

# QUICK CHANGE FOR CABIN MODIFICATIONS

## One plane, multiple configurations



### Cabin FLEXIBILITY: An innovative solution to optimize revenues

The cabin flexibility solution aims to adapt the number of Business Class and Economy Class seats according to seasonal demand and maximize the load factor and revenues of each aircraft in service.

To that extent, we have put together a specialized unit comprising experts from a wide variety of activities to make sure that your project benefits from an experienced team, tools and processes. In addition to the modification itself, you will also benefit from our portfolio of suppliers, our purchasing clout, and our special relationships with brokers.

### A flexible, proven concept

The initial service package includes:

- **More flexibility for the airline**  
Meets the seasonal needs of the company, with the related increase in revenues
- **An integrated solution delivering certification and kit installation**  
An integrated solution with Part 21 and Part 145 compliance. Part 145 on-site assistance provided for your first installation
- **A tailor-made solution**  
Based on your request, we not only propose the solution you need, but also commit to containing your costs and maximizing aircraft availability thanks to our experience with other operators.
- **Shorter, optimized project lead-times**  
TAT = 8-12 hours, reducing AOG time. This improves continuously, driven by feedback from the first aircraft modified

### Specific know-how, unique solutions

The idea behind the “Cabin Flexibility” solutions is to ensure maximum aircraft availability while conducting major cabin modification work. Cabin Flexibility aims to adapt aircraft seating capacity to the season to optimize airline revenue. We can even perform a VIP Quick Change that converts the front of a commercial aircraft into a presidential or VIP cabin.



- Over 15 years of experience in “Quick Change” and cabin completion
- A dedicated team of some 140 highly-qualified Engineers
- Engineers (including compliance verification and airworthiness) and Specialists in each area of expertise, Project Managers and After-Sales Support to assist you at each stage of the project
- A specific certification team
- The latest 3D CAD software to visualize and optimize your project
- Committed to containing your costs and maximizing aircraft availability
- An extensive track record, with projects completed for Royalty, Heads of State and Government, plus airlines and recent large-scale Best & Beyond projects for Air France on both single and twin aisle aircraft



Contact us

## Key benefits

- **Your revenues and operations protected**  
Ensures optimised use of commercial aircraft with minimum impact on operations
- **Short lead-time committed to TAT compliance**  
Our reputation is based on our nimble team response and the quality of our supplier relationships and on satisfying customer requests with short lead-times and full TAT compliance
- **Guarantee of quality**  
Experienced dedicated teams with state-of-the-art design software deliver a solution tailored to your needs. We have a proven track record of working with major airlines, Royalty, and Heads of State and Government
- **On-site expert monitoring**  
Implementation closely managed by our team on-site
- **Full flexibility**  
A dedicated team runs your project from our offices or on-site as per your request

“ Whenever you want to go for a “Cabin Flexibility” project, we are here to assist you and design the solution best-suited to your expectations ”



[afiklmem.com](http://afiklmem.com)

[@afiklmem](https://twitter.com/afiklmem)

For more information contact AFI KLM E&M Services or visit [www.afiklmem.com](http://www.afiklmem.com)  
Email: [mail.aircraft.modifications@afiklmem.com](mailto:mail.aircraft.modifications@afiklmem.com)