



ETS Aviation News Release

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Aerobytes power forward with unique low cost fuel saving solution

Aerobytes, the leading Flight Data Monitoring software specialist, has teamed up with **ETS Aviation** to offer operators a pioneering **FuelSaver™ Programme**.

Aerobytes customers will receive Access to highly specialised fuel saving consultancy included in a FuelSaver™ software subscription. This unique programme offers fuel saving consultancy, delivered by one of Europe's leading Fuel Saving experts as part of a software package. The **FuelSaver™** software is designed to meet all departments fuel saving objectives with easy data export solutions and fuel saving calculations, and reports across a spectrum of high impact Fuel saving initiatives

Aerobytes and ETS Aviation, will be the first to link a Fuel Saving programme with an FDM software specialist which is designed to allow even the smaller airlines and business jet operators access to specialised expert fuel saving support and software, previously only available to the large carrier, A low cost pricing concept is designed to encourage fuel efficiency initiatives and corresponding CO2 reductions worldwide.

Aerobytes users are among the first in the world to be given the opportunity to cut their fuel bills via a unique, low-cost fuel-saving program developed by ETS Aviation Ltd, the Europe-based fuel data management specialist. ETS FuelSaver™ is a subscription-based service using a combination of consultancy and custom designed software to identify and monitor opportunities that can save operators millions of dollars in wasted fuel.

For existing users of Aerobytes Flight Data Monitoring (FDM) systems, the data capture is already in place. Once the initial assessment of an operator's ground operations, pre-flight and flight operations has been completed, the FuelSaver™ Program simply requires an upload of the appropriate data in order to track in real-time the outcome of each fuel-saving initiative.

Eddie Forester, Chief Executive of Aerobytes, said "We already collect most of the data needed for fuel saving analysis, so it makes sense to team up with

ETS Aviation's, FuelSaver™ Programme which offers an amazing level of expertise in fuel-saving at remarkably low cost. This is a smart move, which I think will be great news for all Aerobytes users."

Ian Britchford, who heads up the FuelSaver™ programme at ETS Aviation, said "Once the data is presented to them, most operators are amazed by how much they could save. But identifying the opportunities is just the first step. We have to get everyone's buy-in to the fuel saving possibilities, and then we have to implement and monitor them. But that's where our experience comes in."

Before joining ETS Aviation, Ian was the Fuel Conservation Manager at easyJet where he was responsible for a successful multi-million dollar fuel saving programme. "A key aspect of any fuel-saving programme" he said, "is access to accurate data that can be easily reported and interpreted by all departments. ETS Aviation has given me a completely free hand, and two of the best software designers, to develop our FuelSaver™ software. Operators like it because it is easy to use and very visual. More importantly, we have designed it to keep the cost down."

Access to such specialised fuel-saving expertise doesn't come cheap, and is usually beyond the means of smaller airlines and aircraft operators. But with Aerobytes and ETS Aviation teaming up, this expertise is now within reach of every operator.

For a nominal up-front charge, Aerobytes and ETS Aviation are currently offering the initial fuel saving assessment and report, which is refundable if the operator subsequently takes out a subscription. The assessment takes place over 2-3 days and is followed by a detailed report outlining the key findings and recommendations. If the operator decides to subscribe to the Programme, they benefit from on-going consultancy plus software linked to their Aerobytes FDM system ensuring he can accurately predict, measure, analyse and report all fuel savings.

Nick Harris from Evergreen International Airlines, one of the first to sign up for an assessment said, "**The initial assessment allowed Evergreen to look into our operating model and to look towards improving our efficiencies. ETS Aviation's staff provided critical data that allowed the Flight Operations Management team to be creative in providing an operations concept that will allow Evergreen to be competitive in a challenging world economy that has produced increased fuel prices. The ETS Aviation team is a class act that provides outstanding customer service**
24/7

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About ETS Aviation

ETS Aviation specialises in innovative data management systems and on-line consultancy services for aviation companies worldwide.

The company was started in early 2009 by a team of aviation specialists and software developers in response to the EU's introduction of the Emissions Trading Scheme.

The company created *Aviation Footprinter tm* software and the *ETS Support Service* to help operators manage their emissions data and reporting obligations more efficiently. As well as generating the reports required by all EEC member-states, the system also simplifies and speeds up most aspects of internal ETS data management administration. This unique combination of dedicated software and consultancy support has already proved to be a big success.

In 2011, ETS Aviation announced the launch of the *Aviation Fuelsaver™* programme, which combines a new approach to fuel-saving software with industry-leading consultancy included in a low cost, "best in class" software subscription.

The partnership with Aerobytes is testament to ETS Aviation's commitment to high-quality software and value-for-money expertise.

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About Aerobytes.

Aerobytes develops FDM / FOQA software for operators of all sizes that is easy to use, powerful and has excellent support. It is the only FDM / FOQA software that truly supports its role as a quality assurance tool and allows users to record their corrective actions and monitor their effect.

Aerobytes has over 130 customers worldwide and was the first (and only) FDM / FOQA software provider to integrate with third-party SMS software.

Integration with ETS and **AVIATION FUELSAVER™** is the latest example of Aerobytes' innovation and efforts to ensure that flight data can be used to save money not just improve safety.

Aerobytes is based in the UK.

For more information please contact enquiries@aerobytes.co.uk or visit our web site: www.aerobytes.co.uk