

**Aircraft records for 10 A319s inspected on the internet pre-sale.
Pioneering use of technology by Waviatech and SH&E to aid the due diligence process.**

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Waviatech, a London Gatwick based company, were recently awarded the contract to scan the entire historical records for 10 ex-Northwest Airlines A319s in Marana, Arizona. The contract was awarded by Simat, Helliesen and Eichner, Inc. (SH&E) of New York acting on behalf of the owner.

“The fact that each aircraft was imminently being sold at auction meant that we had to facilitate the inspection of the records for interested parties from around the world. Waviatech offered a solution whereby they could provide simple, secure and fast online access to the records the day after the aircraft was scanned” says Gary Weissel, Vice President, SH&E.

“The project got the go ahead on a Wednesday night with one of our project managers arriving on site on the following Friday morning. Over the next 10 days, staff from Waviatech and SH&E worked to get the records prepared, scanned and uploaded online for access by potential clients for the aircraft” continues Karl Scanlon, Director, Waviatech.

The process involved the clever use of the internet and Waviatech’s technology for managing aircraft records which is called Stream. Each set of records was categorised, indexed in Stream and bar-coded in preparation for scanning. After scanning, the entire set of indexes and scanned images for one aircraft were sent overnight via a high speed internet connection back to Waviatech’s head office in London to be processed by optical character recognition (OCR) software to enable text searchability. The final step was to put the records online.

“We managed to scan, index and complete one aircraft per day so that by the end of the 10 day project, we had the tenth and final aircraft finished and available online the day after” says Godfrey Ryan, Sales and Marketing Manager. “From the first day we had aircraft number one online, we could track activity from all over world, there was huge demand to see these records and those people who were given access could easily browse the records using the Stream Online functionality”

For the first time, the complex nature and inherently large volumes of aircraft records no longer means that actual physical inspection of records is required. Using Stream, it is possible to allow multiple users have discreet access to the records from the comfort of their own PCs anywhere in the world using either Stream Online or a Stream CD, DVD or hard drive. In this case, the simplicity of the access meant that both time and money were saved as technical staff did not have to travel to Marana to view the records.

About Waviatech

Waviatech specialise in aircraft and engine technical records, providing digital records solutions using the most advanced technology and systems available today. Stream has been developed by Waviatech to be the world's most intelligent solution to manage digital images of aircraft records where the original source is paper, microfilm or extracted from CD containing PDF.

To date, records for over 75 aircraft have been captured in Stream with 18 of these completed for aircraft whose records were solely contained in microfilm format. Waviatech also provide a number of services including a global records capture/processing service, aircraft technical records audits and aircraft inspection services.

About SH&E

Simat, Helliesen and Eichner, Inc. (SH&E) was formed in 1963 to provide management assistance, expert counsel, and research supporting the strategies, operations, economics, and finance of airlines and aviation-related industries. Committed to objective analysis, extensive in-house industry expertise, and responsive client service, SH&E has delivered consistent consulting and advisory value, managing more projects than any other consulting firm of its type.

SH&E has performed more than 5,000 assignments for hundreds of airlines, airports, manufacturers, governments, international agencies, and the financial community in all parts of the world. This wealth of experience gives SH&E a unique understanding of the problems and challenges faced across the global aviation industry.

SH&E also represents the Flight Safety Foundation and is a formally accredited IOSA Audit Organization (AO) for IATA. Additionally, in 2004 SH&E added the Center for Airport Management to the firm, specialists in airport concessions planning and management. SH&E maintains major offices in New York, Washington, Boston, and London.

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