



## Airbus Helicopters Leader Todd Powers Joins GPMS to Head Up Sales

**CORNWALL, VT – May 3, 2022)** Airbus Helicopters Leader Todd Powers Joins GPMS to Head Up Sales

CORNWALL, VT – May 3, 2022 – GPMS International, Inc., announced today that Todd Powers has joined the company to lead its sales organization. Powers will drive the company’s efforts to expand the footprint of Foresight MX, the company’s ground-breaking Health & Usage Monitoring System (HUMS).

Powers comes to GPMS after completing an 18-year career with Airbus Helicopters as one of the top, global sales leaders. With more than 500 aircraft sold and sales revenue eclipsing \$2.5 billion, he was consistently responsible for between 30-50% of annual sales volume for North America.

Spending more than 32 years in the helicopter industry in various market segments, including as Chief Pilot at Reach Air Medical, he has witnessed highs, lows, and missed opportunities in the industry. HUMS is near the top of this list.

“Originally, HUMS was supposed to change the way we approach the maintenance and operation of helicopters,” explained Powers. “Legacy HUMS didn’t accomplish this and these systems still don’t today. They are heavy, expensive, frequently report false positives, and are difficult to maintain or understand. All of which heavily impact operator confidence in these legacy solutions.”

Powers says that this is one of the reasons why GPMS is so exciting. “What GPMS has developed in Foresight MX is outstanding. They have taken all the things legacy HUMS solutions promised, but ultimately failed to deliver, and made them highly accurate, 50+% lighter, globally accessible, and most importantly, significantly more affordable,” he says. “I have been looking for this type of solution for my customers and our industry for years.”

Jed Kalkstein, President of GPMS said, “Being able to attract an industry leader like Todd validates the strength of our business, our Foresight MX solution, and the direction we are taking the company,” he said. “We believe that the helicopter industry will be connecting their fleet in the next three years and that we have the best product in the space. Todd gives us the reach and relationships to make sure owners and operators throughout the industry know and choose Foresight.”

Kalkstein also explains that Powers is a natural, cultural fit for GPMS. “Todd has a passion to improve safety and operations in the industry and is driven to help his many friends in the helicopter industry become more successful and sustainable. That aligns with our company mission and really resonates with our team,” he said.

Powers explained that GPMS’s business model and approach to the market also played a part in his decision to join the company. “I can’t say enough about the great team at GPMS. There is a start-up mentality here where everyone is nimble, focused, and working together toward a common vision. It’s refreshing,” he said.

Foresight MX is the next-generation HUMS solution that provides predictive engine and component monitoring, flight data and exceedance monitoring, and automatic delivery of rotor track and balancing

solutions after each flight. Most notably, it provides diagnostic and prognostic capabilities including early fault detection and detailed forecasts for Remaining Useful Life of trending components.

Powers said that with the continuing rising costs of aircraft, parts, and labor it is this level of detail and insight from Foresight MX's predictive capabilities that will help owners and operators change the way they do business. "With Foresight MX, not only is there a tremendous opportunity for them to improve the safety and efficiency of their operations, but they can significantly reduce their maintenance costs as well," he concluded.

GPMS already has STCs for Foresight MX on a range of helicopter platforms including Bell 407 GX/GXP/GXi, Bell 429, Bell 412/212, the Airbus H125/AS350 B3. The company has also completed the system for the Mi- Series helicopters and expects STC's for the H135, the AS350 B2, analog Bell 407, and the H-60 soon.

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About GPMS International, Inc.

GPMS's Foresight MX offers a next generation, predictive Health and Usage Monitoring System that goes beyond HUMS. Foresight MX is designed to give equipment operators the power to "Know it before it matters" providing Machine Condition Monitoring and Fleet Data Monitoring in one powerful system. Fully predictive, Foresight MX offers insights needed to optimize maintenance, safety, and operations. GPMS has re-engineered the HUMS category to put its advantages within reach of every operator, making all platforms smarter and more connected. To learn why today's fleets depend on Foresight MX, visit <https://www.gpms-vt.com>.

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