

**Bring visibility &
control across your
entire fleet of GSE**



Welcome to Blackhawk



We provide an integrated IoT hardware and software solution that enables the **better management** of complex GSE fleets.

OUR VALUES

CONTINUOUSLY STRIVING FOR BETTER

Improve ROI, security and performance of our customers' GSE with smart IoT SaaS and through trusted, ethical long term relationships.

ALWAYS ASK WHY

Challenge the status quo by thinking differently.

COMMITTED TO SUSTAINABILITY

Empowers leaders and operations teams to do more with less, for a more sustainable planet.

GSE OPTIMIZATION CHALLENGES WE WILL HELP YOU SOLVE

ASSET MANAGEMENT

Understand the exact amount of GSE you need

SERVICING OPTIMIZATION

Service your fleet based on usage

REAL TIME LOCATION

Locate all of your GSE assets in real time

COST EFFICIENCIES

Save on fuel, labour and CAPEX costs

Major global trends driving change in GSE operations



COMMERCIAL DELIVERIES

Forecast for commercial jets predicts 48,860 new passenger and freighter aircraft deliveries over the next 20 years, estimated at \$3.1 trillion USD. ^[1]

“Digital transformation is critical for the future success of GSE operations.”

CHAIRMAN
KEITH OLIVER
BLACKHAWK



SOFTWARE NEEDS

The ground handling and support software market grows from USD 2.5 Billion to USD 3.3 Billion by 2022. ^[2]



PASSENGER NUMBERS

IATA forecast passenger numbers double to 8.2 billion in 2037. Aviation faces an infrastructure crisis, airports will not be able to handle demand. Governments and infrastructure operators must strategically plan for the future. ^[3]



CARBON EMISSIONS

Global commitment by aviation industry to reduce carbon emissions from aircraft and ground fleets. Focus on increasing operational efficiency and reduction of carbon footprint of aircraft and GSE. ^[4]



SAFETY & COMPLIANCE

Increased safety and compliance requirements for users of airside GSE, compliance and checklist records and auditing. ^[5]

^[1] Cirium Fleet Forecast 2019 | ^[2] Research & Markets 2019 | ^[3] IATA 2019 | ^[4] IATA CORSIA reduce aviation industry carbon emissions June 2019

^[5] ISAGO requirements for Safety Audits for airport Ground Operations



Key drivers of GSE performance



Creating an IoT enabled
GSE fleet produces multiple
benefits

REDUCE GSE COSTS

Major drive by airlines, airports and ground handlers to reduce GSE operating costs

NON-MOTORIZED VISIBILITY

70% of GSE are non-motorized – get control by leveraging LPWAN to extend visibility of non-motorized GSE

INCREASED CONTROL

Control your motorized and non-motorized GSE from SaaS specifically configured for GSE operations

OPTIMIZE PROCESSES

Automate business processes, deliver real-time data to staff, optimize aircraft turn-around time

MINIMIZE CARBON USE

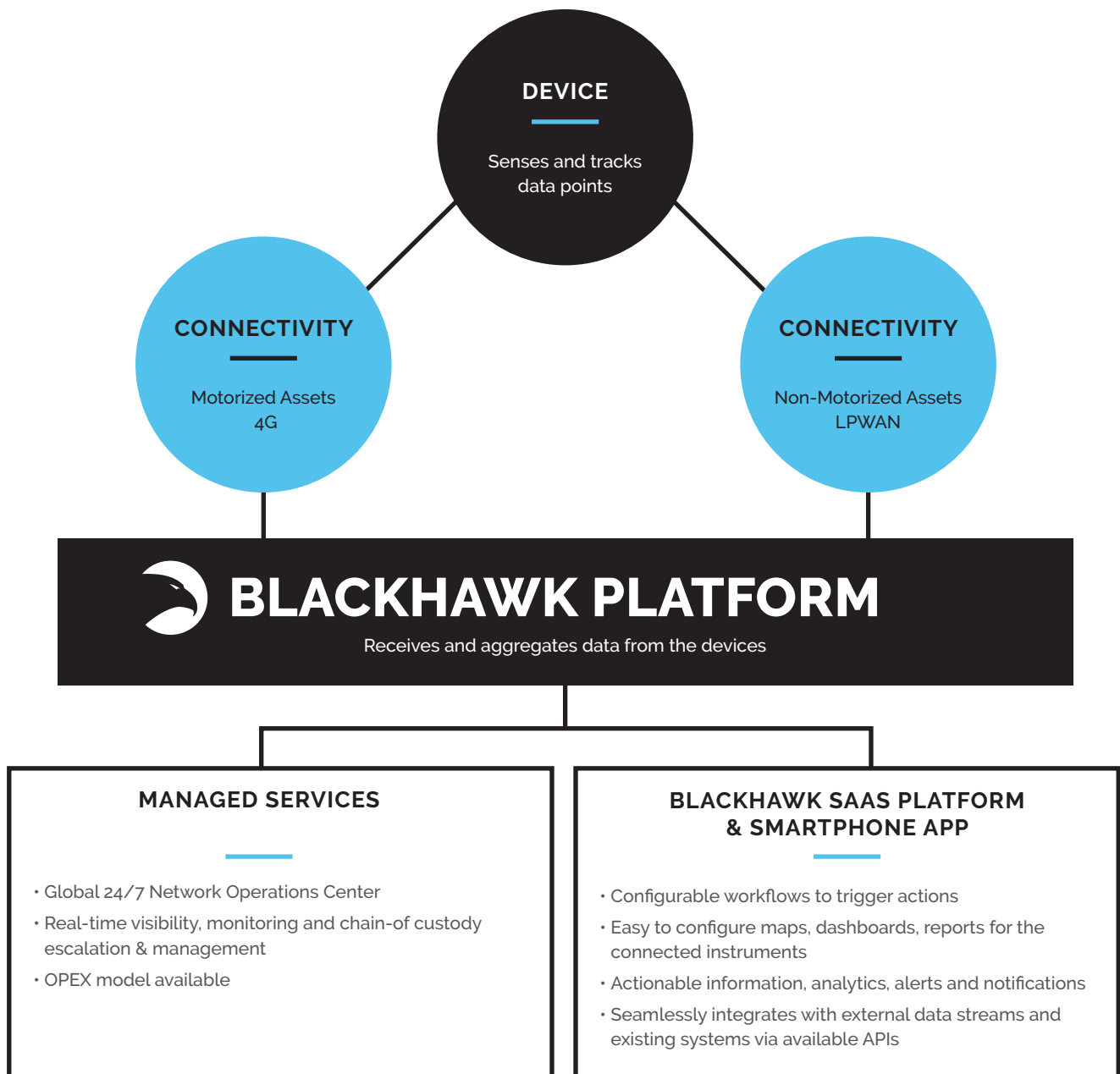
Reduce carbon footprint of motorized GSE and APU burn

PRODUCTIVITY

Do more with less

Our end to end solution provides smart asset management through IoT

WE BRING BEST IN BREED HARDWARE AND CONNECTIVITY TO A SAAS PLATFORM WHICH ENABLES VISUALISATION AND CONTROL OF YOUR ASSETS





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COMPANIES WE WORK WITH

