

CASE STUDY:

Atlantic Aviation



“Be open to using a company like AIQ. Don’t be resistant to opening up your contracts and costs to inspection. Things change so fast in tech that a decision you made even two years ago might be worth evaluating as competition and pricing dynamics change quickly.”

- Tracy Mozena, CIO, Atlantic Aviation

KEY OUTCOMES:

- **\$1.8M in annual savings (38.6%), exceeding the \$1.0M goal.**
- **\$4.9M total contract term savings across all projects.**
- **Optimization without disruption: 3 out of 5 projects retained incumbent suppliers.**



CHALLENGE

Atlantic Aviation, a leader in aviation ground support services, sought to optimize its technology expenditures to meet its private equity ownership’s savings goals. With a small procurement team focused primarily on fuel purchasing, technology costs were not receiving the attention needed. Additionally, decisions made for the broader organization prior to divestiture were no longer aligned with Atlantic Aviation's future state needs.

Faced with the challenge of achieving \$1.0M in savings, the CFO, Bill White, engaged Auction-IQ (AIQ) based on his positive past experience. This engagement required balancing significant cost reductions with maintaining service quality and managing the capacity of a small internal IT team.



RESULTS

AIQ’s data-driven methodology and collaborative approach produced outstanding results:

Savings Exceeded Expectations: \$1.8M in annual savings (38.6%), with full contract term savings reaching \$4.9M.

Streamlined Procurement: Atlantic Aviation retained incumbent suppliers for three projects (Telecom, Hardware, and Security Cameras), minimizing disruption. For Managed Voice and Mobility, switching suppliers led to substantial savings with enhanced service levels.

AIQ’s discovery process provided a comprehensive view of addressable expenditures, identifying opportunities for rationalization and optimization.



CONCLUSION

AIQ's partnership with Atlantic Aviation illustrates the power of a data-driven, collaborative approach to technology expenditure optimization. By exceeding savings goals and providing significant operational benefits, AIQ enabled Atlantic Aviation to achieve its strategic objectives while preserving business continuity.

This case study demonstrates that with the right expertise, organizations can achieve substantial savings without sacrificing quality, enabling them to reinvest in growth and innovation.

Increase Enterprise Value and Accelerate Growth

Unbelievable Results...Delivered.
www.aiq.co

