

## IDENTIFY YOUR OPERATIONAL NEEDS

- ☐ Aircraft types serviced (e.g. ATR, A320, B737, bizjets)
- ☐ Daily ramp volume (# turns per day)
- ☐ Indoor vs. outdoor usage
- ☐ Climate conditions (corrosion, snow, high temps)
- ☐ Space/storage constraints

## EQUIPMENT CATEGORIES TO CONSIDER

### Core Equipment

- ☐ Towbars & Tugs
- ☐ Ground Power Units (GPUs)
- ☐ Air Start Units (ASUs)
- ☐ Belt Loaders
- ☐ Baggage Carts
- ☐ Lavatory & Water Servicing Units
- ☐ Passenger Steps or Boarding Ramps

### Optional Equipment

- ☐ Pushback Tractors
- ☐ Deicers
- ☐ Dollies & Pallet Trailers
- ☐ Air Conditioning Units (PCA)
- ☐ Fuel Farm Carts
- ☐ GSE Maintenance Tools

## KEY QUESTIONS TO ASK VENDORS

- ☐ Is the unit new, used, or refurbished?
- ☐ What's the full spec sheet (year, hours, capacity)?
- ☐ Does it meet your country's voltage or emissions standards?
- ☐ Are manuals and service records included?
- ☐ What is the warranty period or return policy?
- ☐ What are the shipping lead times and costs?

## COST & FINANCING CONSIDERATIONS

- ☐ Do you want to purchase or lease?
- ☐ What is your budget per unit?
- ☐ Are local grants/subsidies available (esp. for electric units)?
- ☐ Will you need customs clearance or import permits?

## COMMON PITFALLS TO AVOID

- ☐ Ignoring compatibility with your aircraft type
- ☐ Overpaying for underpowered units
- ☐ Failing to verify supplier credibility
- ☐ Skipping inspection of used/refurb units
- ☐ Buying GSE without a parts supply plan

## Ready to Ramp Up Your GSE Sourcing?

From tow tractors to GPUs, sourcing the right Ground Support Equipment shouldn't be a guessing game.

At Rampvia, we simplify the process by connecting you with vetted global suppliers, saving you time, money, and hassle. Whether you're expanding operations or replacing legacy units, our team ensures you get the right equipment—on budget and on time. Let us handle the legwork so you can focus on smooth, efficient ground operations.



Smart Ground Support Starts Here  
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