PRATT & WHITNEY CANADA

NEW TECHNOLOGIES AND P&WC Innovations now at the service of humanitarian aviation

10th Global Humanitarian Aviation Conference

October 24, 2018

Ismael Rihssa Zakary
Director, Aftermarket Services (EMEA)
Pratt & Whitney Canada

A United Technologies Company
More than 75% of fixed-wing aircraft used for humanitarian flights are P&WC-powered.

P&WC HUMANITARIAN AVIATION SERVICE PROGRAM
HIGH VALUE SOLUTIONS AND COST GUARANTEES THAT ELIMINATE PRICE UNCERTAINTY

>50,000 hours in 2017 across various P&WC Powered platforms
P&W HUMANITARIAN AVIATION SERVICE PROGRAM
HIGH VALUE SOLUTIONS AND COST GUARANTEES THAT ELIMINATE PRICE UNCERTAINTY

* As per P&WCSMART program applicability details

GLOBAL HUMANITARIAN AVIATION CONFERENCE | OCTOBER 2018

Comprehensive program providing higher value to the humanitarian aviation community

P&WCSMART
Humanitarian
Up to $50K and 40% LLP discount
SMART exchange
Fleet rejuvenation

Oil Analysis Technology
Free enrollment
FAST Solution
Enrollment program support

MRT Humanitarian Hours Bank
100 annual MRT hours pool
@ LL50%
Remote base MRT

Humanitarian Engine & APU M&O
2 annual operators’ M&O included

P&W NEW SUPPORT STRUCTURE FOR AFRICA
INCREASING LOCAL PRESENCE AND DEPLOYING NEW SERVICES

N/Western Base
LOCATION TBD

Parts
FAST TRACK REWORK

CFIRST OFF-WING SERVICES

Rental Engines

Off-Wing Support

Existing locations

Southern Africa Base

Eastern / Central base

Kenya Hub
PRATT AND WHITNEY CANADA DIGITAL ENGINE SOLUTIONS

P&W C FAST: TECHNOLOGY AT THE SERVICE HUMANITARIAN AVIATION
HIGH VALUE SOLUTIONS AND COST GUARANTEES THAT ELIMINATE PRICE UNCERTAINTY

Availability

AOG Return to Service

Advanced Analytics

Accurate Planning

Complete Automation

Performance Sustainability

Cost

CAMP

EHM

Propeller Vibration

Advanced Analytics
P&W CANADA DIGITAL ENGINE SOLUTIONS

TRENDING: DPHM & FAST

AD HOC: BORESCOPE

Oil Wetted Components Health

SHOP VISIT
HIGH VALUE SOLUTIONS AND COST GUARANTEES THAT ELIMINATE PRICE UNCERTAINTY

P&WC OIL TECHNOLOGY: MAINTENANCE DECISION OF THE FUTURE

TRENDING: DPHM & FAST

AD HOC: BORESCOPE

TRENDING: P&WC OIL ANALYSIS

Avoid major unscheduled events / Reduce shop visit cost / Enhance predictability
P&W NEW TAILORED SOLUTIONS
INCREASING LOCAL PRESENCE AND DEPLOYING NEW SERVICES

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P&W NEW TAILORED SOLUTIONS
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Kenya Hub Caravan:
New In-Region “On-Wing” subscription package

Current Solutions:
- Fleet Enhancement Program (FEP)
- P&WCSMART - HSI Capped Program

Exploring New Solutions:
- SMART Lease
- Engines Sale & Lease-Back
- SMART Maintenance Programs (additional)
- Aircraft Re-Marketing Support
- Lessor Re-positioning Support Program

Re-thinking engine lease solution for mature Aircraft
P&WCSMART ENGINE SOLUTIONS*
HIGH VALUE SOLUTIONS AND COST GUARANTEES THAT ELIMINATE PRICE UNCERTAINTY

- HOT SECTION PARTS CAPPED COST PROGRAM
- OVERHAUL PARTS CAPPED COST PROGRAM
- FLAT RATE ENGINE EXCHANGE PROGRAM
- DISCOUNTED FLEET ENHANCEMENT PROGRAM
- Q100 LIFE-EXTENSION AIRCRAFT INCENTIVE

- FLAT RATE ENGINE EXCHANGE PROGRAM
- FLAT RATE OVERHAUL PROGRAM
- KING AIR 200 ENGINE UPGRADE

* Effective per model applicability and/or availability as per P&WCSMART Program details

ENGINE SERVICE SOLUTIONS
GROWING NUMBER OF TAILORED SERVICES

Engine services with options tailored for humanitarian aviation