



# ENTERPRISE COST REDUCTION

Cost management is fundamental to success in the aviation industry.

Seabury Consulting recognizes the required role and importance of cost management as fundamental to success in today's aviation industry. Seabury Consulting works closely with airlines of all sizes to achieve levels which right-size costs and can deliver dramatic cost reductions where necessary.

Commitment to continuous cost improvements distinguish successful carriers from their competitors. Seabury Consulting's rigorous analytic capabilities, coupled with unparalleled industry knowledge, can help prepare airlines for a variety of financial challenges and provide a competitive edge.

We have worked with diverse clients worldwide to design and help implement comprehensive cost reduction programs as well as targeted efficiency improvements within specific functions. Our help driving operational, labor and staff efficiencies has reduced expenses while improving service. This has enabled clients to drive significant incremental savings into areas such as procurement practices.

## KEY AREAS OF FOCUS

- **COST & PERFORMANCE BENCHMARKING:** comparing client cost and efficiency to market best practice across all cost areas
- **OPPORTUNITY IDENTIFICATION:** developing improvement initiatives and detailed planning alongside management teams
- **DELIVERY ASSISTANCE:** getting the money in the bank by working together with client teams to realize savings
- **NEGOTIATION SUPPORT:** identifying unfavorable contract clauses & most leveraged negotiation points; developing negotiation strategy, modeling negotiation outcomes and direct negotiations

Seabury Consulting is a recognized leader in optimizing costs across the entire spectrum of airline cost areas, including:

- **FUEL**
- **MAINTENANCE (MRO)**
- **AIRCRAFT OWNERSHIP**
- **PILOTS AND CABIN CREW**
- **GROUND HANDLING**
- **CATERING**
- **PROCUREMENT AND SUPPLY CHAIN**
- **AIRPORT AND NAVIGATION CHARGES**
- **PRODUCT, MARKETING AND LOYALTY**
- **SALES & DISTRIBUTION**

## **OVERHEAD**

Seabury Consulting has helped major and medium-sized airlines achieve dramatic cost reductions. We have worked with diverse clients worldwide to design and help implement comprehensive cost reduction programs as well as targeted efficiency improvements within specific functions. Our help driving labor and staff efficiencies has reduced expenses while improving service. We have helped clients make

significant incremental savings in their procurement practices. Our rigorous analytic capabilities, coupled with unparalleled industry knowledge, can help prepare airlines for diverse financial challenges and provide a competitive edge.