

Subject: Avionics check in

From: Collin Heller <collinheller@cpmil.com>

Date: 08/09/2024, 22:11

To: Forrest Colliver <f.colliver@aerospaceedge.com>, Lee Carlson <l.carlson@aerospaceedge.com>

CC: Richard Apps <richardapps@cpmil.com>, Joanne Zhang <joannezhang@cpmil.com>

Hi Lee and Forrest,

Hope you both are doing well. Apologies for the weekend email, but I was wondering if could we please have a call on tomorrow (Monday) at our usual time (2pm UK)?

Joanne and I have been going through the Overleaf this weekend to update sections, but I cannot see in the document any changes to any other sections since last Tuesday.

I am concerned about our ability to finish this report by Friday. Can we please discuss the plan of what needs to be done and how we are going to finish this?

I see the following actions as still being required:

Model:

- Review main model output from Joanne and suggest any changes as needed (Aerospace Edge)
- As we are modelling from 2018 to show a comparison versus COVID, I feel there also needs to be a COVID adjustment to the aftermarket which we need to agree (together)
- Market share analysis (mini model) (Counterpoint)
- Review market share analysis (Aerospace Edge)

Profiles:

- Update figures to match mini-model (Counterpoint)
- Update Counterpoint commentary (Counterpoint)
- Review by SMEs (Aerospace Edge)

Report:

- (Chapter 8) Discussion of buying processes for different groups, what they value and how they make decisions (airlines, freighter conversion, biz jet, etc)
- (Chapter 8) Update UAS section (Counterpoint)
- (Chapter 11) We have a retrofit/upgrade section and an aftermarket section that seem to be saying very similar things; we need to somehow reconcile this into a more coherent structure
- (Chapter 11) Add list of upgrade programmes per email sent to Forrest/Lee (Counterpoint)
- Other items we have discussed:
 - Take-up of HUDs among airlines (Aerospace Edge)
 - Single pilot operations (freight) (Aerospace Edge)
- Update tables and figures in report (Counterpoint)
- General review for out of data references (some specifics below)
 - Chapter 14
 - 12.7 (needs to be merged with M&A section)
 - 13.7
 - Chapter 15
- Counterpoint review and comment of all writing

Executive summary:

- Agree key points/trends from the analysis (together)
- Review writing

Many thanks,

Collin

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