



**Evolve** 

Fuel Management





# Fuel Management

**Thank you** for your interest in our Fuel Management Program. Evolve is an independent, non-traditional consultancy company based in the Netherlands. One of our specialties is our Fuel Management Program.

According to IATA, average fuel savings of 5% are achievable for most airlines. A conclusion based on an assessment with returns from over 100 airlines. Granted, many of those airlines have established programs to reduce fuel consumption and, with that, their fuel bill. This means that some of the low hanging fruit may have been harvested already.

“A holistic approach is key”

Complete transparency is needed to really understand whether the millions of kilos of fuel burned can be justified or whether there might still be ways to reduce fuel cost. It is essential that all concerned departments understand and believe that fuel savings can be achieved. Commitment across the entire organization and team play are necessary elements to meet the corporate goal.

“Reducing total cost instead of only fuel cost”

Our experts have extensive experience as pilots, operational- and fuel efficiency managers in aviation. We can partner with your airline’s team, offering expertise and guidance to take the next step in working more efficiently with fuel, conserve fuel and reduce emissions. We aim not only to reduce your fuel bill but to reduce your overall total cost. And most importantly, we never compromise on safety in our program.

We will be delighted to arrange for a presentation of our program and an estimate of savings for your airline.

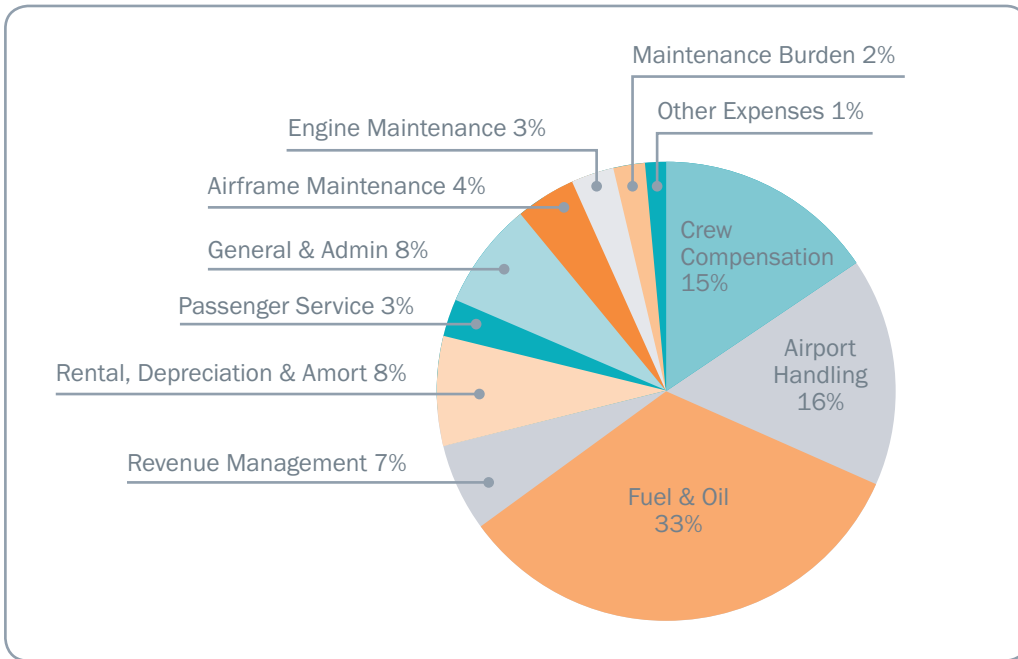
*Richard Helsdingen*  
*Partner and Head of the Fuel Management Program*  
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# Why conserve fuel?

**Fuel consumption** is one of the main components of the Direct Operating Costs of an airline. The cost of fuel generally accounts for 25% to

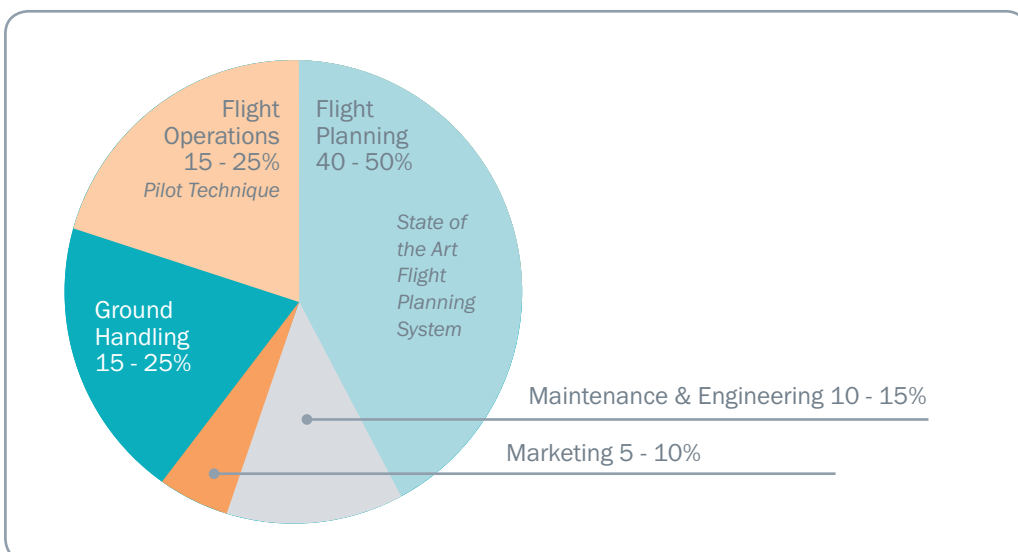
40% of the total operating costs. Managing fuel consumption is therefore of utmost importance because it has a direct effect on profits.



**Airline Total Operating Cost**  
Source: Boeing, IATA airline cost conference 2015

**The biggest environmental aspect** of an airline is the burn of fuel. Reducing fuel burn will have a direct effect on the reduction of the CO2 footprint and that of other harmful gasses.

For airlines considering qualifying for an environmental certificate (like ISO 14001) or the continuation of it, it is very important to keep finding new fuel savings initiatives.



**Fuel Efficiency Best Practices**  
Source: IATA airline cost conference 2015



## Our unique program

- We start our work with your airline's team by expressing the commitment to save fuel
- Then, perform a comprehensive meeting to understand your company's goals
- Together we formulate a plan to achieve those goals
- And, we support you all the way to make it happen

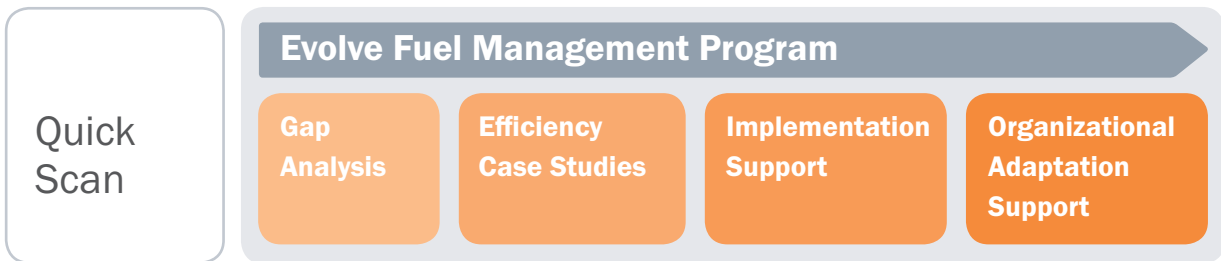






**We have developed** a structured 5 step modular airline fuel efficiency program. The advantage is that you have the flexibility to conduct

each step as a separate module and decide to continue to the next step only if expected efficiency justifies the benefits\*.



**1 Quick scan**

This is a benchmark of your efficiency against best practices in the business.

**2 Gap analysis**

This analysis compares over 100 fuel efficiency initiatives within your planning & dispatch organization, flight operations, ground operations, engineering & maintenance activities and more.

**3 Efficiency case studies**

The most promising initiatives out of the gap analysis may warrant a case study with the objective to justify the investment, risks, time, training, effort etc. needed for implementation.

**4 Implementation support**

The promising initiatives that pass the case study need to be implemented in an effective way. This is critical for the delivery of the intended benefits. The support covers complete project management for implementation like the development of the process, procedures, training, communication, performance indicators and more.

**5 Organizational adaptation support**

Adjustments may be needed to your organization to complete the PCDA-cycle for the control and continuous improvement of processes related to fuel management. This support covers aspects like fuel policies, adherence to rules and regulations, documentation, monitoring of compliance/adherence to fuel related operating procedures, tracking benefits of implemented initiatives, automated (IT) fuel dashboards, management reviews and more.

\* Modules may run in parallel.



## What about the cost?

**Our Quick Scan** is free of consultancy costs. We only require compensation for our (travelling) expenses. These will be rebated if decided to continue with our program.

Pending the outcome of the Quick Scan we will make a personalized offer to our clients for the applicable modules of our fuel management program.

## Safety and Compliance

Our Quick Scan is based on the “No cure - No pay” principle

**Due to our extensive experience** as pilots, operational and fuel efficiency managers in aviation we understand very well that all fuel related issues are directly related to the safe operations of an airline.

During every step of the program safety and compliance to regulations have high priority and are always considered.

“We never compromise on safety”







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