
HiSERV SmartFLEET

// SmartFLEET Management

// Cost Optimization

// Smart OPS



Wolfgang Fasching

HiSERV

HiSERV History

HiSERV's company story

- Company established: End of 2017
- 1st workshop opened in Frankfurt: 2019
- 2nd workshop opened in Berlin: 2020
- 3rd workshop opened in Oslo: 2021
- 4th workshop opening in LEJ: 2023
- 2023 strategic cooperation with INFORM

HiSERV KPI's

HiSERV's fleet

- Management of 5000 units of GSE
 - 2.400+ towable units
 - 500+ fully electric units

HiSERV's order book

- GSE ordered 2023: 1000+
- GSE ordered 2024: 500+ (as of March 24)

Some of our GSE customers



Our regional footprint

Austria

VIE
SZG

Belgium

BRU

Netherlands

AMS

Denmark

CPH

Finland

HEL

Germany

BER
CGN
DUS
FRA
HAM
LEJ

MUC
RLG
STR

BWE
FMM
FMO

Hungary

BUD

Italy

MPX

Luxembourg

LUX

Norway

OSL
BGO
TOS

Portugal

LIS
OPO
PDL
TER

Spain

BCN
MAD
VIT

Sweden

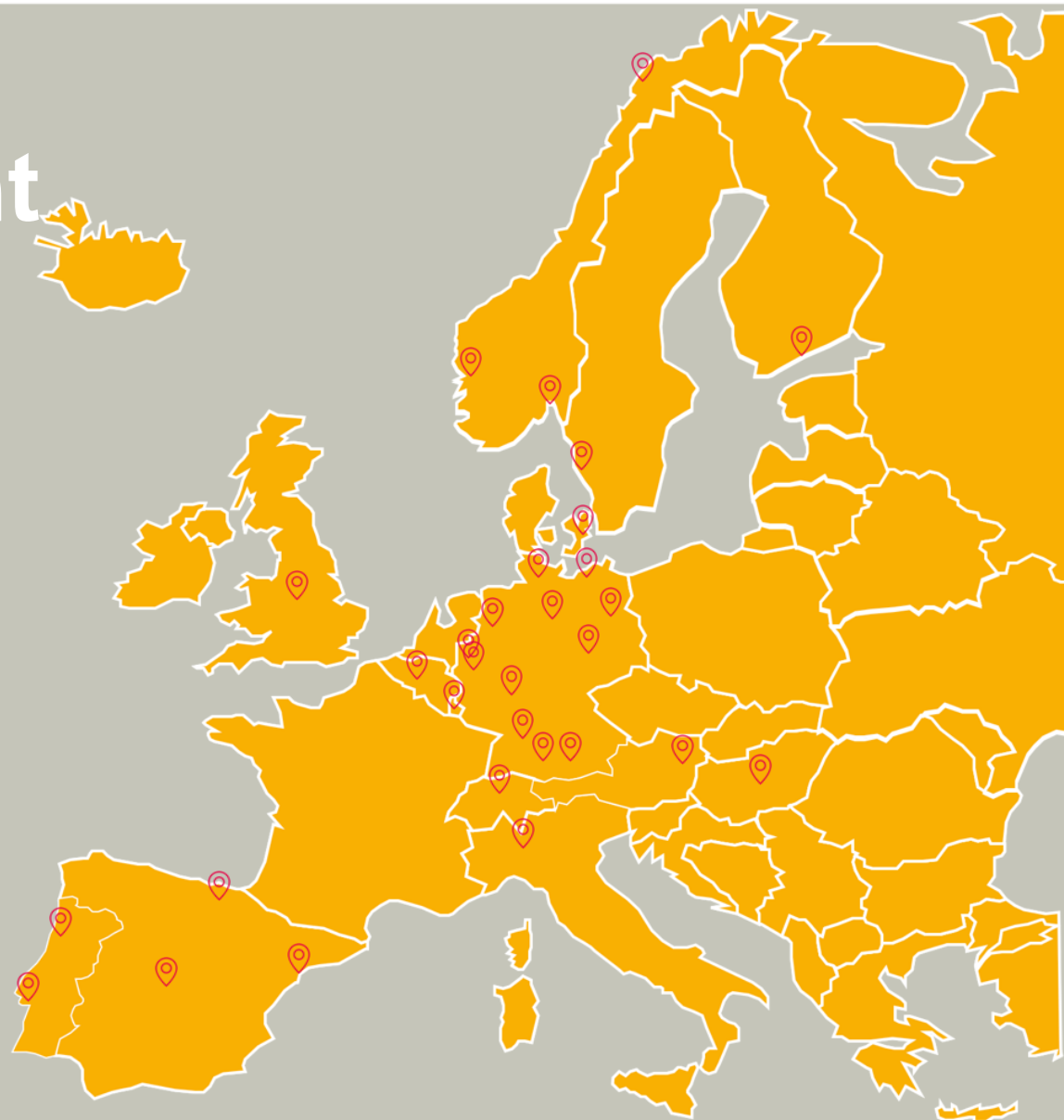
GOT
ARN

Switzerland

ZRH
GVA

UK

EMA





HiSERV offers

// premium quality,

// great flexibility,

// pricing options based on fixed rental & pay-per use

// price options based on pay per turn around possible

// dry & full service rental

// smart GSE – SmartFLEET

THE GSE DILEMMA

THE GSE DILEMMA



// price pressure from airlines – G.H. a marginal business

// cost pressure from inflation

// quality issues – delay, damage to A/C, left behind bags

// tense competition from other GSP's

// insecurity about license preservation

// lack of staff issues

// lack of GSE issues – finally

Management Focus on GSE

When it finally comes to GSE, what is management concerned with

// buy or rent

// total number of units

// maintenance strategy

// TCO

// environmental topics

SmartFLEET

an integrated platform:

// overview

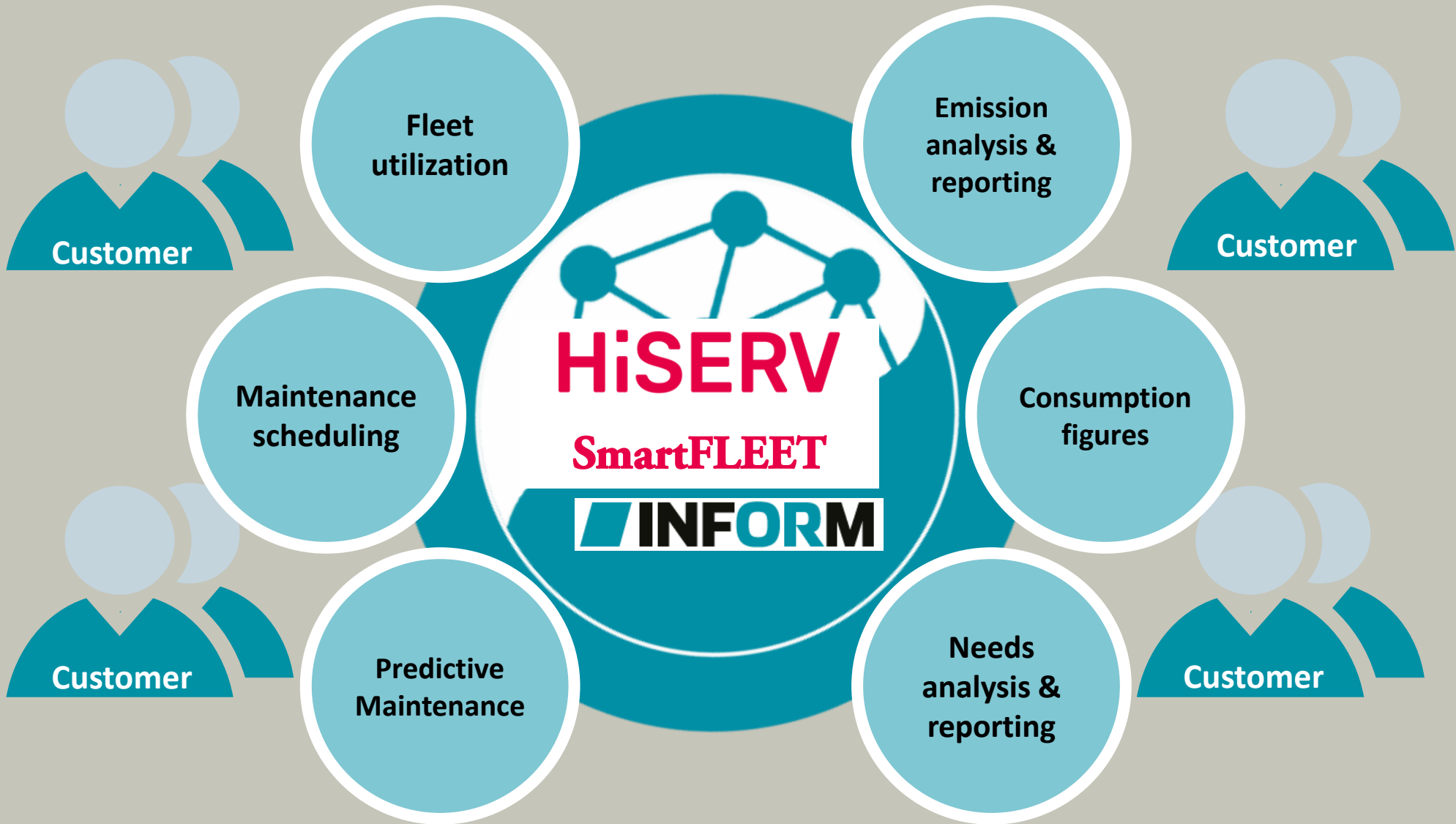
// maintenance

// tracking

// cost reduction

// efficiency

// smart reporting





1

TRACK

You always know where your GSE are and how they are doing – in real time.



2

LEARN

All usage data is available at a detailed level – with great analysis features.

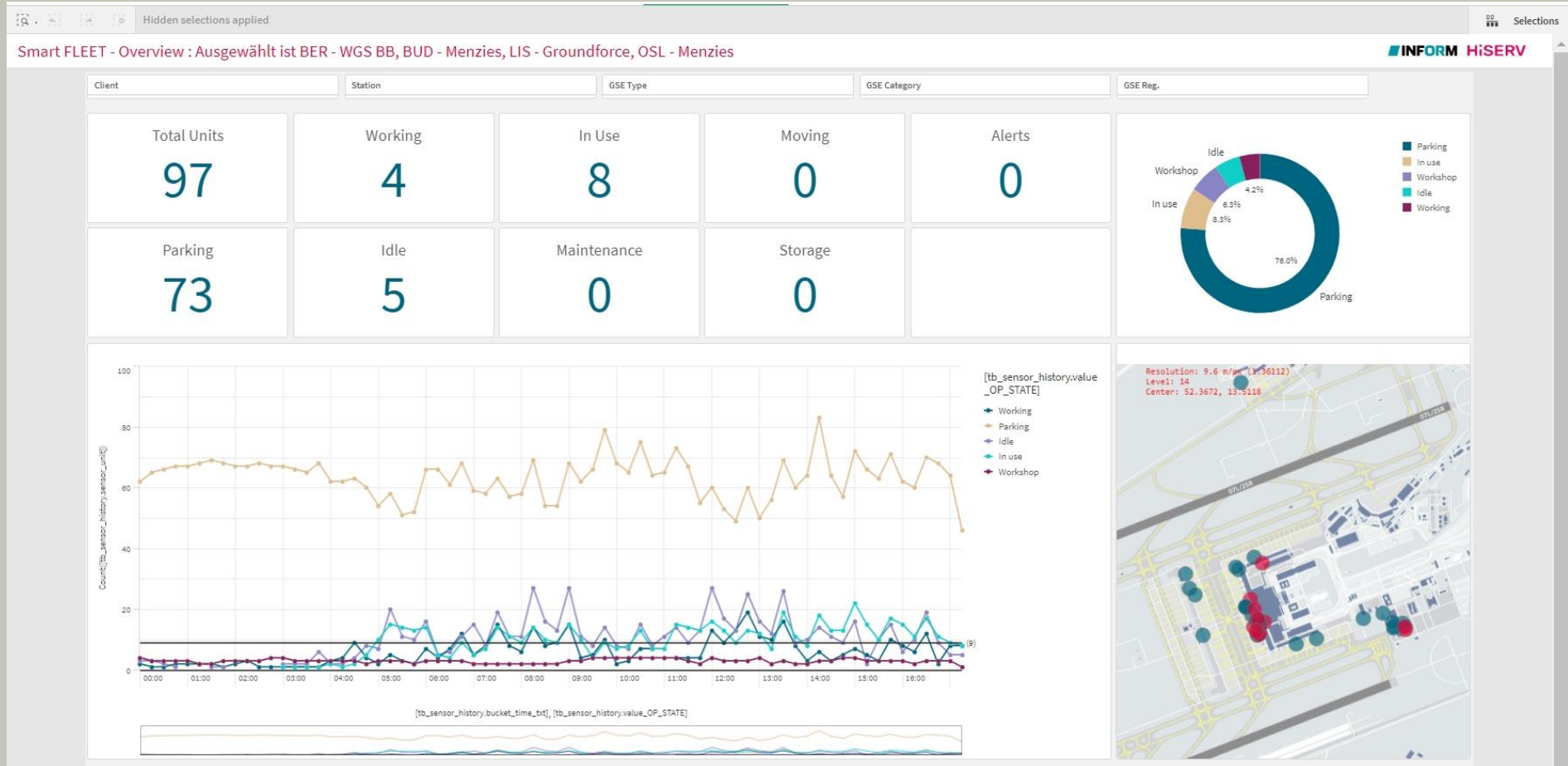


3

MANAGE

Manage your fleet more efficiently and plan any necessary repairs on time.

SmartFLEET



SmartFLEET



GSE logistics

- // the right GSE, at the right time, at the right place
- // the right number of GSE
- // the right characteristics (electric, diesel etc.)

GSE optimization – fleet management

- // holistic approach to GSE usage

GSE commercialization

- // different rental solutions from fixed to pay per use

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Real-time Tracking

- // optimizing vehicle usage
- // saving money & increases transparency, fairness & efficiency

Great Transparency

- // exact location of your GSE
- // usage information
- // incurred cost


Predictive Maintenance

- // which maintenance measures will be necessary
- // reduction of downtimes

SmartFLEET

Smart FLEET - Single Ressource - Client : Menzies -NO / OSL

Company No. GSE Reg.



005359CBV / B5359 / VIN F051058
 Alert Status: false
 2019 MULAG ORBITER 7.5D ACA(BB) ORBITER 7.5D ACA(BB)
 D Beltloader (CBV)

Tracking Box : 905330 / 06.03.2024 14:04:31 UTC

Menzies -NO / OSL
 OSL

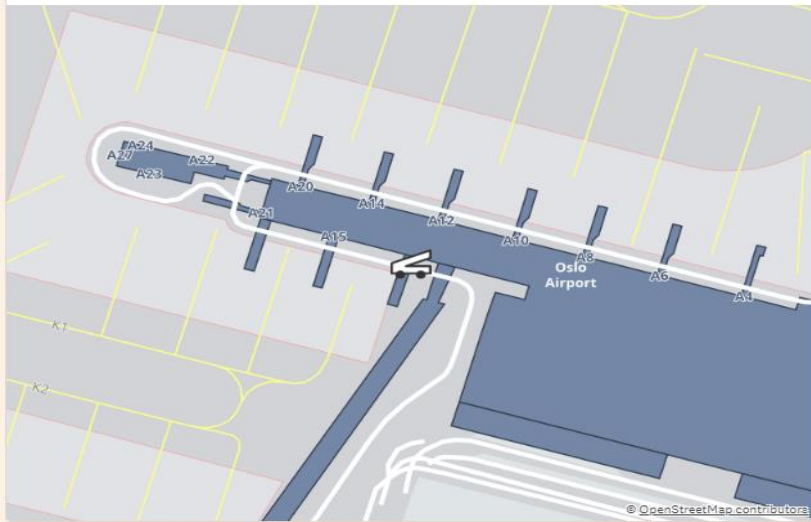
Active Alerts

Time	Q	Remark	Q	Status	Q

Operational Status
Parking

ORBITER 7.5D ACA(BB)

Sensor Definition	Q	Sensor Value	Sensor Unit	Q	Time	Q
Battery Level		80	%		06.03.2024 13:54	
Client Id		OSL - Menzies			06.03.2024 13:54	
Engine On		False			06.03.2024 13:54	
External Power		25,3	V		06.03.2024 13:54	
GPS Quality		Bad			06.03.2024 13:54	
Ignition ON		False			06.03.2024 13:54	
In Operation		False			06.03.2024 13:54	
Low Energy		False			06.03.2024 13:54	
Mileage		0	km		30.09.2023 08:37	
Mileage (intern)		2747,9	km		06.03.2024 13:54	
OH1 (intern)		5919900	h		06.03.2024 13:54	
OH2 (intern)		5975780	h		06.03.2024 13:54	
OH3 (intern)		619260	h		06.03.2024 13:54	
OH4 (intern)		1533420	h		06.03.2024 13:54	
Operational State		Parking			06.03.2024 14:04	
Status ACA		ACA active			06.03.2024 14:04	
TEMP_STATUS		Not Idle			30.09.2023 11:21	
TU EngineOn		TU Engine Off			04.03.2024 22:26	
TU IgnitionOn		TU Ignition Off			04.03.2024 22:26	
TU InOperation		TU not in Operation			04.03.2024 08:24	
TU Low Energy		TU Energy Ok			18.01.2024 08:47	
Vehicle speed		1			12.02.2024 23:31	



Working Hours
1.644,4

Position
OSL

Engine On
False

Ignition On
False

Low Fuel / Battery
False

In Operation
False

UVV
01/2024

DG UV 3
01/2024

Hyd Tube
01/2024

Monthly
-

SmartFLEET

The data from our **SmartFleet** provides valuable information for the optimization of your GSE fleet:

// Does your fleet size fit your needs?

// Do you use all of your equipment?

// Which equipment is failing?

// Which devices cause which costs?

Predictability



Down Time



SmartFLEET

Smart FLEET - Overview - Client: AAS -DE / BER

Cross Company	GSE Reg.	GSE Class	GSE Category	Client	Station	GSE Group
Total Units	Working	In Use	Moving	Maintenance		
71	3	6	4	12		
1	6	39	1	0		
Storage	Idle	Parking	Active Alerts	Maint. Overdue		

SmartFLEET

Smart FLEET - Equipment - Client: AAS -DE / BER

Total Units	Maintenance	Active Alerts
12	12	0

Cross-company	GSE Reg.	GSE Model	GSE Class	act. Position	Operat... Status	Client	Contract Station	Active Alerts	OH	Last Rec. Time
000134ATU	F031	AST-3 L 140	ATU Aircraft Tractor Unit	WERKSTATT // BER	Workshop	AAS -DE	BER	0	21376,5	06.03.2024 14:10
001787APS	P167	5.18-02	APS Aircraft Passenger Stairs	WERKSTATT // BER	Workshop	AAS -DE	BER	0	-	06.03.2024 14:10
001788APS	P168	5.18-02	APS Aircraft Passenger Stairs	WERKSTATT // BER	Workshop	AAS -DE	BER	0	-	06.03.2024 14:10
003484RET	Z3484	W20	RET Ramp Equipment Tractor	WERKSTATT // BER	Workshop	AAS -DE	BER	0	3492,2	06.03.2024 14:10
003584APS	P3584	FREEWAY2458PE	APS Aircraft Passenger Stairs	WERKSTATT // BER	Workshop	AAS -DE	BER	0	192,6	06.03.2024 14:10
005822PLS	B5822	ROLLERTRACK 450E M7D IIIA HABB	PLS Power Stow Loading System	WERKSTATT // BER	Workshop	AAS -DE	BER	0	3710,3	06.03.2024 14:10
005981RET	Z5981	T135 NEO	RET Ramp Equipment Tractor	WERKSTATT // BER	Workshop	AAS -DE	BER	0	231,1	06.03.2024 14:10
005982RET	Z5982	T135 NEO	RET Ramp Equipment Tractor	WERKSTATT // BER	Workshop	AAS -DE	BER	0	411,6	06.03.2024 14:10
006435GPU	S6435	7400-160KWH MARK 2 AC	GPU Ground Power Unit	WERKSTATT // BER	Workshop	AAS -DE	BER	0	1155,8	06.03.2024 14:11
006652ATU	F6652	FB150E	ATU Aircraft Tractor Unit	WERKSTATT // BER	Workshop	AAS -DE	BER	0	102,0	06.03.2024 14:10
007099RET	Z7099	T135 EVO	RET Ramp Equipment Tractor	WERKSTATT // BER	Workshop	AAS -DE	BER	0	289,6	06.03.2024 14:10
007101RET	Z7101	T135 EVO	RET Ramp Equipment Tractor	WERKSTATT // BER	Workshop	AAS -DE	BER	0	317,3	06.03.2024 14:10

SmartFLEET



Consulting

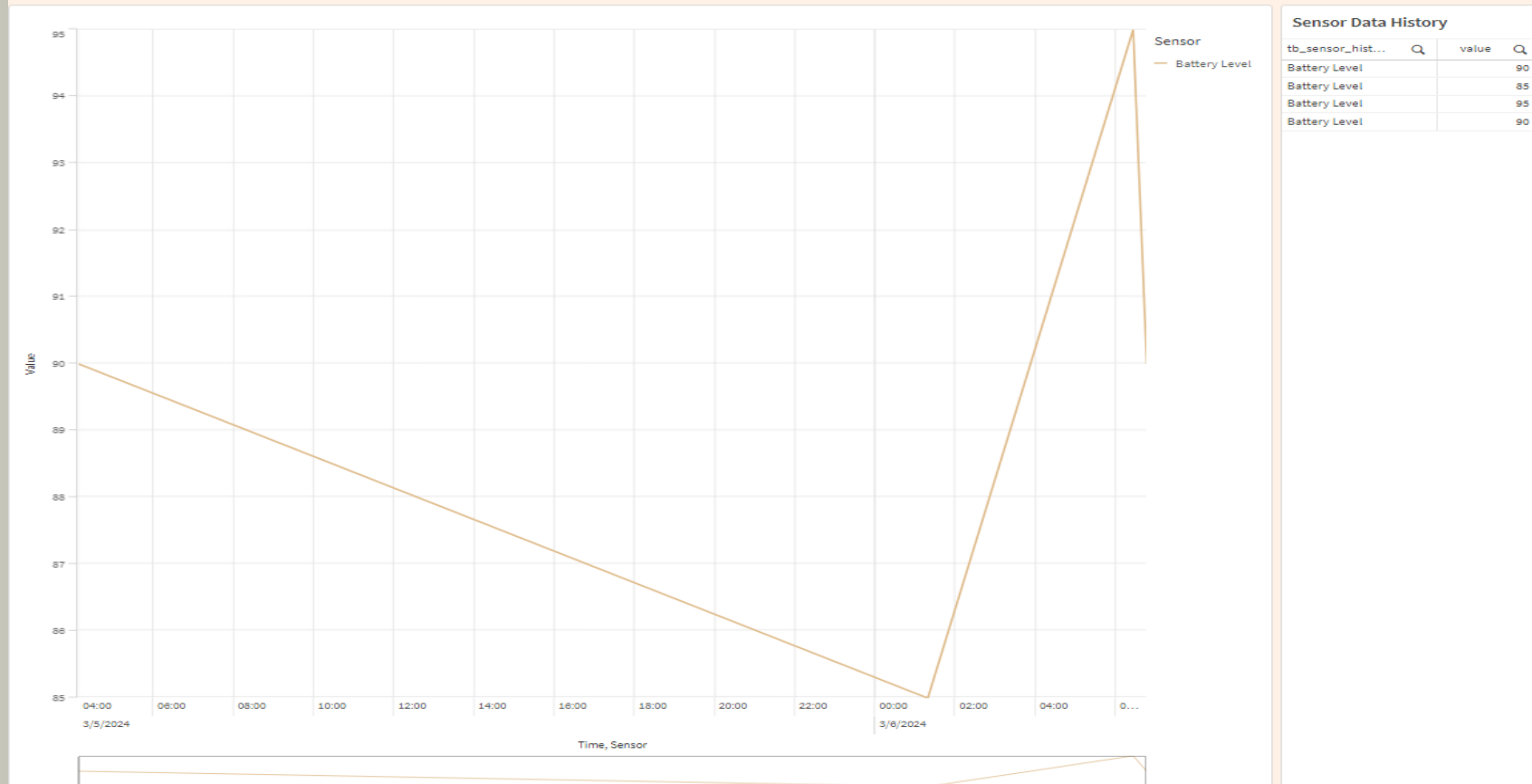
We analyze your data and provide you with solutions to improve your operations in the most beneficial and cost-effective way. This analysis is based on the track unit data that we generate.

On-site fleet management

We take care of your fleet, monitor the status, inform you continuously and when necessary, offer solutions in the event of any short-comings, perform ad-hoc on-site repairs, keep all operating fluids at an optimum, and take vehicles out of operation when safety is a concern.

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Smart FLEET - Sensor Data - Client : AAS -DE / BER



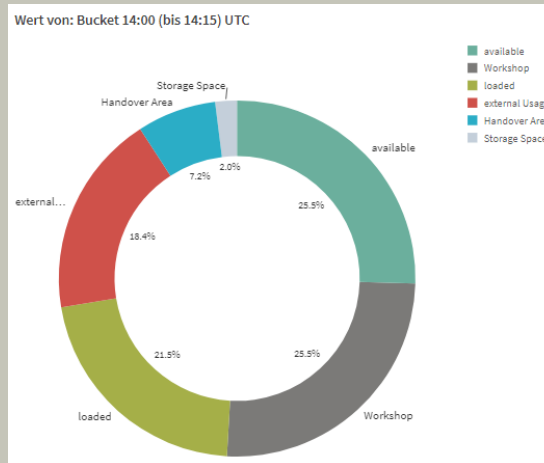
Sensor Data History

tb_sensor_hist...	Q	value	Q
Battery Level		90	
Battery Level		85	
Battery Level		95	
Battery Level		90	

SmartFLEET

Smart FLEET - Overview - Client: WGS -DE / BER, WGS -DE / FRA

Cross Company	GSE Reg.	GSE Class	GSE Category	Client	Station	GSE Group
Total Units	Loaded	Handover	Ext. Usage	Maintenance		
656	142	48	120	167		
0	166	13	9	148		
Storage	Available	Storage Space	Active Alerts	Maint. Overdue		



SmartFLEET

<https://smartfleet.aero>

HiSERV | Smart GSE

Mittelstraße 3c, 12529 Schönefeld, Germany

HiSERV has been revolutionizing the ground support equipment (GSE) rental market since 2017, by delivering premium quality, great flexibility, and fair and transparent prices. As one of the leading GSE service providers in Europe, we manage a young and modern fleet of more than 5,000 GSE units and offer pricing and services that enable our customers to be competitive in ground handling. Our various rental options, including short-term rental and pay-per-use, give our customers ultimate flexibility.

HiSERV