

## Custom Solutions, Tailored to Your Business Needs

With a global presence, AviaGlobal Group is uniquely able to provide customized programs and support to meet your specific business needs and objectives.

### Long-Term Services

AviaGlobal Group can provide ongoing representation of your interests as members on your behalf at industry committee activities, conventions and meetings or as your customer-facing presence with established or prospective customers

### Project-Based Services

Let AviaGlobal Group support you on periodic or project-based basis. Whether as support for the development of a proposal, analysis of a business opportunity or the evaluation of a new product consideration, AviaGlobal Group can support your needs on-site or virtually.

### Product-based Services

Wondering how to launch or reinvigorate a new product? AviaGlobal Group can provide assistance with roadmap development through product launch planning.

### Seminars

AviaGlobal Group Innovation Roundtable™ is structured team-building program to help your organization discover ideas and product opportunities within the talent of your organization. Bringing members of your organization together to present new product ideas in a supportive, collaborative environment can help you uncover new ideas from a broad range of disciplines. Tap into the "Ah Ha!" network that could reveal a new product, feature or direction that can feed your product and service pipeline. AviaGlobal Group Innovation Roundtable™ provides a unique environment for your staff to present, discuss, evaluate and, maybe, discover the "next big thing"!



## Contact Us

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Phoenix—Grand Rapids—Strasbourg  
**Airspace**



**Avionics**



**Collaboration**



## Experience, Agility, Global Coverage



### Hal Adams

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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

### Lee Carlson

Co-Founder & Managing Member  
Marketing & Sales Lead  
Grand Rapids, MI

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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.

## Ercoupe to Airbus, Asset to Airspace - Manned & Unmanned, Civil & Military



From product and market development to business and operational analysis, 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.

Using proprietary tools and data, AviaGlobal Group can help you evaluate fleet and market potential for your business roadmap and product line. AviaGlobal Group's "Innovation Roundtable" on-site seminars can help your organization discover and develop product ideas from your own hidden talent pool. We offer decision point structure creation and execution, product business case support, and we provide guidance enabling effective program management & product development structures, all designed to support your business growth objectives. AviaGlobal Group's breadth of experience can also help clarify Bid / No Bid decision-making. Whatever the task, AviaGlobal Group can tailor a program or new product launch to suit your unique requirements

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

## Services

### On-Site Services

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

### Resources

- Proprietary fleet database
- Access to extensive network of experts

### Representation

- Worldwide access to committees and forums
- Your eyes, ears and interests at conferences, events and briefings
- Bidder conferences, RTCA/EUROCAE committees
- Sales and marketing presence for your company, interests and products

### Mergers and Acquisitions

- Unbiased, arms-length evaluations and recommendations