



## QGAir Long Term Rental Solutions Case Study

### Client Brief:

QGAir required a readily accessible inspection camera that offered clarity and accuracy for rapid determination during inspection of fixed and rotary wing engines, and airframe components. The current process to determine faults, required the removal and disassembling of the engine, a process that could accrue a cost of half a million dollars. With multiple bases around Queensland, it was beneficial to have access to a videoscope that provided commonality among maintenance engineers to standardise the inspection intervals and criteria.

As capex was tight, flexibility was needed in payment options, ideally with a set payment that was the same each month or quarter.

### TechRentals Solution:

TechRentals conducted a live demonstration and test of the Olympus IPLEX camera range on site with the full QGAir fixed wing engineering team in attendance. Real issues were inspected inside one of the aircrafts that helped determine what specifications were needed. This demo helped QGAir realise how important having a videoscope of this capacity readily available was, and highlighted how quickly possible grounding defects could be determined.

Once key elements were discussed, QGAir looked at various options TechRentals had available. Ultimately, QGAir went for a Long Term Rental Solution with the Olympus IPLEX, using a 36 month Rental Purchase Option. This gave them the flexibility in payment structure that was needed, while getting the camera most suited for their operation.

### Client Feedback:

*"The process with TechRentals was professional and simplistic. The short term rental requirement that we had was also met while the unit that we ultimately wanted was supplied. Now that the unit is on site, we have used it a number of times for routine inspections which will ultimately allow us to have standardised inspection criteria that can better allow for trend determination of any allowable damage.*

*Until the organisation has an urgent requirement for any damage assessment in order to determine if an aircraft can return to service or not the true value of having this equipment will not be realised. In saying this, the real reason for using this equipment is to improve and increase the ongoing safety of the aircraft that are operated.*

*Allowing for monthly "rent to buy" invoicing has also allowed for a way to have state of the art, expensive equipment available without having to outlay a large capital expenditure that is often hard to come by."*

**Daniel Hopkins - Chief Engineer**  
QGAir - September, 2016

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