

# **RUAG Aviation**

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Area Sales Director

Business Aviation

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Together  
ahead. **RUAG**

# Foundation for Success

- ❏ RUAG's 7700 employees give the company a human face
- ❏ Around 10% of our Swiss employees are trainees
- ❏ RUAG Aviation spends 12% of Net Sales on R&D
- ❏ Strong Focus on Technology & Innovation
- ❏ Sole Shareholder is the State of Switzerland – RUAG as Safe as the Swiss Bank



When mission success is the only option.  
The Dornier 228NG is the best choice.



When you count on availability.  
We offer dependable solutions.



You have individual needs.  
We offer individual solutions.



# RUAG Business Aviation

DRAFT

Service provider with a broad range of services for customised solutions

Competence Centers in Geneva, Berne, Lugano (CH) and Oberpfaffenhofen (D), near Munich (D)

Maintenance, Repair and Overhaul

Cabin Interior

Painting

System Upgrades

FBO

Support & Consulting





# RUAG Business Aviation Impressions

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# CRJ Conversion

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## Basic Idea

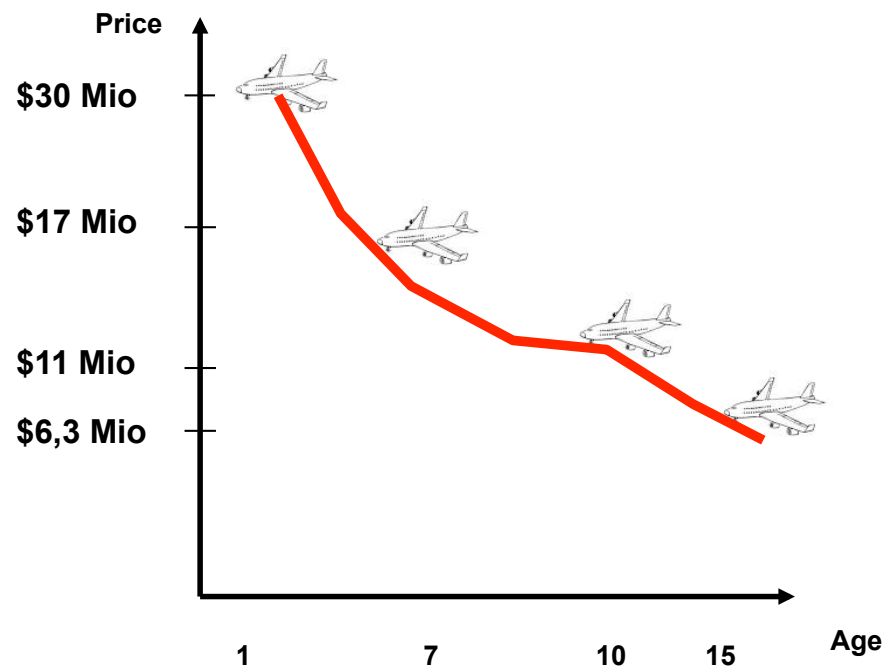
- Conversion of a CRJ200 regional Jet into a VIP Business Aircraft
- Resulting asset value is higher than the sum of the individual elements
- Comparatively short delivery time
- CRJ200 has a large cabin that can be fully customized to the individual needs of the owner

## What is special about RUAG?

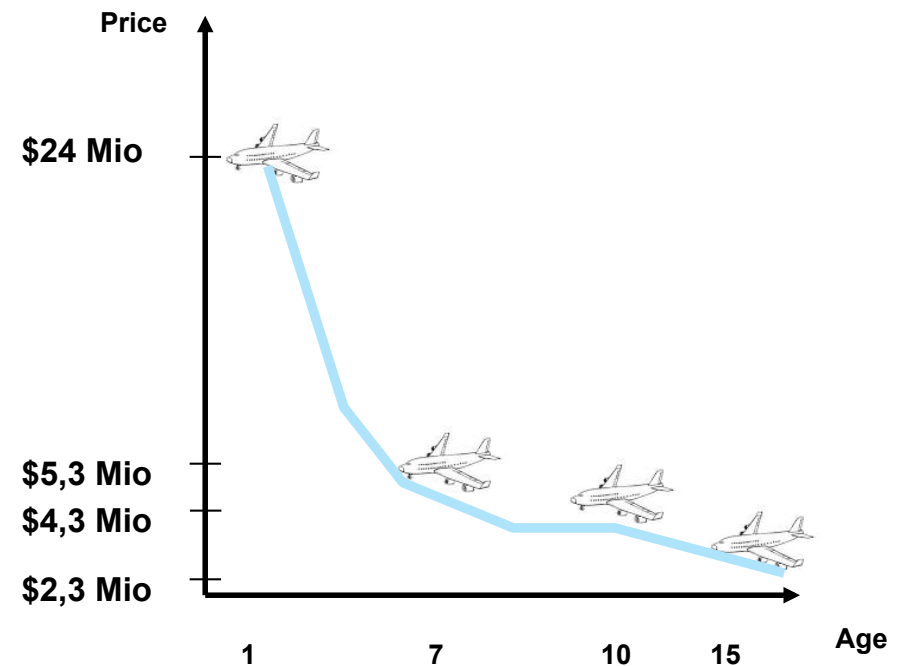
- Individual Service with the strong backup of a Swiss funded Group
- More than 30 years of experience working with Bombardier business aircraft
- One - Stop - Shopservice
- Cooperation on interiors with most technically advanced partners in state of the art facilities

# Idea behind CRJ Project

Market CL850

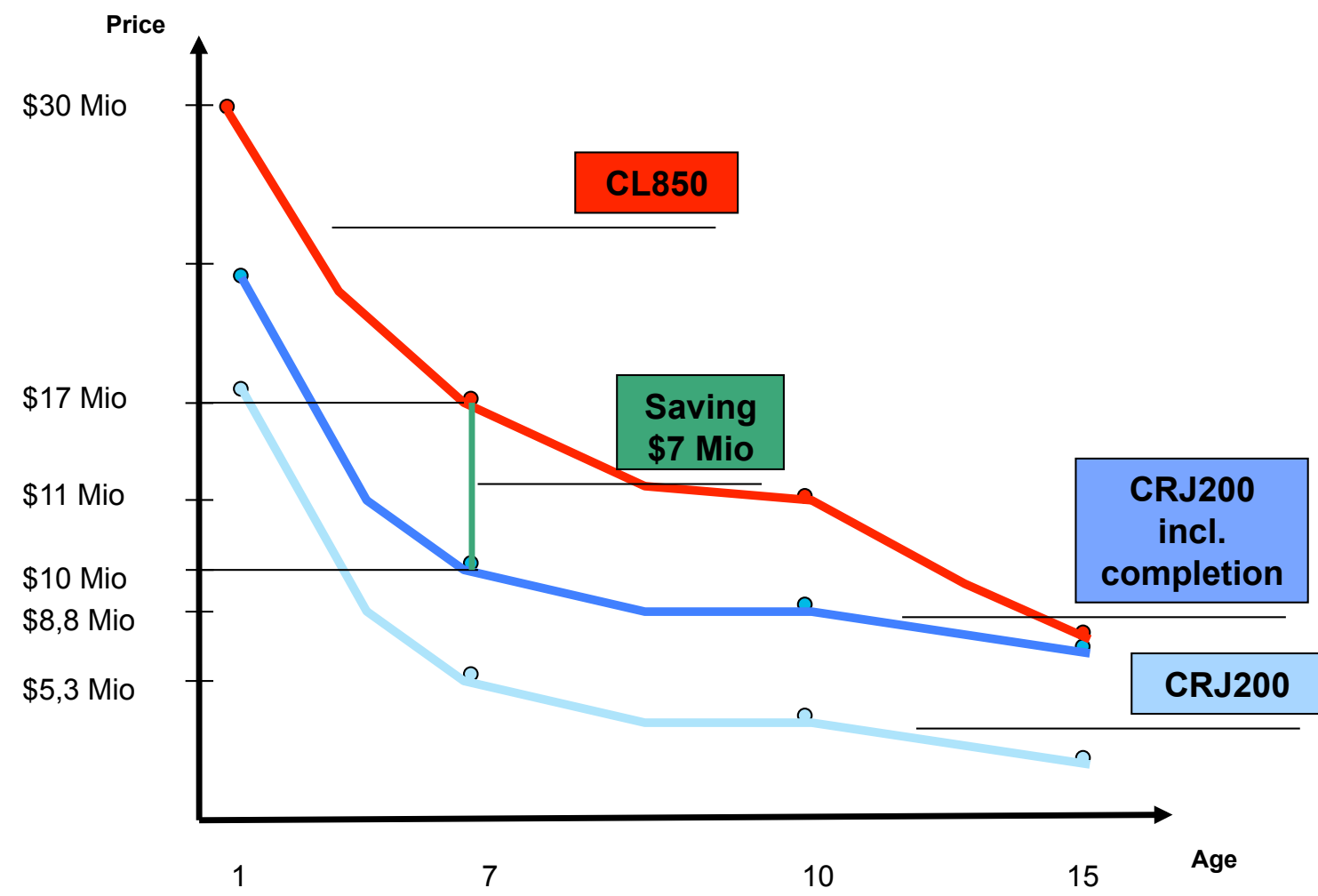


Market CRJ200



\*Aircraft Bluebook  
 \*controller.com  
 \*P. Leighton - aircraftvalues.net

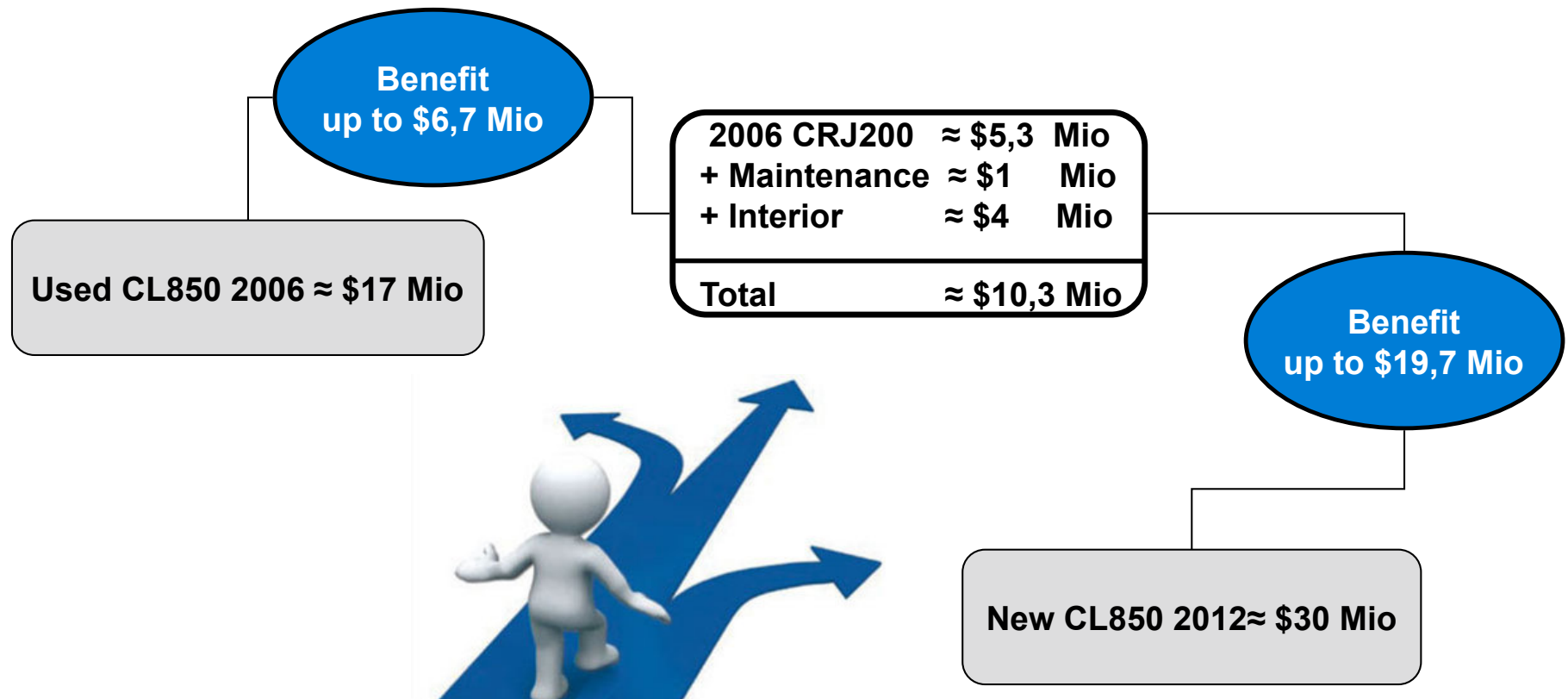
# Idea behind CRJ Project



\*Aircraft Bluebook  
 \*controller.com  
 \*P. Leighton - aircraftvalues.net



# Idea behind CRJ Project



## Advantages:

- Customer selects its own interior
- selectable system
- relatively large business aircraft



**Complete  
individualization**

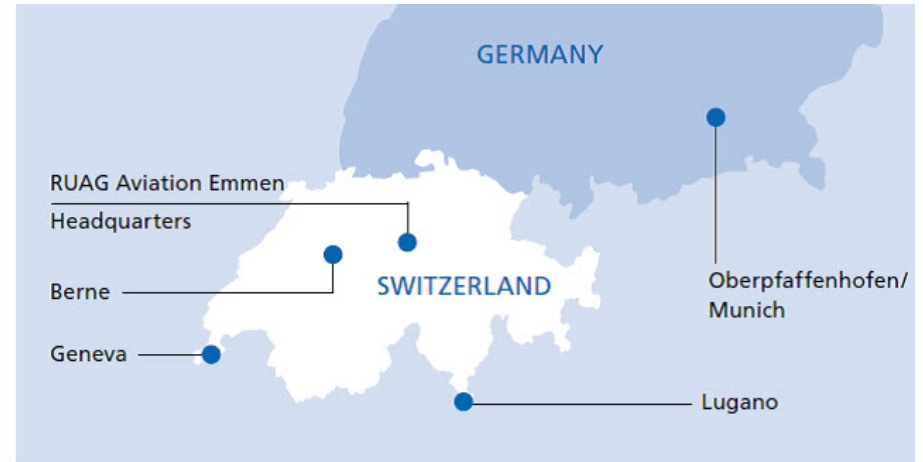
# Cabin Interior Program

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# Completion Center Munich

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# Program Management

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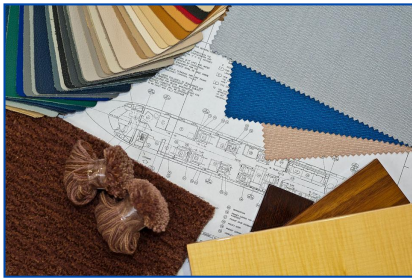
## SALES & CONSULTANCY

- Sales & Marketing
- Customer Consultancy
- Innovations



## PROJECT MANAGEMENT

- Project Execution
- Cabin Preparation
- 145 actions



## VIP INTERIOR DESIGN

- Design Development
- Interior Definition
- System Definition



## SCM / LOGISTICS

- Supply Chain Coordination
- Subcontractors Management
- Material Ordering / Tracking



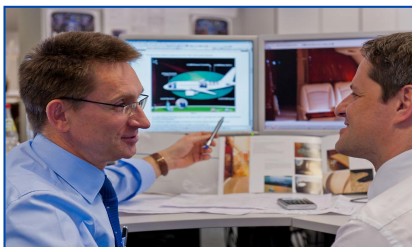
## PROJECT DEFINITION

- SOW Specification
- Interior Design Package
- Key Account Management
- Contract Agreement



## MILESTONE MEETINGS

- Project Reviews Progress
- Change Management



## DESIGN ENGINEERING

- Feasibility Confirmation
- Specification Freeze
- Innovation Center & Continuous Improvement

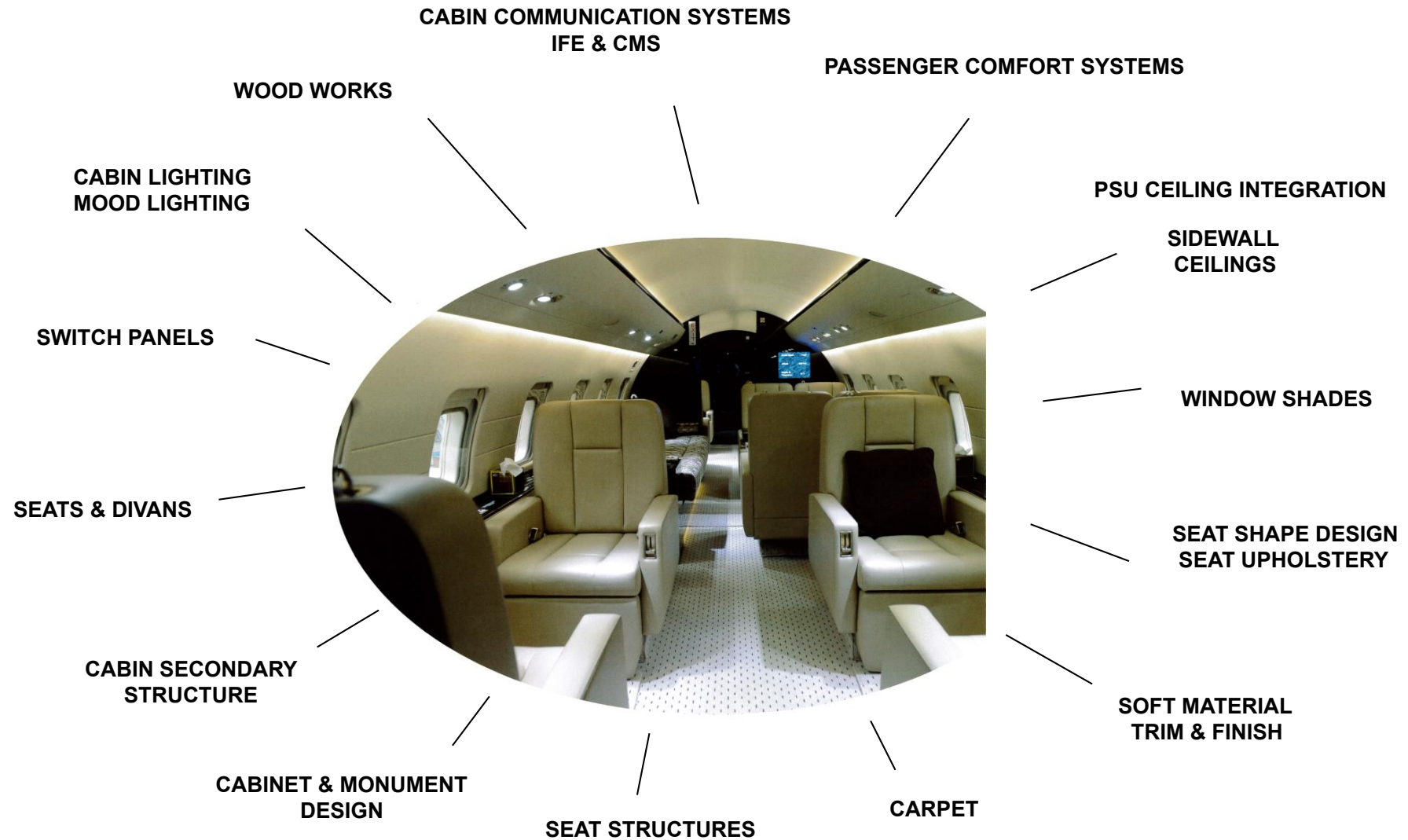


## AIRCRAFT REDELIVERY

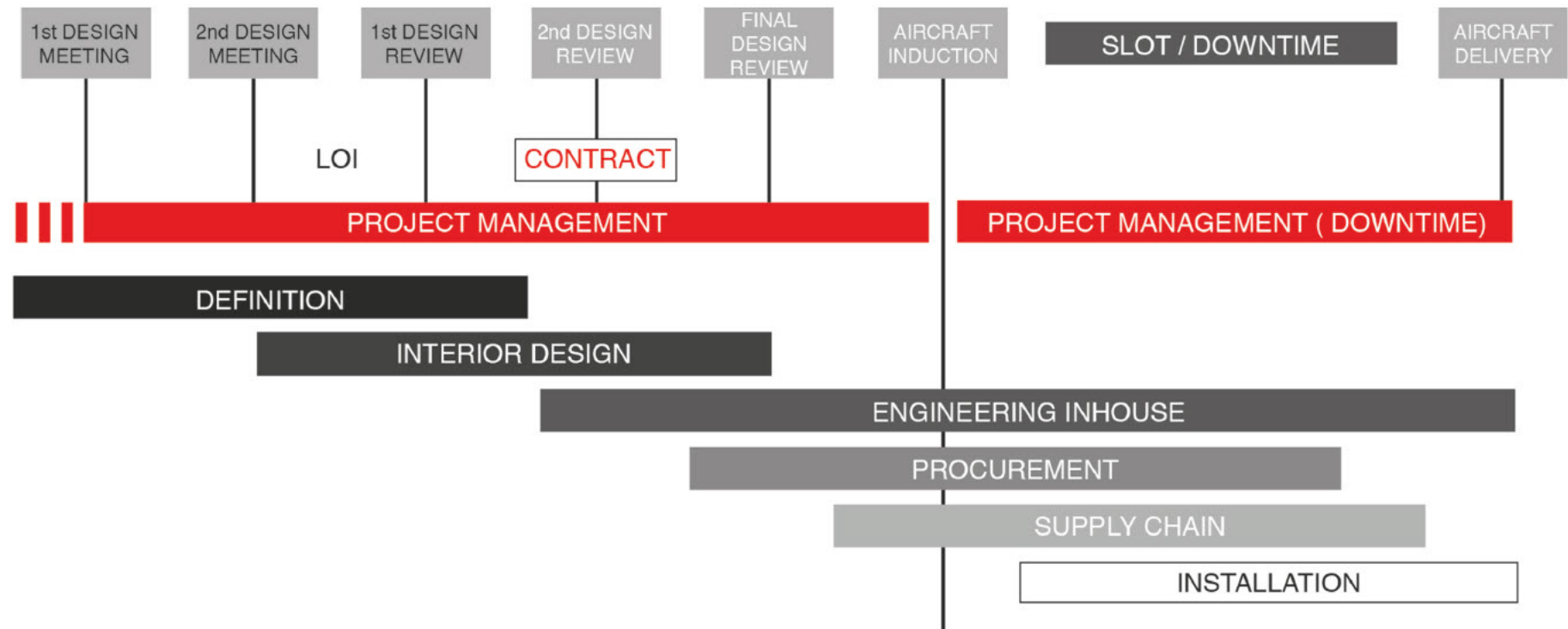
- Cabin Installation
- Controlling and Billing

# Cabin Capability Program

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# Definition Process – Milestones & Streams





# CRJ 200 Completion

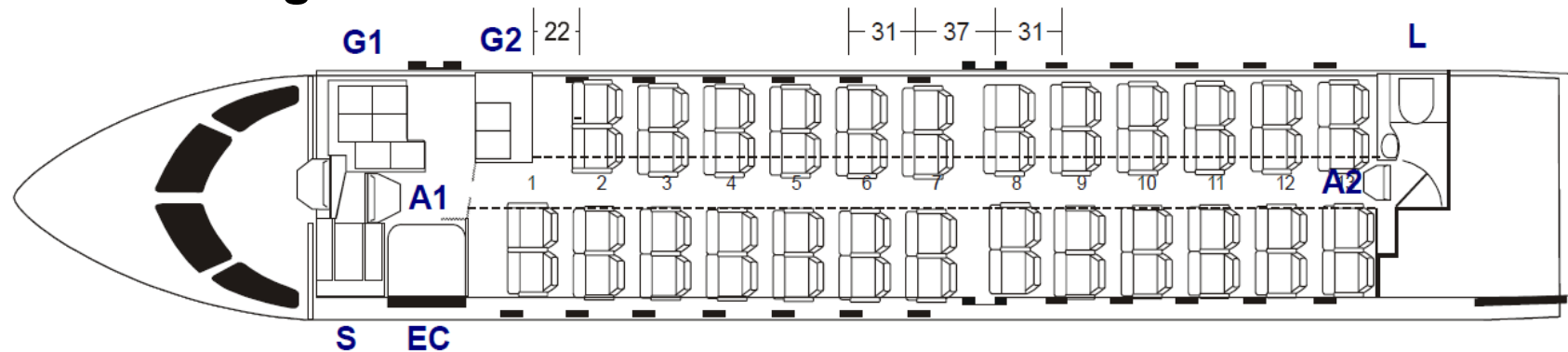
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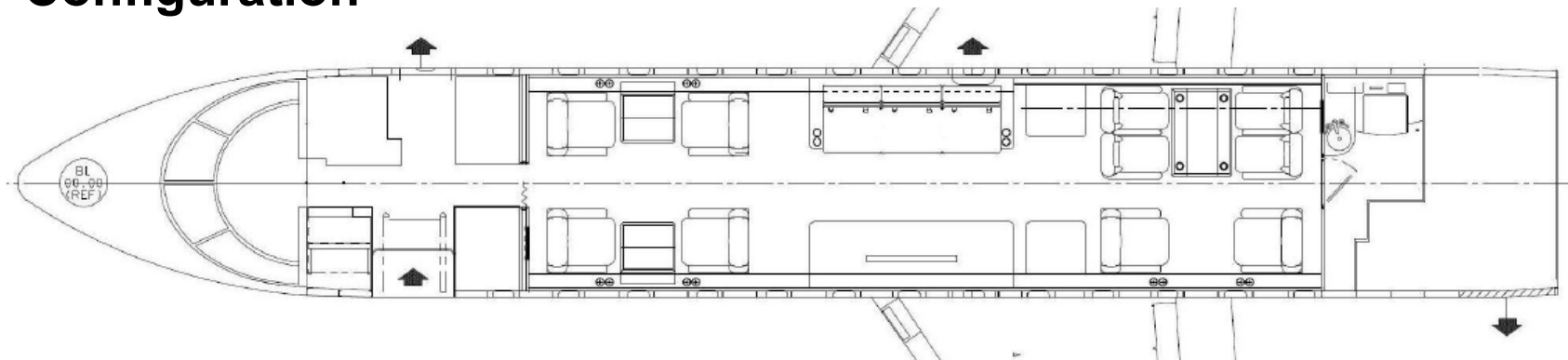
# CRJ 200 Floor Plan

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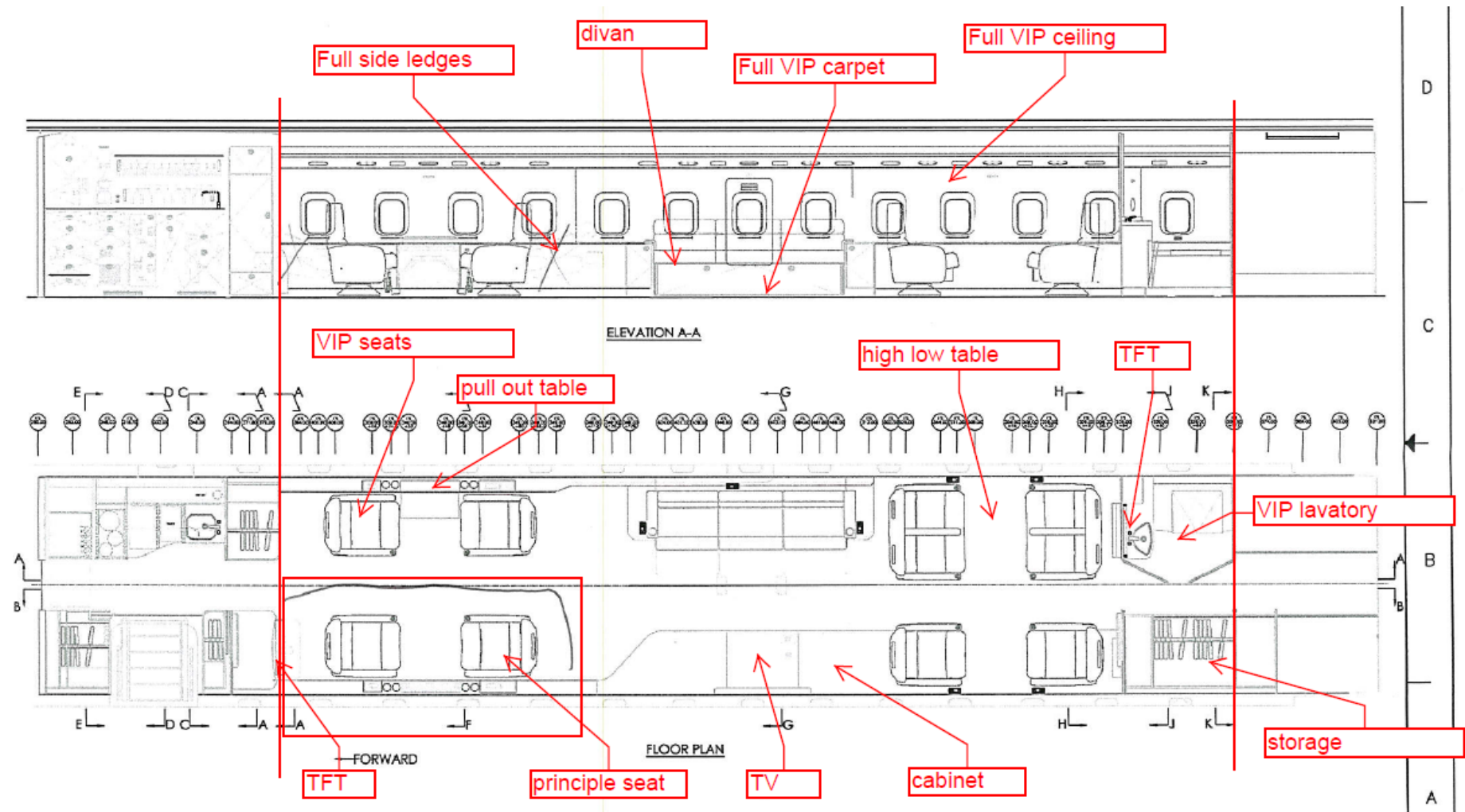
## Airliners Configuration



## VIP Configuration



# CRJ 200 Configuration





# Airliners Configuration

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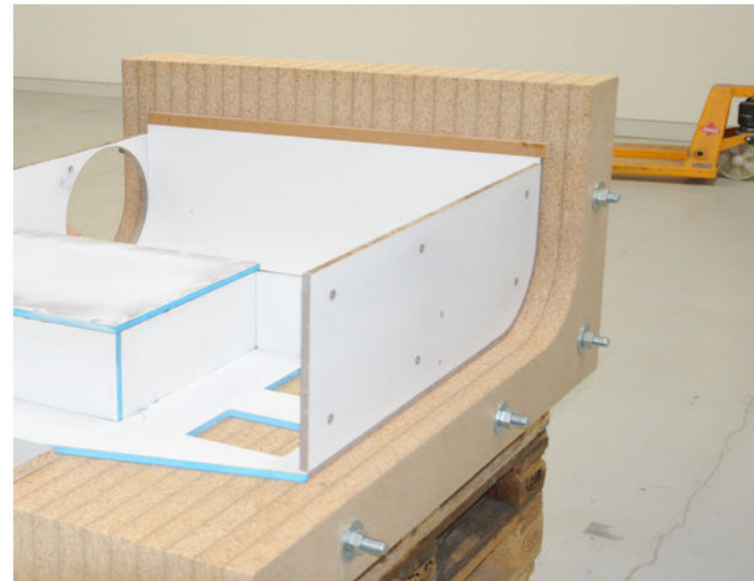
# Interior Design

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# Manufacturing



# Installation

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# Restyling Design

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# Brabus Private Aviation

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# Questions?

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