



## Case study - Reducing maintenance costs

### Major European Airline Reduces the cost of Line Maintenance

#### Client

##### Fast Growing Regional airlines provider

- Flying 5.5 million passengers a year across European routes
- A growing fleet approaching 100 aircraft

#### Approach

Issue: Fragmented supply chain, no long term strategy investment programme. Introduce contingency plan in case of supplier failure

Worked with Engineering Director & Head of Outsourced Maintenance to build 5-year supplier strategy (£35m+ contract)

Reviewed SLA/KPI requirements to address service issues affecting OTP and despatch reliability

Specified and ran RfP process to set up three new bases and re-negotiated expiring contracts to align with new 5 year strategy

Identifying savings | Delivering savings | Maintaining savings

Procura Consulting Ltd 99 Bishopsgate London EC2M 3XD +44 (0)203 693 7275  
info@procuraconsulting.co.uk | www.procuraconsulting.co.uk

## Results

- Contingency plan to mitigate against registered business risk of failure of outsourced Light Maintenance supplier
- Established and let SGHAs at 3 new bases - reduced cost measured by cost/departure
- Revised strategy for ARN (white-label operation) to cover tech a/c at unmanned down-route stations at marginal cost
- SRM strategy introduced to improve KPI monitoring, improve OTP and despatch reliability
- Introduced blue-print to set-up and stand-down outsourced Line Maintenance facilities for both Flybe mainline and white label operations (e.g. INV, BSL)

*“Procura took our Line Maintenance contracts to market which enabled us to tailor the service to our needs, improve services and Supplier Relations and reduce the costs”.*

Head of Contracted Maintenance



We are specialists in procurement cost reduction. Our consultants work closely with all kinds of organisations to improve their profitability through identifying, delivering and maintaining savings in procurement expenditure. A relentless focus on bottom-line results combined with our deep supply-market knowledge ensures that spend is optimised – and stays optimised.

- Our team has achieved over £20m in savings
- Projects are self-funding with no risk for clients
- We work closely with your people to embed best practice
- Our unique spend intelligence service ensures ongoing savings

Identifying savings | Delivering savings | Maintaining savings

Procura Consulting Ltd 99 Bishopsgate London EC2M 3XD +44 (0)203 693 7275

info@procuraconsulting.co.uk | www.procuraconsulting.co.uk