



## VZM Management Services

### Company profile

VZM Management Services, started in 1996, is widely recognized in providing change leadership, interim executive management, and business development advice to the aviation industry from their headquarters in the Netherlands. VZM has a broad international customer base, among which are MROs, airlines, OEMs and other aviation suppliers. It has been typically hired for Turnaround, Performance Improvement, Start-up support, and Strategy or Business Development projects.

VZM was founded in November 1996.

VZM publishes the annual *Market Outlook* for its customers, business contacts and VZM Newsletter subscribers.

### Project summary

Following is an overview of projects performed by VZM Management Services. Many of them were a combination of interim-management and consultancy support.

- Start-up of a Low-Cost Carrier
- Merger of airlines including project management
- Turnaround management, taking executive position at MROs
- Renewed airline business strategy and performance improvement
- Improve airlines' operational performance and of departments like OCC, Ground Ops, Maintenance
- Benchmark aircraft maintenance programs and performance
- Professionalize marketing and sales of MROs
- Redesign of purchasing architecture at airlines
- Professionalize marketing & sales of MROs
- Redesign of intercompany processes and work distribution with main customer of a cargo handler, aimed at improving mutual efficiency and costs
- Organizational assessments and successful reorganization of MROs
- Merger of the technical departments of sister airlines
- Improvement of management information at airlines and MROs
- Feasibility study for the integration of technical departments of an airline and one of its regional subsidiaries
- Organizational improvement of an aviation supply chain management company
- Engine shop interim management including introduction of a new engine type
- Successful startup of manpower agency subsidiary, and develop new strategic plan parent
- Support for surplus stock sale
- Development of strategic plan to enter PMA market
- US market analysis to support investment decision in MRO
- Participation in the due diligence at several aircraft maintenance organizations
- Development of business plan and investment case in Greenfield MRO facility
- Support development of a maintenance business park

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