

## Custom Solutions, Tailored to Your Business Needs

AviaGlobal Group's global presence enables us to deliver customized programs and support, meeting aerospace-specific client business needs, objectives and exceeding client expectations.

### Worldwide Connectivity, Network

Expert presence and participation in the key aerospace centers of Toulouse, Phoenix and Washington DC and leading associations such as RTCA, EUROCAE, SAE, AEA and when needing key, experience-based presence, advocacy and advice.

### Client-Centric Support Options

#### Long-Term

Providing ongoing representation of your interests as member participants at industry standards activities, industry events and meetings, or customer-facing presence with established or prospective customers.

#### Project-Based

Supporting challenges on recurring or one-off basis, such as proposal development, analysis of a business opportunity or the evaluation of a new product consideration.

#### Solution-Focus

Needing to launch a new solution or reinvigorate a legacy product, market or service? AviaGlobal Group can provide assistance with roadmap development through product launch planning and execution guidance.

### Web Site Creation, Optimization & Support

Providing unique industry-specific knowledge in the developing websites and specific target media marketing plans, execution, feedback, such as email campaigns, press release services. Delivering industry-targeted, solution-specific www imaging, with contemporary, informative and engaging presence.

Attracting, informing, coordinating information campaigns or transactional e-commerce; providing active, up-to-date content with advanced SEO and security to meet the challenges of online communication.



## Contact Us

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**AVIAGLOBAL GROUP**  
INSIGHT. ACTION. ADVANTAGE



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Phoenix—Grand Rapids—Toulouse



**Airspace**



**Avionics**



**Collaboration**

## Experience, Agility, Global Coverage



### Hal Adams

Co-Founder, Managing Member  
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Hal Adams has over 40 years of civil and military aerospace experience. He is the Managing Director & Co-Founder of Aero Business Development LLC (ABD),

specializing in business development and strategies support, with emphasis in avionics.

In 2008, Adams partnered with Accord Software & Systems to found Accord Technology, a leading supplier of Global Navigation Satellite Systems solutions. As COO of Accord Technology, Adams was responsible for the creation, start up and day-to-day operations, during which Accord Technology achieved FAA approval for the industry's first advanced GPS sensors used in ADS-B and precision approaches.

### Lee Carlson

Co-Founder & Managing Member  
Marketing & Sales Lead

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Lee Carlson is Co-Founder, Managing Partner, ADS-B Global, LLC, and a recognized leading avionics knowledge provider, helping clients in understanding, implementing and preparing for worldwide air traffic modernization.

Mr. Carlson brings product development, sales, marketing and technical expertise to AviaGlobal Group. With a strong, customer-centric focus on market analysis and product conceptualization, Carlson draws on his background with L3 Technologies, Smiths Aerospace (now GE Aviation) and The Boeing Company where his career has included roles in sales, marketing, project management, alliance management and engineering.



### Forrest Colliver

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Forrest Colliver is President & Founder of AeroNextGen Solutions SAS, a leading source

of subject-matter expertise in airborne and ground-based communication, navigation & surveillance systems and operational aspects of global ATC modernization programs. He brings to AviaGlobal Group a broad background in the application of technology, strategic planning, program management and business development disciplines to the deployment of avionics and air traffic management systems.

Mr. Colliver's career in aerospace spans more than 30 years, having lived and worked in both the US and the European Union. His success in solution-oriented business development derives from application of his strong engineering core capability with his extensive business background to focus on taking ideas from conception to implementation. Mr. Colliver combines personal dedication with team focus to produce the desired operational result.

# Manned & Unmanned, Civil & Military Aerospace Business Expertise



**Whether your growth strategies include product development, market expansion, merger and acquisitions, organic growth web development or outsourced expertise, let AviaGlobal Group advantage help focus your organization's roadmap for success.**

From product and market development, business and operational analysis to online presence and awareness, AviaGlobal Group provides unique expertise to the aerospace industry. The principal leaders are a team of seasoned professionals with demonstrably successful track records, including engineering, sales and marketing, M&A, business and operational development and corporate level executive insight. Collectively, the principals leverage their professional networks and knowledge base, providing added value and depth as needed for solutions to client challenges. AviaGlobal Group offers affordable, exceptional, insight through partnership in developing and enhancing your products and realizing your business' potential.

In-depth experience combined with proprietary tools and data, AviaGlobal Group will help you evaluate fleet and market potential for your business roadmap and product line. AviaGlobal Group's "Innovation Roundtable" on-site seminars facilitates discovery, developing product ideas from your own talent pool or revitalization of legacy solutions. We offer decision point structure creation and execution, product business case support; and we provide guidance enabling effective program management and product development structures; all designed to support your business growth objectives. AviaGlobal Group's breadth of experience can also help refine Bid / No Bid decision-making.

## Services

### Mergers, Acquisitions and Personnel

- Facilitating, engineering acquisitions, divestitures & mergers
- Unbiased, arms-length evaluations and recommendations
- Talent and expertise identification and recruitment

### On-Site Services

- Innovation Roundtable™
- Proposal Development
- Opportunity evaluation
- Strategic Planning

### Resources

- Proprietary fleet, Part145, STC and key contact databases
- Access to extensive network of experts

### Representation & Relationship Building

- Business development, sales & marketing presence, expanding reach, footprint
- Worldwide access to industry activities and forums
- Your eyes, ears and interests at conferences, events and briefings
- RTCA / EUROCAE / SAE / AEA standards entities access

### Online services

- Domain-centric website creation, support
- SEO and security review and enhancement
- Email campaign development
- Press and media targeted communication