



# COMPANY PROFILE

AviTrain Solutions is a premier global aviation consultancy delivering specialized expertise across the full spectrum of aviation operations. With headquarters in Spain and an office in the UAE, we serve clients worldwide with a unique combination of technical precision, operational excellence, and financial acumen.

**"SOLUTIONS FOR EVERY PHASE OF FLIGHT"**



## WHO WE ARE

**10+**

### **Years in Operation**

Proven industry expertise

**40+**

### **Completed Projects**

Successful AOC/NCC certifications  
delivered across multiple continents

**200+**

### **Technical Documentation**

Comprehensive aviation manuals  
authored, approved and implemented

AviTrain Solutions serves clients across Europe, Middle East, Asia, and Africa with a team composed of aviation professionals with regulatory, operational, and financial backgrounds. Our regulatory experience spans EASA, GCAA, ICAO, and FAA frameworks.

# ADVISORY SOLUTIONS

## **Complete airline startup and AOC/NCC certification**

Expert guidance throughout the entire certification journey, from application to final approval.

## **Business turnaround and restructuring for distressed operations**

Tailored recovery strategies and implementation support for aviation businesses facing operational challenges.

## **IOSA certification preparation and renewal support**

Comprehensive assistance with IATA's operational safety audit standards to ensure continuous compliance.

## **Strategic planning and regulatory compliance**

Proactive compliance strategies aligned with business objectives to navigate complex regulatory environments.

## **ACMI and AOC Hosting**

Turnkey solutions for operators seeking immediate market entry without full certification investment. We provide aircraft, crew, maintenance and insurance arrangements alongside AOC hosting services with established certificate holders, enabling rapid operational deployment while maintaining regulatory compliance.

# TECHNICAL SOLUTIONS

## **Comprehensive manual authoring**

Expertly crafted documentation that meets regulatory standards while simplifying operational compliance.

## **Aircraft Entry Into Service (EIS) management**

Efficient transition planning that minimizes downtime and integrates new aircraft seamlessly into existing fleets.

## **CAMO and Part-145 Support**

Advanced airworthiness management solutions enhancing safety, reducing costs, and maximizing aircraft availability.

## **Pre-purchase inspections and technical acceptance**

Thorough aircraft evaluations assessing technical condition, compliance, and maintenance liabilities before acquisition.

## **Maintenance Check Flights (MCF) and ferry flight management**

Specialized flight operations planning with comprehensive risk assessment and safety protocols for specific aircraft types. Available worldwide on short notice, for any country of registration through own NCC.

# FINANCIAL SOLUTIONS

## Financial Modeling

Sophisticated financial modeling for startups and expansions with comprehensive ROI analysis and investor-ready business plans.

## Cost Optimization

Detailed cost optimization and efficiency audits revealing opportunities for operational savings while maintaining service excellence.

## Financial Compliance

Expert guidance on financial reporting requirements and regulatory compliance across multiple jurisdictions.

## Network Planning

Route profitability analysis and network planning to maximize revenue and minimize operational costs across your service network.

# TRAINING & PEOPLE SOLUTIONS

## **Postholder and Key Personnel Recruitment**

Strategic placement of qualified aviation professionals in key regulatory and management roles to ensure compliance and operational excellence.

## **TRI/TRE Support and Regulatory Training**

Expert instructor and examiner resources with specialized regulatory knowledge to enhance training capabilities and certification standards.

## **Partnered ATO Support with Major Simulator Providers**

Premium training facilities access through our established partnerships with leading industry simulator providers.

## **LIFUS, Base Training and Simulator Support**

Comprehensive training including Line Flying Under Supervision, Base Training, and simulator support for global operators.

# AIRCRAFT DESIGN & PROJECT MANAGEMENT SOLUTIONS

## **Aircraft type selection**

Comprehensive analysis and optimization based on specific operational requirements and mission profiles

## **Manufacturer negotiations**

Expert representation and strategic contract support to secure optimal terms and specifications

## **Cabin design specifications**

Detailed interior planning and certified vendor management for exceptional passenger experience

## **Completion oversight**

Rigorous quality control and professional acceptance procedures ensuring all requirements are met



# AIRPORT SOLUTIONS

## **Airport Expansion and Master Plan Development**

Strategic planning for sustainable growth, infrastructure optimization, and long-term capacity management.

## **Air Service and Network Development Strategies**

Data-driven approaches to attract airlines, develop profitable routes, and enhance connectivity to maximize traffic and revenue.

## **Commercial Revenue Optimization**

Strategic enhancement of non-aeronautical revenue through retail planning, concession management, and innovative commercial partnerships.

## **Operational Efficiency Assessment**

Analysis of terminal operations, ground handling, and resource allocation to eliminate bottlenecks and improve efficiency.

## **Airport Business Model Transformation**

Strategic repositioning to adapt to market changes and maximize long-term profitability.

## **Passenger Experience Enhancement**

Journey mapping and experience design to create seamless experiences that drive satisfaction and loyalty.

## **Infrastructure Planning and Development**

Guidance on terminal design, airside facilities, and ground transportation to optimize operations and passenger flow.

# KEY ACHIEVEMENTS



## Airline Development

Successfully guided multiple airlines from concept to revenue operation or successful expansion



## Financial Expertise

Developed comprehensive financial models used in regulatory approvals



## Aircraft Management

Managed the entry into service of aircraft for various operators



## Regulatory Success

Strong track record in AOC application preparation and support



## Operational Efficiency

Delivered effective optimization strategies for operational cost efficiency



## Safety Standards

Provided expert support for IOSA certification and renewal processes

# LEADERSHIP

## **Capt. Giorgio La Pira**

Founder & CEO - Finance Principal

VVIP Lead Captain for a Head of State and former Airbus A380 Captain with over 14,000 flight hours and 18+ years of expertise in airline operations, regulatory frameworks, and financial strategy. Capt. La Pira maintains active Senior TRI/TRE qualifications on A320/A330/A350/B737 aircraft, complemented by a Master's degree in Aviation Management and a Diploma in Managerial Finance.



# OUR PRINCIPALS



**Capt. Borja Barbadillo**

Safety Principal



**Capt. Miguel Codes**

Compliance & IOSA Principal



**Capt. Juan García-Morato**

Authoring Principal



**Capt. Josu Zautua**

Training Principal



**Capt. Alfredo Blanco**

Strategy Principal



**Capt. Javier Padrón**

Operations Principal



**Justin Goatcher**

Technical Principal



**Nicholas Pearce**

Fleet Solutions Principal



**Pierre Le Grange**

Airworthiness Principal

Our team scales to meet project demands. In addition to our core principals, we maintain access to a network of 20+ specialized professionals across all aviation disciplines, allowing us to assemble the optimal team configuration for each unique project requirement.

# OUR PARTNERS

AviTrain Solutions collaborates with established industry leaders to deliver comprehensive aviation services worldwide.



Our sister company, Qualiflight, is a globally recognized ATO with over 15 years of market leadership in aviation training. This direct partnership ensures seamless integration between our strategic consulting services and world-class training delivery.



# OUR CLIENTS

AviTrain Solutions serves a diverse portfolio of aviation industry leaders worldwide. Our clients include airlines, private operators, charter companies, airports, aviation authorities, financial institutions, and aircraft manufacturers across multiple continents. We are proud to have worked with:



# CONTACT US

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