The Authenticity Code

Authentic Presence Qualities

The APQs I want to work on are Passion & Inspiration

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The Authenticity Code

Day 2 Presentation – My Audience

Service above and beyond

Hello AerCap!



You are one of our largest customers, a major lessor…

You have been working with Mods for years and have slowly seen pain points like price, lead time, and quality improve…

You are specifically:

- **Eoin Fitzpatrick – Head of Engineering & New Aircraft Deliveries**
- **Will Kavanagh – VP of Engineering Services**

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Service above and beyond

Commercial Modifications

787-9 Interior Retrofit Solutions

Chris Mohl

Director – Customer Program Management

April 2, 2025

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> By failing to prepare,
> ~~you~~ we are preparing to fail.
>
> *- Benjamin Franklin*



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Executive Summary

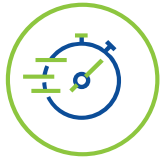
787 Interiors Retrofits – Pre-Engineering for the Future

Service above and beyond



BGS Mods has a new approach to 787 Interior Retrofits

- Share the first cataloged offerings of pre-engineered solutions
- Identify opportunities for AerCap to enable the catalog's success



Pre-engineering solutions can cut lead times by 70%

- Off-the-shelf engineering and parts significantly reduces project timelines
- Quicker aircraft transitions mean new lease opportunities, sooner



Prepare today so AerCap can leverage reduced lead times in the future

- To achieve full benefit, 1 full major cert project must be completed upfront
- Which come-from LOPA makes sense for AerCap to invest in?

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