AVISTRATA
AVIATION BUSINESS PLATFORM

For the CFO

Cost control, contract compliance and one source of truth for a government aviation operator with its own repair station

November 2026 · Avistrata 2.2

PREPARED FOR

Chief Financial Officer

A government and special-mission aviation operator that runs its own Part 145 repair station

FROM

Jonas Gyllensvaan, Leesburg Aviation LLC

1001 Sycolin Rd, Leesburg, VA 20175

703.520.5040 · mrotracker.com

At a glance

Avistrata ties the hangar and the flight line to the contract and the general ledger. The hour a mechanic signs on a task card becomes **labor cost on the contract line**, **earned value** and an **invoice**, and it reaches payroll and Costpoint or Unanet without anyone typing it again. The timesheets, business-system controls and audit records a government contractor is judged on are kept in the same place.

1 entry
each hour is recorded once and reused for cost, earned value, payroll and billing

DCAA
certified timesheets, indirect rates and the incurred-cost workbook

5%
the payment withhold DFARS allows per business system with significant deficiencies

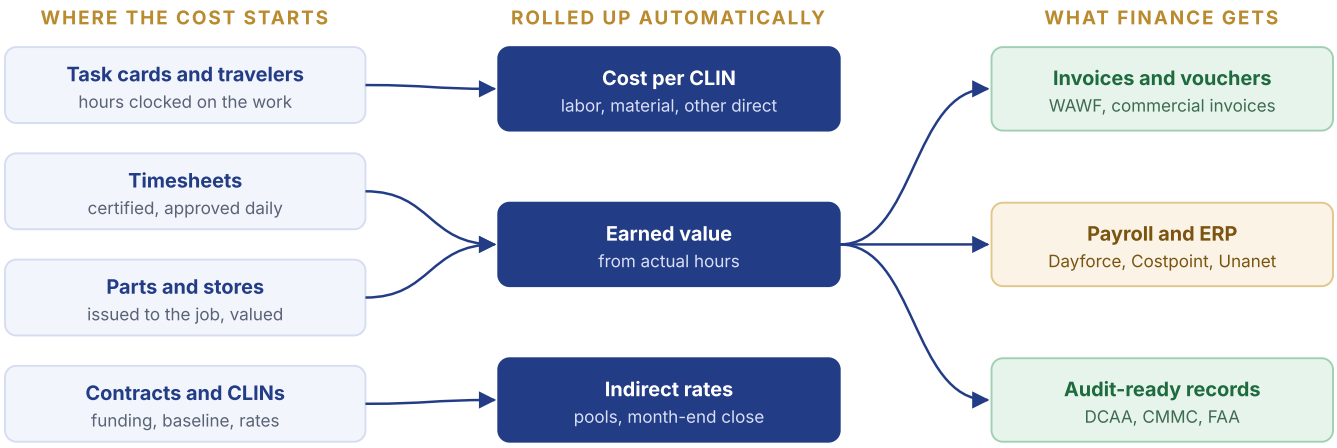
$150K
a year for Enterprise, all modules and sites, plus $35,000 implementation

1 Where the money is

For a contractor that flies, maintains and bills, most of the cost of running separate systems is in people moving the same numbers between them, work that never reaches an invoice, and the preparation for every audit.

Where money leaks today	What *Avistrata* does about it
Hours typed twice (or three times)	Hours are clocked on the task card or traveler once and flow to the timesheet, the CLIN, earned value, payroll (Dayforce) and the ERP (Costpoint or Unanet).
Work and parts that never reach an invoice	Commercial repair station jobs are invoiced from the work order with every hour and part used, plus markup, tax and shop supplies.
Month-end and incurred-cost work done by hand	Indirect rate pools, the month-end close and the incurred-cost workbook are kept in the system, from the same records.
Audit preparation	DCAA-style timesheets with certification and supervisor approval, CMMC / SPRS / CAS / EVM records, AC 120-78B signatures and an auditor packet are already there.
Inventory and rotables	Every unit valued with its condition and certificate; repairs, exchanges and cores tracked to the end, in more than one currency.
Several systems to license and support	Maintenance, flight operations, stores, quality, training, program management and timekeeping in one platform with one price.

2 How cost flows



The same hour a mechanic signs on a task card becomes labor cost on the contract line, earned value and the invoice, without anyone typing it again.

3 Government contract compliance FINANCE AND CONTRACTS

Area	What it covers
Contract line items	Funding, deliverables (CDRLs), a 5 × 5 risk register, change control and government-furnished property, per CLIN.
Earned value	WBS, schedule and baseline, with earned value from hours actually worked and a risk-adjusted estimate at completion.
DCAA timesheets	Daily time with the employee's certification and supervisor approval, sent to payroll and the ERP.
Compliance record	CMMC, SPRS, CAS and EVM records and the DFARS business-system controls, kept with evidence.
Finance	Indirect rates, month-end close, the incurred-cost workbook, invoices through WAWF.
Contract life	Subcontract register, subcontracting plan reports (ISR and SSR), CPARS responses and close-out.

WHY IT MATTERS Under DFARS 252.242-7005, a contracting officer can withhold 5% of payments for significant deficiencies in a contractor business system (up to 10% in all). Keeping time, cost and estimating records in a controlled system with an audit trail is the protection.

4 The fleet and the repair station OPERATIONS AND MAINTENANCE

Area	What it covers
Repair station	Work orders, digital task cards, QC and RII, the 145.161 roster enforced at sign-off, capability list, audits and findings.
Fleet	Maintenance due items, ADs, life-limited parts, flight operations, crew, releases and the Part 5 SMS on the same aircraft records.
Commercial work	Estimates the customer signs online, invoices from the work order, card payments, QuickBooks Online or the ERP.
Reporting	Power BI reporting keys, scheduled reports and a weekly summary for leadership.

5 Controls and security

- **Access:** two-step sign-in, single sign-on, idle sign-out, roles per person, and organizations and sites kept apart.
- **Records:** every signature recorded to AC 120-78B; changes stamped with who and when; CUI and ITAR marking on programs and parts.
- **Systems of record stay:** Costpoint or Unanet remains the ledger and Dayforce the payroll; Avistrata feeds them.
- **Your data:** reports, exports and a partner API, so the data is never locked in.

6 Cost and a way to size the return

Item	Price	Notes
Enterprise license	From $150,000 a year	All modules, multiple sites, unlimited users, single sign-on, partner API, Program Management and Part 21 production
Implementation	$35,000 one time	Setup, data migration and training; the scope is agreed up front
Data migration of large histories	Quoted	Only if the history to bring across is unusually large

We would rather work out the return with your numbers than claim one. The worksheet below shows the method; the example figures are illustrations only.

Your number	Example (illustration only)	Your figure
People who re-key hours or work orders between systems	6 people × 5 hours a week	
Their loaded hourly cost	$70 an hour	
Yearly cost of re-keying	6 × 5 × 48 weeks × $70 = $100,800	
Commercial work not billed (hours and parts missed)	1% of $5M commercial revenue = $50,000	
Licenses and support of systems *Avistrata* replaces	Your current invoices	
Audit and month-end preparation hours	Hours × loaded cost	

7 How we would start

- **One site or one program first,** run in parallel with the current systems for a month, with success measures agreed before it starts.
- **Integration review** with your IT and finance teams: Costpoint or Unanet, Dayforce, single sign-on.
- **Then roll out** site by site, with the implementation fee fixed in advance.

Read more

- Program Management: step by step
- User guides 11 (Business and programs), 02 and 07
- Security, MFA and single sign-on page

Proposed next steps

1. A 60-minute demo: a task card hour rolling up to a CLIN, earned value and an invoice.
2. An integration and security review.
3. A pilot plan with dates and success measures.

Let's set up the demo
60 minutes, live, on a program like yours.

Jonas Gyllensvaan
703.520.5040
mrotracker.com

Prepared for discussion. The worksheet example figures are illustrations, not estimates for your company. DFARS reference: 252.242-7005, Contractor Business Systems. Some integrations (single sign-on, QuickBooks Online) are rolling out as partner approvals complete. Prices from mrotracker.com/pricing as of November 2026. © 2026 Leesburg Aviation LLC.