

Camber Aviation Management

Completion Management is a summary term for the complex process involving the definition, design, auditing and technical oversight of an aircraft cabin being transformed from an airliner to a corporate jet.

Camber Aviation Management has successfully managed the outfitting or refurbishment of 44 aircraft ranging from Bombardier Globals, Gulfstream 650s and Dassault Falcons to Airbus and Boeing narrow- and wide-body aircraft. Most notably, our team was the first to deliver a completed Boeing BBJ787 with a VVIP cabin - more than two years ahead of our closest competitor.



We firmly believe that professional completion management is more than merely technical oversight. It must include the delivery of essential services commensurate with the high expectations of aircraft manufacturers, heads of state, corporations and high net worth clients. Only a company with a deep, fundamental understanding of the specific platforms and the design, operation and maintenance of corporate aircraft can effectively deliver these services.

Camber is different from its competitors. Our team has negotiated aircraft purchases, configured green aircraft, written detailed cabin specifications, drafted outfitting agreements, designed cabins, performed technical oversight, test flown, certified, operated and maintained aircraft from the world's most respected manufacturers including Airbus, Boeing, Bombardier, Dassault and Gulfstream. These first-hand experiences with a variety of manufacturers and clients has allowed Camber Aviation to innovate, develop and refine knowledge-based processes, that are effective, efficient and ensure project success, on-time and budget and within weight guarantees. We excel at turn-key project management - from aircraft acquisition to delivery of the outfitted aircraft to our client, ready for service.

We understand that completion management cannot be successful if the underlying foundation is unsound. Camber therefore invests considerable effort in understanding a client's requirements and expectations before developing an extremely detailed Cabin Specification document, which provides clarity on all critical aspects of the cabin including design, finishes, functionality, ergonomics, maintainability, reliability and quality standards. From this document, we then develop the Outfitting Agreement, which clearly defines the deliverables, costs and schedules as per the Cabin Specification. With a solid Outfitting Agreement in place and a clearly defined Cabin Specification, the selected completion centre can confidently engineer, build and certify the client's aircraft.

Our team is involved from the outset, ensuring that the approved design is translated into engineering drawings that reflect design intent while fulfilling the defined quality, functionality and maintainability standards of the cabin and its systems. As experienced operators and maintainers of large corporate jets, we place a special emphasis on designing for reliability and, if a component should fail, to ensure that it can be removed, replaced and tested within 90 minutes. This takes an inherent understanding of engineering and maintenance but also an appreciation of functionality and cabin aesthetics.

We understand the business and can offer our client critical support from determining the most suitable aircraft type and negotiating favourable acquisition terms, to arranging financing and insurance. Camber's bespoke end-to-end, turn-key aircraft ownership solutions include:

- Selection, negotiation and acquisition of the client's aircraft
- State-of-the-art cabin design and specification definition
- Authoring of Cabin Specification and Cabin Outfitting Agreements
- Selection and negotiation of cabin outfitter
- Programme management including financial oversight
- Technical oversight from design through cabin build and certification
- Development of custom aircraft maintenance programmes
- Entry into service support from aircraft acceptance through commencement of operations

Each member of our team has been involved with corporate aircraft for a minimum of fifteen years and has a licenced aircraft maintenance engineer licence and/or holds an advanced aviation degree. Together, we have over 145 years of aviation experience.

Camber Aviation Management is a leader in providing strategic advisory services and creating custom-designed, unique world-class corporate and private aircraft. We deliver exceptional quality, style and service to our exclusive clientele.

Our company ethos are traditional business values: knowledge, experience, innovation and trust.

We look forward to discussing our capabilities and the opportunity to demonstrating our abilities and professionalism on our first project together.

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