

IATA

18th MAINTENANCE COST CONFERENCE

& MRO SMARTHUB USER FORUM

GENEVA, SWITZERLAND

Program
October 5-6, 2022



Wednesday 5 October 2022

18th Maintenance Cost Conference

08:00

Registration

08:45

MCC 2022 Opening & Welcome Remarks

Chris Markou – Head, Technical Operations, IATA

Thom GROBBEN – VP, Engineering, KLM

09:00

Air Transport in an Uncertain Future

Bojun WANG – Economist, Industry Analysis, IATA

Bojun will discuss the economic trend of the air transport industry under the uncertainties brought by inflation, high jet fuel price and geopolitical tensions.

09:30

MRO Industry Forecast & Market Trends

Jonathan BERGER - Managing Director, Alton Aviation Consultancy

Jonathan will present Alton's 10-year fleet and MRO demand forecast in addition to sharing his insights on the major MRO industry trends and their impact to the aviation industry's competitive dynamics.

10:15

Optimus – An Air Canada Maintenance Cost Optimization Solution

Keith DUGAS – Director, Maintenance AI and Connected Operations, Air Canada

During Covid, Air Canada (including Rouge) had 184 parked jets, a multitude of retirements, fleet rejuvenation with documented variables and constraints, and a strategy on how/when, where and why everything was parked. Post-Covid, AC created 3 optimization models combining some of the biggest and brightest cost avoidance moves with the ability to post process cost functions for shop visits, maintenance contracts, EOLA projections, temporal simulations and what-if parameter changes out to the limit of validity or lease return of the balance of its jets in service

10:45

Coffee Break

11:15

Using Technology to Control Maintenance Costs

Swaran SIDHU - Head of Fleet Technical Management, easyJet

Swaran will share how easyJet is leveraging and pushing the boundaries of technology to maintain our cost leadership in the industry.

11:35

Panel Discussion: AHM

Moderated by Chris Markou – Head, Technical Operations, IATA

Panelists: Dragos BUDEANU – Sr. Manager Engineering & Maintenance, IATA

Shawn GREGG – Director, Engine Maintenance - Delta Air Lines

David KELLY – Manager, Engineering, Business Technology and E-Enablement, Qantas

David MARTY – Head of Digital Solutions Marketing, Airbus

John MOUFARREJ – Maintenance Programs Engineer, Boeing

Ralf SCHNEIDER - Aircraft Maintenance Expert, EASA

Aircraft Health Monitoring (AHM) systems potential to increase aircraft safety and operational reliability would benefit from AHM-ready aircraft components/parts. Our panelists will discuss the role of AHM, its regulatory status for OEMs and operators as well as the business challenges that may arise.

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12:45

Lunch Break

14:15

Panel Discussion: Standardizing Aircraft Documentation

Moderated by Wes PARFITT – Sr. Director, Fleet Transactions Technical, Air Canada

Panelists: Michael FRANK – CTO & Founder, Opremic

Ken JONES – Director, Electronic Data Standards, A4A

Chris MARKOU – Head, Technical Operations, IATA

Mark ROBOFF – CEO, SkyThread

Chris WATER – Program Manager Transactions, SGI Aviation

Aircraft documentation is a critical element of ensuring continuing airworthiness compliance as well as commercial agreements related to aircraft leasing and trading/transfer of the aircraft and aircraft parts. The panelists will discuss the processes and interactions between the industry stakeholders related to the exchange of airworthiness records, the need to understand (maybe standardize?) aircraft documentation as well as the business and technical (IT) requirements to achieve this objective.

15:45

Coffee Break

16:15

Panel Discussion: IATA - OEM Agreements

Moderated by Chris Markou – Head, Technical Operations, IATA

Panelists: Charles CAPEL – VP Used Materials, Rolls Royce

Stephane MAUGRAS – CFM Service Program Manager & Liaison Officer, Safran Aircraft Engines

IATA has signed agreements with engine OEMs (CFMI in 2018 and Rolls Royce in 2021) to ensure a healthy competition in the MRO market for engine maintenance. A few years into the agreements, have the agreements helped the industry? Have we seen changes in other OEM's behavior in this area? Is the economic situation after the COVID pandemic and the recent geopolitical events challenging these agreements?

17:00

Day #1 Wrap up

18:30-20:30

MCC Evening Event at Hilton Geneva Hotel

34 Route François-Peyrot , 1218 Le Grand-Saconnex, Geneva

Thursday 6 October 2022

18th Maintenance Cost Conference

08:30

Day #2 Kick off

Chris Markou – Head, Technical Operations, IATA

08:45

Monopolies and Single Sourcing - Risks and Challenges in Today's Environment

Alex de GUNTEN – Business Development Officer, HEICO

Having choices and alternatives is not only good business but critical for the long-term health of the industry. Ensure you have access to new OEM, PMA, Repair and USM alternatives.

09:15

Retirements, dismantling, part-outs and USM in uncertain times

Jonas MURBY – Principal, AeroDynamic Advisory

A look at the forces guiding aircraft retirements and dismantling and the role of USM in airline MRO. Why have retirements remained so low throughout the recent crisis? What is the industry's recovery outlook and how does this impact part-outs and USM? What are the potential cost savings for airlines?

09:45

Aircraft Market Values vs Maintenance Status

Tiymor KALIMAT – Director, Aircraft Programs, Jazz Aviation

Tiymor will present the key factors that affect aircraft market value with a focus on aircraft maintenance conditions and maintenance practices. He will discuss the major components taken into consideration in the asset valuation process and highlight how maintenance and value correlate.

10:05

Valuation & Economics of Aircraft Dismantling

Peter WALTER – Director, Asset Management, IBA

10:35

MCC 2022 Wrap Up

Chris Markou – Head, Technical Operations, IATA

10:45

Coffee Break

Thursday 6 October 2022

MRO SmartHub User Forum

11:00

MRO SmartHub User Forum - Kick Off

Frederic LEGER – SVP Commercial Products and Services, IATA

Bastian BREITENMOSER – CEO, Opremic

Bretton WELLS – Project Manager, IATA

Greetings and introductions from IATA and Opremic as the official launch of the 1st IATA MRO SmartHub User Forum 2022.

11:15

Harnessing industry data to quantify recovery from the COVID pandemic within the USM market

Sebastian VOCK – Senior Solutions Architect IATA MRO SmartHub, Opremic

Many reports forecast the recovery of the USM market from the impacts of the COVID pandemic. Most of the presented values are aggregated estimations on total revenue level or derivations from the expected fleet sizes and activity levels. With the MRO SmartHub Evaluator database, IATA has reliably quantified the impact the COVID pandemic had on the USM market in their first white paper – based on historical part transaction data contributed by the industry. In this presentation, we will have a look at the development in 2021 and the recovery effects for USM volumes and price levels.

11:45

The IATA MRO SmartHub – Available modules and the fair market value

Sebastian VOCK – Senior Solutions Architect IATA MRO SmartHub, Opremic

The IATA MRO SmartHub is a neutral web-based platform enabling airlines, MRO service providers, OEMs, and appraisers to gain a greater transparency of the surplus aftermarket. This presentation will outline the five modules of the IATA MRO SmartHub and will shed some light on the unique Fair Market Value (FMV) for aircraft parts that is part of the Evaluator module.

12:05

SmartDocs - Setting new standards for aircraft documentation

Johannes JÖRG - Senior Consultant IATA MRO SmartHub, Opremic

Jonas FORNACON – MRO SmartDocs Project, Opremic

Project SmartDocs aims at the digitization, validation, and centralization of the aircraft documentation processes. Whether it is a simple part trade, return of a leased aircraft or a teardown of a complete aircraft, a breakdown of available documentation will be provided instantly. To achieve this, SmartDocs does not only provide services for new certificates. A strong focus is on the mass of existing paper certificates that the new service will digitize with context sensitive Optical Character Recognition (OCR), authority validation checks, sanity checks, and automated documentation matching.

12:45

Lunch Break

14:00

Benefits of automation and digitalization for aftermarket suppliers

David O'DONNELL – Business Development Director, Total Aviation

David will share the key steps taken and major benefits Total Aviation have seen from increased automation and digitalization. Hopefully, the presentation will be an inspiration for how your organization can benefit in similar ways.

Thursday 6 October 2022

MRO SmartHub User Forum

14:30

How Lufthansa Technik uses IATA SmartHub to reduce costs and increase efficiency in material procurement

Florian SCHNEIDER – Manager, Corporate Procurement Intelligence, Lufthansa Technik

Florian will give insights on how to cope with current MRO market challenges by using the support of the IATA MRO SmartHub.

15:00

Coffee Break

15:30

The IATA MRO SmartHub - Vision & Outlook

Sebastian VOCK – Senior Solutions Architect IATA MRO SmartHub, Opremic

IATA and Opremic present the vision of how the IATA MRO SmartHub may look like in the future. Based on feedback from industry experts, a basic roadmap has been created outlining the fundamental topics for the development agenda.

16:00

Community discussion – collecting feedback and feature requests for the IATA MRO SmartHub

Johannes JÖRG - Senior Consultant IATA MRO SmartHub, Opremic

Bretton WELLS – Project Manager, IATA

IATA and Opremic are looking for community and industry feedback on existing features of the MRO SmartHub, suggestions for new features, enhancements of existing features, and suggestions based on the user experiences with the system. The MRO SmartHub community will have the possibility to prioritize the developments in an online survey later on.

17:00

MRO SmartHub User Forum Wrap up

17:00-18:00

MRO SmartHub User Forum Sundowner at IATA Terrasse

Sponsored by **MRO SmartHub**

Useful Information

MCC 2022 & MRO SmartHub User Forum

October 5 -6, 2022

IATA CONFERENCE CENTER

33 Route de l'Aéroport 33
1215 Geneva 15 Airport
Switzerland
Room: Geneva 1& 2

DRESS CODE

Business Casual



MCC Evening Event

October 5, 2022 - 19:00-21:00

HILTON GENEVA HOTEL

Rte François-Peyrot 34
1218 Le Grand-Saconnex
Switzerland

DRESS CODE

Casual



MRO SmartHub User Forum Sundowner

October 6, 2022 - 17:00-18:00

IATA Terrasse

33 Route de l'Aéroport 33
1215 Geneva 15 Airport
Switzerland

DRESS CODE

Casual



18th Maintenance Cost Conference

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