

StandardAero makes compliance consistent across global org.

———— Taking their top priority
to even higher levels

The StandardAero logo, featuring a stylized blue wing or 'A' shape above the word 'StandardAero' in a bold, sans-serif font.

StandardAero

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Whenever someone from Boeing, Lockheed Martin or Honeywell walks into one of StandardAero's facilities, they are met with the same, consistent experience — supported by Traction Guest's visitor management system.

The consistent experience gives StandardAero - one of the leading independent aerospace maintenance, repair and overhaul companies with over 40 locations worldwide - a competitive edge over their competitors. This goes beyond typical

security objectives, helping the company win more maintenance contracts because of how they manage each visitor's experience at their facilities.

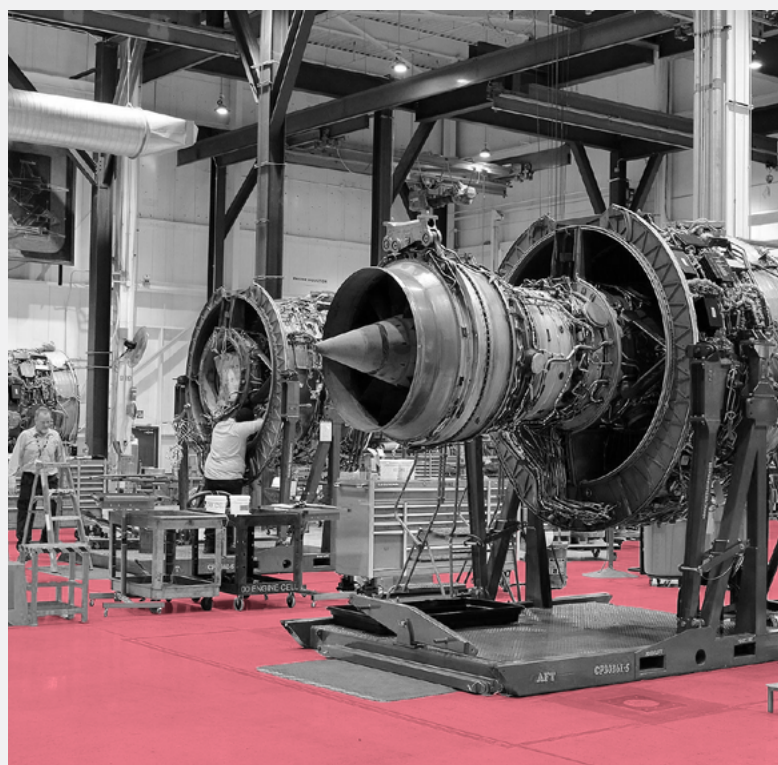
"I always get complimented on how we control our visitors which really leads to us winning that bid and winning that contract," said Michael Flores, Director of Compliance for StandardAero. "They feel very confident when they turn over their articles because they know we are going to protect it and protect people in our business."

A complicated manual process.

Prior to using Traction Guest, StandardAero relied on manual processes for visitor management and compliance. Further complicating things was that each of their over 40 locations had their own process, so nothing was standardized or consistent across the entire organization.

We wanted a system that was unified across the company to be compliant.

— Michael Flores, Director of Compliance



After reviewing Traction Guest's platform, StandardAero rolled out the first pilot program at their Cincinnati location, testing the application for three months to ensure the screening and log-in was working appropriately. Flores also wanted to ensure that the on-site administrators were fully trained in how to use the system, and how to make adjustments to the system when they needed to.



This included an on-site installation and training session at their Export Services Representative Training Seminar in San Antonio to brief the company on the system prior to roll-out so that everyone understood the direction StandardAero was taking concerning visitor control.

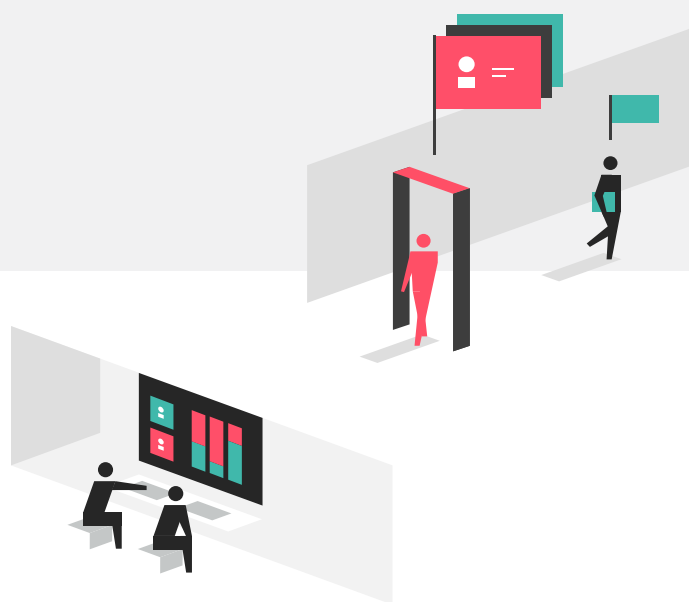
Compliance is the top priority.

StandardAero's maintenance contracts for aircraft and rotorcraft engines range from commercial aviation companies, such as American Airlines, to military contracts with the Air Force, and due to strict compliance rules in the aviation industry, compliance is one of the top priorities for Flores and his team at StandardAero.

After the events of September 11, 2001, the aviation industry experienced an entirely different level of compliance requirements, as stricter regulations were placed on aircraft engines.

They rolled out Traction Guest to all of their other sites once they saw that the system was going to be successful for their business, including the important aspect of visitor screening. For Flores, this was the most important part of the visitor management system, as to remain compliant, they would need to screen everyone coming on-site, run reports, in general, raise the awareness of what visitor control was for each facility.

"The screening portion of the system is so important to us, as well as the ability to run a report at a minutes notice on who has visited the sites and what countries were involved by our guest and the ability to see any red flags prior to the visitor actually entering the building," said Flores. "It has raised the importance of visitor control at each of our facilities that was not always there prior to Traction Guest, so it made the business unit know that this was a high priority for us at the corporate level and that compliance was important to StandardAero."



Government bodies, from the Department of Commerce, Department of State and the Federal Aviation Administration and other aviation agencies throughout the regions in which they operate, put heavy emphasis on regulatory compliance, such as International Traffic in Arms Regulations (ITAR) for military compliance.



This has required StandardAero to increase their level of sophistication in how they manage their visitor policy, who is allowed on their sites, and who can access the aircraft engines in their possession. The challenge, however, was how to maintain compliance and maintain visitor logs across multiple locations and companies under the StandardAero name.

"The nightmare was controlling 40 companies that are on different systems," said Flores. "Due to all the code and federal regulations, we have to be very consistent in our visitor policies. Who is visiting our facilities, what background checks have we done, are they foreign nationals and do they have authorization to be in our facility?"



Deploying Traction Guest.

The compliance team at StandardAero deployed Traction Guest across their entire company, and what they got in return was two-fold — compliance and consistency.

Now at any of StandardAero's facilities across the world, non-employees are met with the same, centrally managed experience. While each company under StandardAero operates on their own, and has many of their own systems in place, when it comes to visitor management, Flores was able to standardize the organization on one platform, providing the same experience each time a guest enters a facility.

"What Traction Guest brings to the table is consistency, and every company works the same," said Flores. "When you walk into any of our StandardAero companies, you will be met by Traction Guest. You would sign in, you will be screened, you will be alerted if you are a non-citizen of that country, and we would be alerted if there was a foreign national in the facility."

StandardAero is required to hand over their visitor list to government agency inspectors, such as the State Department and Defence Security Agency, as they work with controlled goods. These departments are required to monitor and vet all visitors coming to one of their facilities. With Traction Guest, they are able to easily provide a digital visitor log upon request, which maintains their ITAR compliances and keeps them performing maintenance on aircraft engines.



Automating watchlists.

As part of their screening process for visitors, guests are run through a federal watchlist check, ensuring that those coming in are the correct invitees, and are validated as safe to enter.

Prior to using Traction Guest, StandardAero relied on site reps at each location manually checking each person coming into their facility against their denied parties list.

Now, as part of their compliance obligations, each visitor is run through Traction Guest's watch list integration, scanning multiple databases to ensure the highest level of security is achieved, without any manual process that could lead to an error. It's one of the great features for Flores and his team, who said the new automated system alleviates the manual process of screening each visitor.

Compliance is our top priority, when you partner with a company like Traction Guest, it alleviates a lot of your compliance concerns because they do a lot of the background checks and record keeping. So, we have been very fortunate to have the support of Traction Guest.



Growth opportunities with Traction Guest.

As StandardAero continues to expand, the Traction Guest platform grows with them, moving into each of their new facilities with the same experience. The platform has even helped StandardAero respond to the recent COVID-19 pandemic by screening guests and employees for symptoms and possible exposures before they enter the facility. This made Flores' security investment a vital part of their health and safety process, helping them maintain their essential business throughout the pandemic.



Keeping business up in the air.

With a visitor management system in place, Flores and his team can focus on what is critical to the operation of the company; maintaining compliance with the many government agencies they have to deal with. Flores knows, if they don't remain compliant, it means customers will pull out of contracts, bids will be lost and revenue will decline.

"If you aren't compliant, the FAA isn't going to authorize you to work on those engines, our partner OEMs (Original Equipment Manufacturer) are not going to allow us to use their data to repair the engines, our customers are not going to want to do business with us if they see we have been fined or penalized, and we could be subject to disbarment with our military contracts, which would close down many of our businesses," said Flores.

"So it (compliance) is our top priority. And the end result is it gives us that competitive advantage. When they (visitors) come in, they want to know how you are controlling your business, and they are very impressed when they come in and we have this automated system."

