

Training Center Development & Management



The construction and operation of a training center requires experience and comprehensive know-how. The demands are complex: How to plan and construct the foundations to avoid interference between several simultaneously operating simulators? At what temperature and humidity levels do simulators operate most reliably? How do you design a building so that extensions can be implemented quickly and effectively at some time in the future?

With Training Center Development & Management, we offer you a modular range of options and services for the construction and operation of your training center. We develop individual and effective solutions in close, cooperative partnership with you, and ensure the greatest possible transparency in all aspects of every project. You benefit from enormous savings potential, achieve greater independence in training – and enhance the efficiency of your flight operations.



Training Center Development & Management

The Modular Service Spectrum

Training Center Development & Management is modular in structure and can be adapted flexibly to the needs and demands of your airline. From in-depth consulting, to operations and engineering: You decide which services you need.

Our spectrum comprises three modular systems: Project Management, Operations Management, and Performance Management. You can choose a complete module system, or you can select individual modules from each system and create your own custom package.

01. Project Management

- + **Consulting**
- + **Analysis**
 - > Training Program Needs Analysis
 - Definition of long-term crew training requirements
 - > Training Devices Needs Analysis
 - Definition of all required training devices
 - > Building Needs Analysis
 - Process definition and assessment of required infrastructure
 - > Profitability Analysis
 - Efficiency and feasibility analysis of all objectives
- + **Planning**
 - > Planning Management
 - Monitoring of all planning procedures from initial draft to construction planning
 - > Building Design
 - Design according to specific demands and requirements
 - > Simulator Specifications
 - Configuration and layout of simulators
- + **Implementation**
 - > Selection of Constructors
 - Tendering and commissioning of construction contractors
 - > Construction Coordination
 - Monitoring and monitoring of the construction process, continuous cost and quality control
 - > Simulator Procurement
 - Bid gathering, discussions, contracting and purchase
 - > Simulator Installation
 - Logistics and installation
 - > Simulator Acceptance
 - Test programs and support in official approval procedures
 - > Simulator Software Development
 - From multiple weather operations to malfunctions and auto lessons

02. Operations Management

- + **Consulting**
- + **Operations**
 - > Maintenance Support
 - Setting up maintenance infrastructure
 - > Maintenance Staff Management
 - Recruitment and training of maintenance personnel
 - > Maintenance Shop Management
 - Leadership of maintenance staff in all aspects of maintenance operations
 - > Engineering Support
 - Simulator modifications and services – on demand or long-term
 - > Engineering Staff Management
 - Recruitment, training and support for your engineers
 - > Facility Management
 - Technical, infrastructural, and administrative measures
- + **Training**
 - > Initial Cockpit Training
 - Full Basic Training Package for future pilots
 - > Advanced Cockpit Training
 - From Type Rating to Low Visibility Operations
 - > Service Training
 - From Customer Orientation to Crew Resource Management
 - > Emergency Training
 - From Emergency Procedures to Sea Survival Training
 - > E-Learning
 - Computer-based and web-based training for time and location independent training
 - > Flight Operations Courses
 - Comprehensive training for your operation control center staff
 - > Train the Trainer
 - Target-oriented training of your instructors
 - > Instructor Recruitment
 - Provision of experienced trainers from our global network
 - > Competence Training
 - From intercultural communication to customer focus

03. Performance Management

- + **Consulting**
- + **Optimization**
 - > Capacities Management
 - Permanent and long-term determination of training needs
 - > Master Aircraft Concept
 - Continuous simulator upgrading to actual aircraft fleet requirements
 - > Training Management
 - Continuous optimization of all training procedures
 - > Learning Management
 - Implementation of learning and working techniques
 - > Quality Assurance
 - Setting up and/or optimization of quality management processes
 - > Cost Management
 - Continuous optimization of operational and maintenance processes
- + **Marketing**
 - > Sale of free simulator capacities
 - Market research, acquisition, sales and after sales service
 - > Promotion
 - Advertising, event management, and public relations



Training Center Development & Management

Benefits

Consulting competence

Our complete expertise supports you in every phase of your project. Our experienced team of specialists joins you in determining requirements and constantly monitors adherence to project relevant objectives.

Learning curve effects

Our many years of experience in the planning, construction, and operation of Flight Training Centers ensure the recognition of significant cost reduction potentials.

Minimization of follow-up costs

Inappropriate dimensioning and unnecessary functionalities of the building can incur substantial follow-up costs. Our forward-looking planning concepts precisely align construction with your requirements, and, in return, minimize both construction and operational costs.

Minimization of procurement costs

Bundled demand, our neutral negotiation and strong purchasing position in dealings with prominent manufacturers ensure optimized conditions for the procurement of training devices.

Individual simulator specifications

Our specialists equip the simulators to precisely match the cockpit layout and airline specifics of the planes in your fleet.

Technical reliability

Our maintenance and engineering concepts guarantee extreme reliability of full-flight simulators. Our benchmark: The reliability level of simulators deployed by Lufthansa Flight Training is 99.3 %.

Alignment with actual flight operations

With our Master Aircraft Concept, your full-flight simulators are always kept up to date with the current technical status of your fleet's. Simulators are immediately upgraded to match the latest developments.

/ 360° Training Principle

With more than 50 years of Airline Experience we can offer everything you need for comprehensive training of your entire crew and flight operations personnel. Take advantage of our courses for:

Cockpit / Cabin / Flight Operations / Aviation Quality / Competence Training

Training made from Airline Experience.

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