

## AviationManuals Closes 2018 with 35% Revenue Growth and an Enhanced Suite of Digital Offerings, Including an iPad® App Which Saw Average Weekly User Growth of 48%

Washington, D.C., January 29, 2019 – AviationManuals, the world’s leading provider of aircraft manual development services and flight operations Safety Management System (SMS) software for business aviation, closed 2018 with a 35% increase in revenues. The company enjoyed a 25% increase in its popular International Operations and Procedures update service, with recipients now exceeding 1,400. It also saw a 25% subscription increase for its [ARC SMS digital platform](#) to nearly 6,000 active users, as more operators discover this easy to use, affordable, and modular SMS software solution.

Manual development was also in high demand in 2018. Manuals seeing the biggest surge in 2018 included Emergency Response Plans (ERPs) (a 130% increase) and Minimum Equipment Lists (MELs) (a 57% increase).

### Surge in Digital Offerings

Increasingly known for its convenient online SMS products, AviationManuals implemented numerous operator requested functionalities and modules to improve the way business aviation flight departments, aircraft management companies and independent owners and operators track and enhance their safety standards.

In late spring, AviationManuals released the [ARC iPad® App](#) encompassing risk assessments, forms and document hosting, and subsequently saw its app users increase by an average of 48% per week throughout the year. The app simplifies the SMS process by allowing users to initiate, and manage risk assessments and forms, as well as manage their documents while offline.

The ARC SMS platform also added:

- A new [Metrics module](#) that makes it easier to analyze collected information to help identify potential risks;
- A multi-purpose [Risk Assessment Tool](#) customizable for any operational application not just flights replaced its less flexible predecessor
- A [Change Management form](#) that helps analyze the risks that accompany substantial changes within a department and helps in determining in detail what actions need to be taken in order to implement those changes;
- An [ASAP Form](#) that cuts the time and effort for charter and business aviation operators to submit Aviation Safety Action Program reports.

“Affordable, easy to use solutions are what the industry tells us it needs when it comes to safety enhancements,” said AviationManuals CEO Mark Baier. “We are thus constantly developing new, easy to implement manuals and digital SMS platforms to help fixed and rotary wing operators, drone operators, technicians, and FBOs improve the way they operate.”

To meet the company's 2018 increase in business, AviationManuals experienced a 30% growth in new hires, a record since the company's founding.

### **About AviationManuals**

AviationManuals, based in the Washington, D.C. area, provides operations manuals and SMS software to fixed and rotary wing operators, drone operators, technicians, and FBOs worldwide. Founded in 1996, the company has produced thousands of manuals and supports more than half of IS-BAO registered operators. AviationManuals' current focus is on Mobile Safety Management Systems through easy-to-use modules and apps.

Products and services include its ARC<sup>®</sup> SMS software and corresponding iPad app for its online subscribers, Flight/Company Operations Manuals, International Operations and Procedures Manuals, Minimum Equipment Lists, Emergency Response Plans, and Internal Audit Programs, as well as Letters of Authorization (LOA) support for RVSM, Data Link (CPDLC / ADS-C), and EFBs. AviationManuals is a member of the National Business Aviation Association (NBAA) and a part of its Leadership Council, International Business Aviation Council (IBAC), and Flight Safety Foundation. For more information go to [aviationmanuals.com](http://aviationmanuals.com).