

CASE STUDY:

CMIG Aviation Capital

– Gregory Cumming CTO

A modern asset management system, delivering efficiencies in aircraft lease management to maximise return.



Overview

Ireland is the global centre for Aviation Leasing, and the future for the rapidly growing industry looks bright. CMIG Aviation Capital are part of the larger Chinese owned China Minsheng Investment group with offices in Beijing and Shanghai and in recent years have expanded to have a leasing hub based out of Ireland. CMIG Aviation Capital, when establishing in Dublin took on the task to identify a best in class asset management software partner to help them manage their fleet & maximise asset value.

Putting in place an asset management system was one of the key programmes required by the team for proper management of the aircraft assets.

Mr Cumming, CMIG Aviation Capital's CTO, conducted a comprehensive process of defining their requirements for their technical, contracts, finance, risk & commercial team, and then commenced a robust evaluation process with several legacy providers in the market and newer market entrants.

Having reviewed a number of systems in the market, CMIG chose the **cloudcards Asset Management** and **CARDS®** transitions/record storage as their exclusive comprehensive platform.

cloudcards breadth of both aviation and software experience, appealed strongly to CMIG. According to Mr. Cumming, the key drivers for CMIG Capital Aviation in selecting **cloudcards**, were their capabilities of their teams, the ability to listen to CMIG's current and future requirements, and the ability to follow through on their commitments.

The standout features when selecting the **cloudcards Asset Management** system were the depth of functionality, ease of use & navigation, a cutting-edge design and a cloud-based system.

Mr. Cumming notes that

“The cloudcards team consistently went the extra mile to ensure that the overall process minimised any disruption to the CMIG business and overall we felt cloudcards are a partner that we can trust to deliver”.



The Challenge

As a lessor with a growing fleet, CMIG's CTO Mr Gregory Cumming, recognised the need for a full comprehensive system with comprehensive reporting capabilities to manage CMIG's growing aircraft portfolio.

"A key requirement was to start off on the right foot with an asset management system that had all the necessary functionality and the capability to scale into the future needs of the organisation."

The set up and onboarding

cloudcards expertise allowed for the set-up process to be straight forward for CMIG. A comprehensive training programme was agreed, and the **cloudcards** team conducted on-site training with each of the teams across finance, legal and technical areas. This training was followed by the onboarding of aircraft on the system. This was initially conducted by the **cloudcards** teams and then in parallel with in depth onboarding training. **cloudcards** followed this up with several onsite refresher training sessions.

System customisation

After a number of months using the system, CMIG identified some business-critical requirements asked for some additional pieces of functionality to be added to the platform. **cloudcards** worked with the CMIG team on this and quickly added this functionality to meet the CMIG's needs.

Additional services

For CMIG there were two additional requirements that were essential, firstly a tool to manage, store and share critical technical documentation digitally and secondly, the ability to access contractors to carry out pre-purchase or midterm inspections.

The solution

As well as purchasing the **cloud Asset Management** solution, CMIG also chose to use the **CARDS®** platform across their fleet to manage the aircraft records and inspections. Mr Gregory Cumming, CTO stated "*there were two things that made **cloudcards** solutions stand out over other competitors in the market place, the **CARDS®** product for aircraft transitions and the ability to contract pre-purchase/midterm inspections and have the data put direct into the system*".

Today, CMIG Aviation Capital has access to critical reporting insights that allows them to maximise the return on their assets. "*The reporting capabilities of the **cloudcards Asset Management** system gives a depth of insight, to ensure a comprehensive view of the asset through its lifecycle*" says Mr Cumming, CTO.

An additional critical element to ensure a smooth rollout was training. Detailed, comprehensive training was provided to all contractors and employees. The reaction internally to the **cloudcards Asset Management** system has been extremely positive as a result.

