

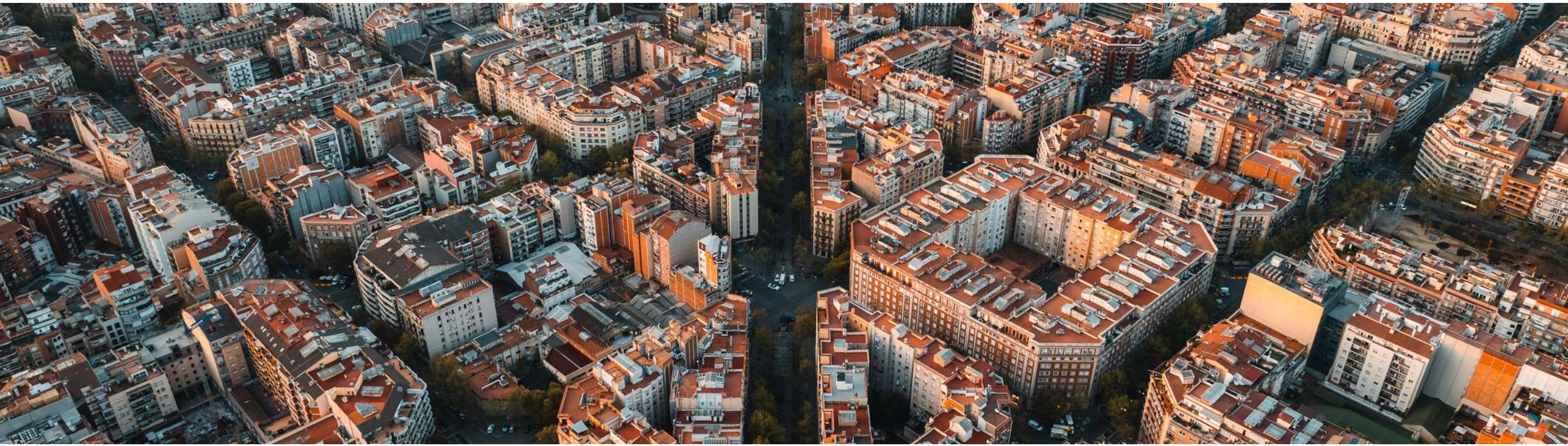
**IATA**

**3<sup>rd</sup> MRO SMARTHUB FORUM**

**OCTOBER 22, 2024**

**BARCELONA, SPAIN**





# MRO SmartHub Overview & Announcements

Garath Harries  
Product Manager MRO SmartHub – IATA

IATA

3<sup>rd</sup> MRO SMARTHUB FORUM

OCTOBER 22, 2024

2



# Addressing Industry Challenges

## Problem

- ⊗ No transparency to parts pricing and lead time
- ⊗ Price volatility in both OEM and aftermarket
- ⊗ Lack of alternatives for sole source parts
- ⊗ Limited visibility to availability of parts
- ⊗ Inefficiencies in parts sourcing processes
- ⊗ Airlines building unnecessary inventories of spares

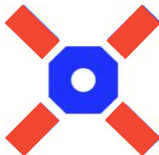
## Solution

- ✓ Full transparency to neutral market pricing and lead time
- ✓ Market pricing trends at part number level
- ✓ Part alternatives including USM, PMA's and part repairs
- ✓ Comprehensive parts listings with price & availability
- ✓ Integrated valuation, trading and settlement (ICH)
- ✓ Airlines can list surplus inventories, value and trade



## Evaluator

Provides **Fair Market Value** and **detailed statistics** for surplus parts



## Connector

Eases trading with **preferred partners** through a distinctive trading channel



## Auctioneer

Process multiple auction lots with the **full support of evaluation functionalities**



## Asset Manager

Pre-sell material from teardown projects. **Enable joint bid purchasing** on aircraft assets



## Teardown Module

Handle teardown projects from start to finish with an efficient **single source of information**

IATA

3<sup>rd</sup> MRO SMARTHUB FORUM

OCTOBER 22, 2024

IATA MRO SmartHub is a **web-based business intelligence platform** enabling:

- Quick and accurate evaluation of excess inventories
- Transparent fair market value and true availability of surplus material
- Reduction in material cost while maximizing usability of on-hand inventory
- Company Benchmark feature
- Buy, Sell, Exchange, Consignment, Auction
- Joint-bid asset purchasing
- Effortless integration and enhancement into any ERP system and other MRO tools

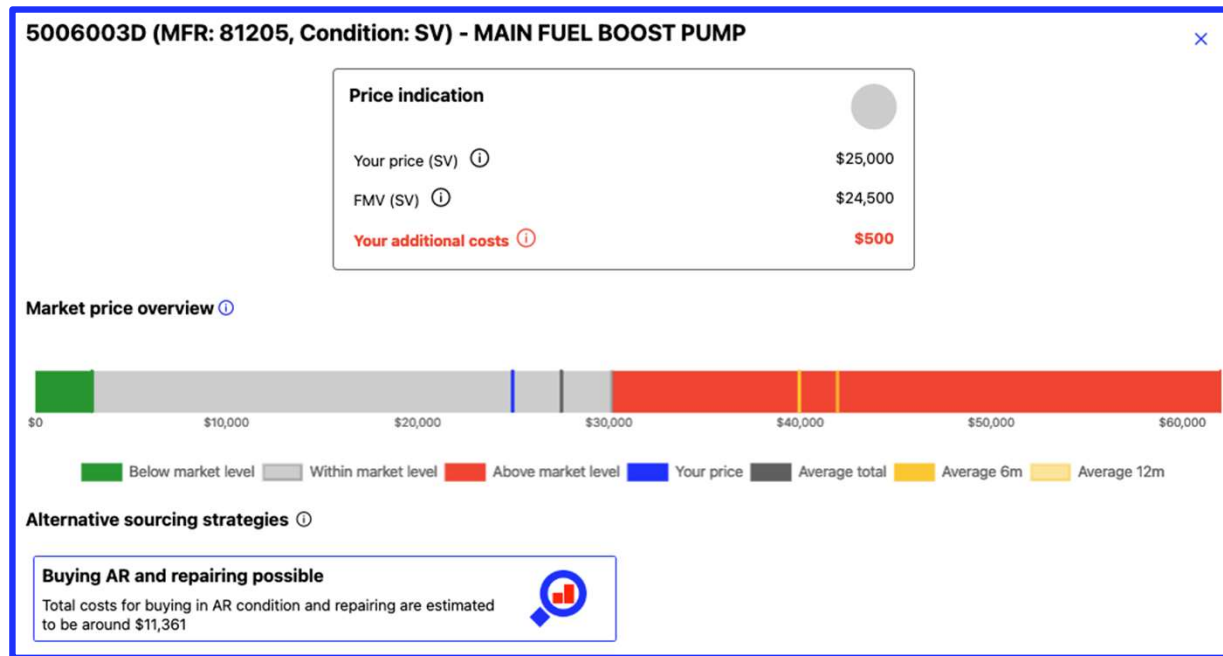


## Creating transparent, neutral and unbiased valuations for surplus spare parts based on actual airline transactional data

- **Increased market transparency** to the fair market valuation of materials
- **Unique market insights** based on **actual market transactions; unbiased** Fair Market Valuation
- **Access to collective industry data** without disclosing sensitive information; **anonymized and secure**
- **Improved** procurement and repair **decision-making**
- **Optimized surplus inventory valuation**
- **Neutral platform** with benchmarking capability
- Significant potential to help airlines to **reduce material costs**

# Review milestones since Hanoi 2023

- New releases for **Asset Manager**
- Completion and release of the **Teardown Module**
- **Pricing Decision Support** specified and released
- Several other projects started:
  - **Auto RFQ Response**
  - **Procurement Cockpit**



# Welcome to the MRO SmartHub community

vueling

Ethiopian  
የኢትዮጵያ

WESTJET

AAIR

FTAI AVIATION

Ga  
Telesis

AJW®

FLTECHNICS

中国航空器材集团有限公司  
CHINA AVIATION SUPPLIES HOLDING COMPANY

aircrafttag

SENTRY  
AEROSPARES

APOC

IATA

3rd MRO SMARTHUB FORUM

OCTOBER 22, 2024

7

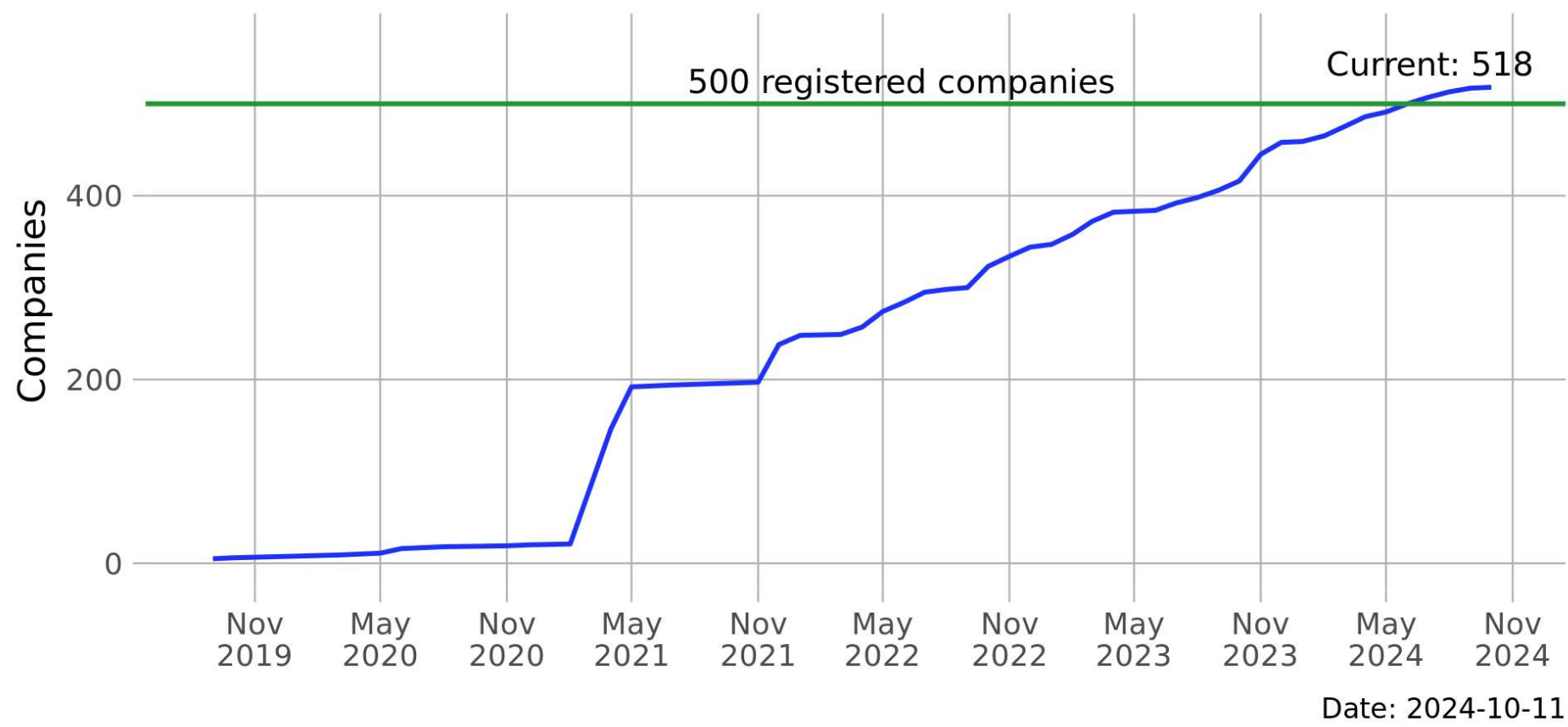
Opremic

IATA

# Platform evolution - Companies

## Number of registered companies

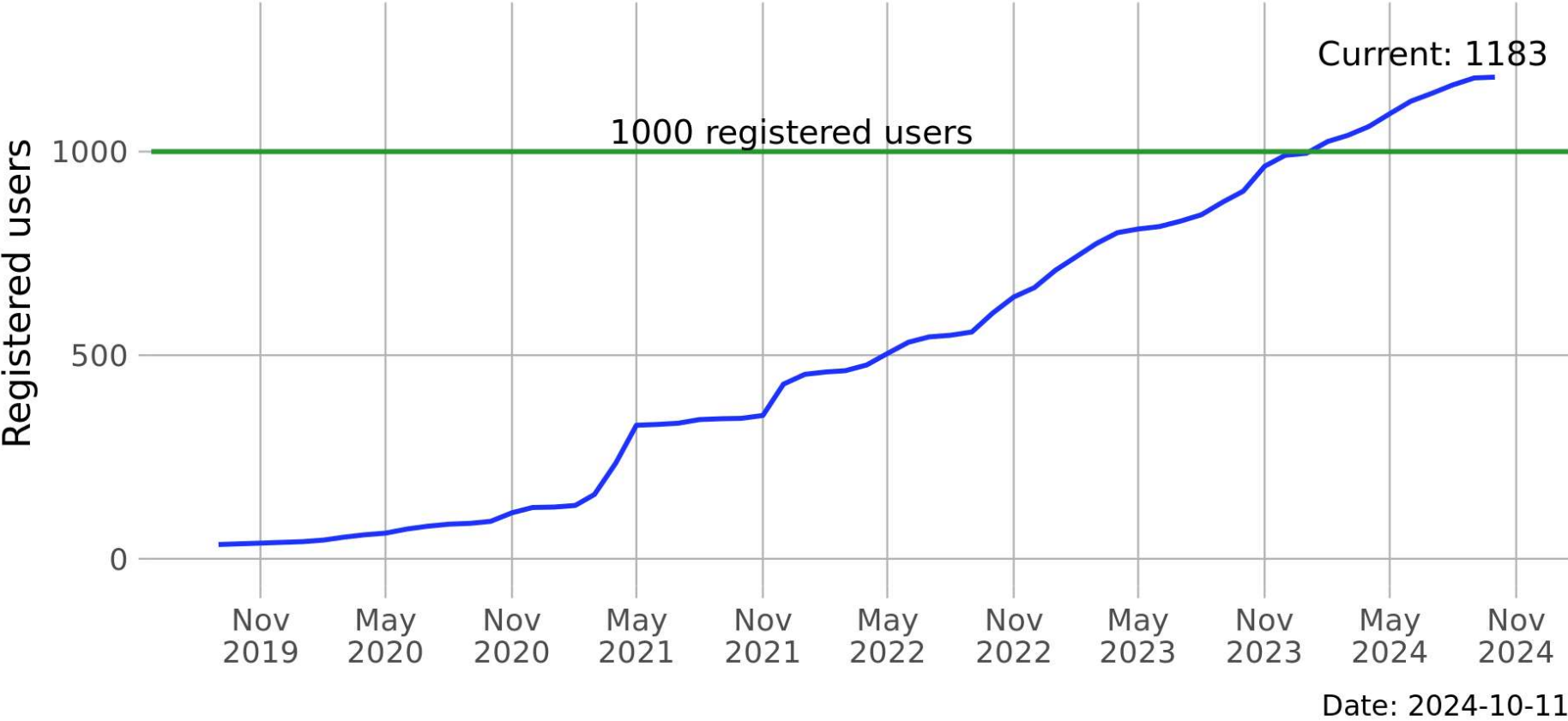
Usage statistics for IATA MRO SmartHub



# Platform evolution - Users

## Number of user accounts

Usage statistics for IATA MRO SmartHub



# Platform evolution - Activities

## ➤ **Evaluator:**

- 10k part searches
- 67 material lists evaluated
- 145k parts evaluated

## ➤ **Connector:**

- Part search volume almost doubled (+92%) since 2023
- 500+ visits to company shop windows

## ➤ **Asset Manager** - Over 200 projects launched

## ➤ **Sourcing Auctions** – 26 events

Thank you!

Any questions?

IATA

3<sup>rd</sup> MRO SMARTHUB FORUM

OCTOBER 22, 2024

