



Current State Assessment™

How's the Flight Department Doing? Really?



What's the next level of operational excellence for your flight department? And what's needed to get there? Wouldn't you like to know – *on a totally confidential basis?*

Dozens of business aviation organizations have relied upon Gray Stone Advisors to take a broad and comprehensive look at the entire aviation organization. The end-result is a totally *objective* and *fact-based* assessment of 'how goes it' from one end of the flight department to the other.

Following completion of the **Current State Assessment™**, the aviation organization will have a baseline from which to measure its performance and the effectiveness of risk mitigation efforts. This report provides a reflection point from which progress, change and growth can be measured.

Assessment Benefits

Gray Stone will conduct an on-site assessment, requiring two to three business days. The end result is a report delivered directly to the Aviation Director who will control distribution of the report and determine how it will be used, internally and externally. The Current State Assessment contains information, which:

- ✓ **Reviews the aviation organization** with respect to business aviation industry standards and best practices.
- ✓ **Offers comprehensive feedback** on specific focus areas which, when acted upon, will help elevate the organization to the next level of operating excellence while reducing potential risks.
- ✓ **Establishes refreshed, strategic priorities** for the department and sets the course for the *future*.
- ✓ **Demonstrates to the executive leadership** of your parent company that you are committed to continuous improvement.
- ✓ **Validates or justifies your objectives** and helps win your internal business case.
- ✓ **Identifies the issues** that don't seem to get fixed as well as solutions that work.
- ✓ **Recommends new processes** and/or helps manage existing processes more effectively.
- ✓ **Identifies aviation peers**, compares performance and establishes benchmarking partners and protocols that will serve you well for years to come.
- ✓ **Provides the stimulus and incentive** for the organization to strive for continuously enhanced performance.

A Current State Assessment™ supports the aviation organization's efforts and is a:

- ✓ Vital means of staying abreast of the latest industry developments.
- ✓ Way to show the parent company that the flight department is 'at the top of their game.'
- ✓ Means of quantifying the value of business aviation to the parent company.



In-depth Evaluation

One or more advisors from Gray Stone will work alongside the aviation team to thoroughly review current practices, processes and risk-related areas, including:

- ✓ Daily execution within flight and maintenance operations
- ✓ Duty and rest practices
- ✓ Executive office interface
- ✓ Expenses, invoicing and processing
- ✓ Fuel purchasing
- ✓ Individual development planning
- ✓ Maintenance planning processes
- ✓ Performance reports and metrics provided to senior corporate leadership
- ✓ Safety management system
- ✓ Succession planning
- ✓ Training for professional development and technical skills
- ✓ ... and much, much more

Why have many aviation leaders found the Current State Assessment™ to be so valuable?

Plain and simple: It provides an unbiased, external perspective and a validation of your efforts.

Client Feedback

"[Gray Stone was] able to quickly assess our operation and provide the assistance we so desperately needed. Your consistent presence at the hangar and methodical process used to evaluate the organization were key factors in helping turn this department around. The process, definition and development you brought into the department have played a very important role in reshaping our organization. The service you provide is invaluable and I cannot thank you enough for all that you have done for [our company]. - **Vice President of Business Aviation, Fortune 500 company**

"[Our company] has gone through significant transformation ... and partnering with Jim and his team has accelerated the department's transformational efforts while allowing us to execute on our daily tactical activities. I look forward to our future collaborative efforts with Gray Stone." - **Director of Aviation and Global Resiliency, Fortune 50 company**

"Gray Stone has allowed us to achieve powerful results... [They took] the time to understand the complexity of our company and, through their extensive experience and knowledge, has provided us with a recommendation of a road map to success." - **Senior Manager, Corporate Security, Fortune 50 company**

Want a For-your-eyes-only Assessment?

Please contact Gray Stone Advisors at 1-865-357-5077 or info@graystoneadvisors.com to discuss your specific situation and schedule. After a thorough discussion of your firm's particular needs and requirements, we will be pleased to provide you with pricing and timing.