From initial assessment, development, testing, deployment and training/transition activities, these solutions can increase operational efficiency, improve processes and provide innovation that transforms your business for a competitive edge in the marketplace.

The sky's the limit.

# 01 | STANDARD/CUI SOLUTIONS

# 02 | ADVANCED OPERATIONS

# 03 | BUSINESS PROCESS SOLUTIONS

#### Characteristics

- > "Out of the Box" Use
- > 1 3 Aircraft
- > Low Passenger Volume

Standard/CUI Solutions are for small flight departments that want an "Out of the Box" SaaS product that is easy to implement. We provide a Quick Implementation and Training approach for Flight Departments that have 3 or fewer aircraft and 2 - 3 power users. We can assist you with data conversion and software training, with our experts on call to help with any specialized needs.

#### Features/Benefits

- > Quick Implementation
- > Ease of Use
- > AircraftLogs Best Practices Process

#### Characteristics

- > Specialized Business Processes
- > High Passenger Volume
- > Corporate IT Requirements

An Advanced Operations Solution is for large or complex flight departments. We start with our Best Practices Model and design an optimal solution using our SaaS software. The final solution can be customized to achieve your desired results. We help improve the operating efficiency of your flight department PLUS the interfacing corporate functions such as Tax, Accounting, Legal or Human Resources.

#### Features/Benefits

- > Customized Business Processes
- Multiple Corporate Requirements Shuttles, Reservations, Requests
- > Multiple Types of Aircraft

#### Characteristics

- > Customized Expense / Tax Reporting
- > High Touch Customer Service
- > Trip Sheet Processing

Business Process Solutions provide various corporate functions with customized reporting that helps reduce the burden of accumulating and reporting flight data. These functions can include tax calculations, financial reporting or other operational items such as fuel burn and expense analysis. We capture your flight details and expense data, then customize reporting packages which we deliver based on your predetermined reporting cycles.

#### Features/Benefits

- > Reduction in Department Workload
- > Customized Compliance and Tax Reporting
- > Reduced Corporate Overhead and Risk

# A Compliance-Driven Business Process Solutions and Reporting Option for Company Management

#### Standard reporting in AircraftLogs includes:

- > Tracking aircraft utilization, business purpose and passenger travel
- > SEC reporting of NEO personal use and incremental costs
- > Payroll-ready SIFL calculations for IRS fringe benefit reporting
- > IRS Entertainment Disallowance Calculations and Comparisons
- > Time Sharing Agreements (TSA) and Federal Excise Tax Calculations
- > Flight by Flight Expense Tracking

# **BUSINESS PROCESS SOLUTIONS**

# AircraftLogs Provides Control over your Corporate Aviation Data

For most companies with corporate aircraft, their finance functions and/or their aviation departments often assume that aviationrelated SEC and IRS reporting requirements are being handled properly and all necessary disclosures are made. While it is entirely possible this is true, many companies are unsure of what/how to comply. The regulations are complicated, and these companies risk reporting failures related to SIFL income, IRS expense disallowance, or SEC proxy disclosures. Failure in these areas could result in penalties, audit issues, or negative publicity.

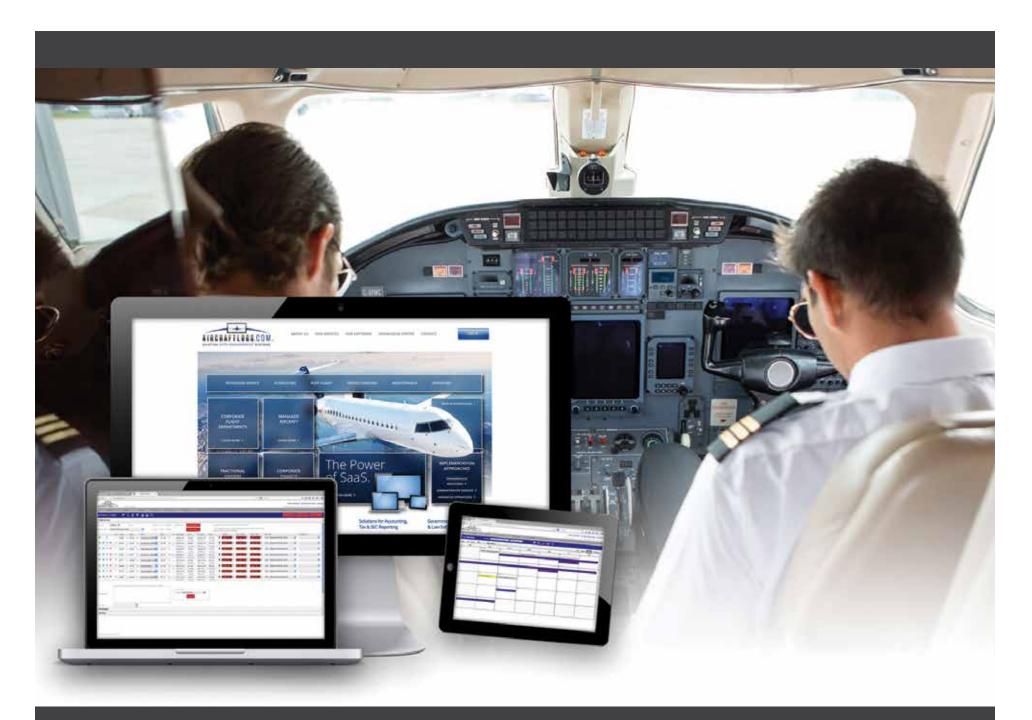
AircraftLogs works with its clients to create a process to capture and manage your aviation data using our proprietary, industry leading software. Our Business Process Solutions offer compliance-driven reporting solutions and aviation accounting disclosures tailored for company management, shareholders and regulatory agencies.

# AircraftLogs offers High Touch Customer Service

Our staff provides expertise to manage the flow of your flight and expense data. Your information is handled confidentially, according to your custom reporting needs and internal accounting requirements. These details may include the following items:

- Aircraft Leases
- Aircraft Time Sharing Agreements
- Internal Invoicing, Departmental Chargebacks & Project Codes
- SIFL Imputed Income and Expense Disallowance
- Personal use of Company Aircraft by a Named Executive Officer (NEO)
- Employing an Aircraft Manager for Charter Use
- Sublease of your plane to an Aircraft Manager for Charter Use

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# **BENEFITS OF Saas**

Short for "Software as a Service", SaaS is a software delivery method that provides access to software and its functions remotely as a Web-based service. SaaS allows your personnel to access AircraftLogs at fraction of the cost of internally-developed software. Also, because AircraftLogs is Web-based, your company doesn't need to invest in additional hardware. SaaS removes the need for IT organizations to manage a software installation, set-up or periodic maintenance upgrades.

Historically, aviation software was purchased and installed on your computers. As the Internet grew, software vendors offered to host your installation on their remote computer, and your team would connect with that remote computer(s). SaaS gives you a better alternative. You can simply access AircraftLogs from any device with a browser. The SaaS model has flourished in recent years because of the many benefits it offers. Here's what's driving our clients to take advantage of our SaaS solutions:

### Easy to Use

SaaS applications are available from any computer or any device any time, anywhere. Because most people are familiar the Internet, AircraftLogs has a high adoption rates, with a lower learning curve.

# **Industry-Leading Features**

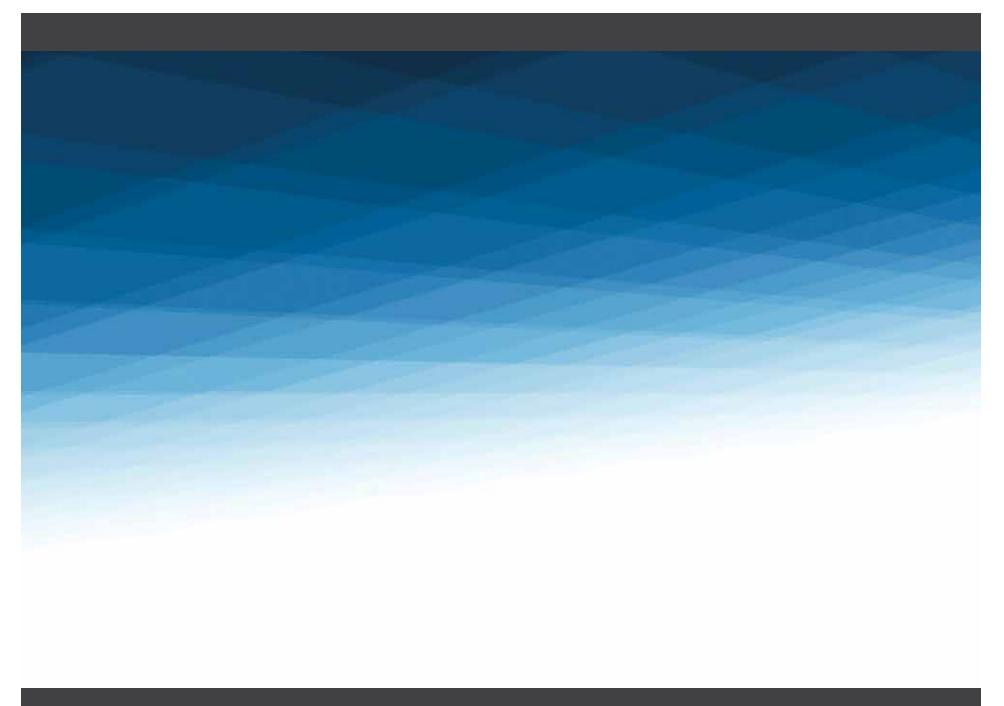
AircraftLogs is market-driven. Our expanding client base provides us with a continuous stream of ideas for time-saving features and valuable capabilities. As we enhance the software with these new capabilities, they become available to you.

# Seamless, No-Cost Upgrades

Because AircraftLogs manages all updates and upgrades, there are no upgrades for you to download or install.

# **Effortless Integration**

If you utilize our Standard/CUI solution, there are no IT integration efforts required. Once our office configures your solution, you can begin using AircraftLogs after a short training session. If you require our Advanced Operations solution, we handle all of the customizations. There's no new IT infrastructure or installation required. We still recommend you involve your IT department in your software selection, but we make it easy for them!



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