

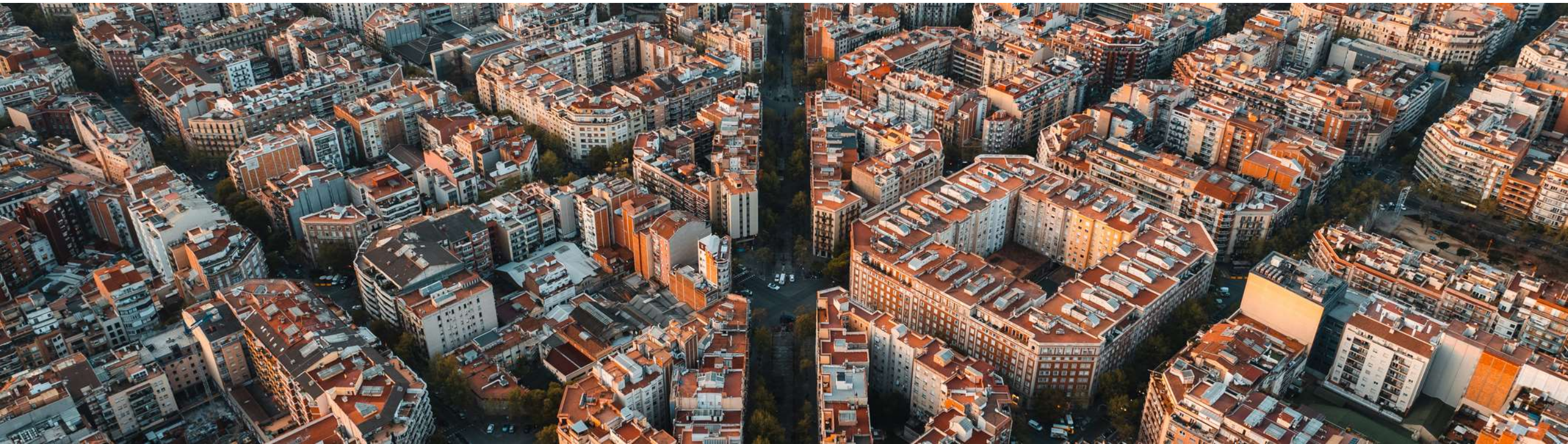
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OCTOBER 22, 2024

BARCELONA, SPAIN





Procurement Cockpit

Simplified and Informed Buying Decisions

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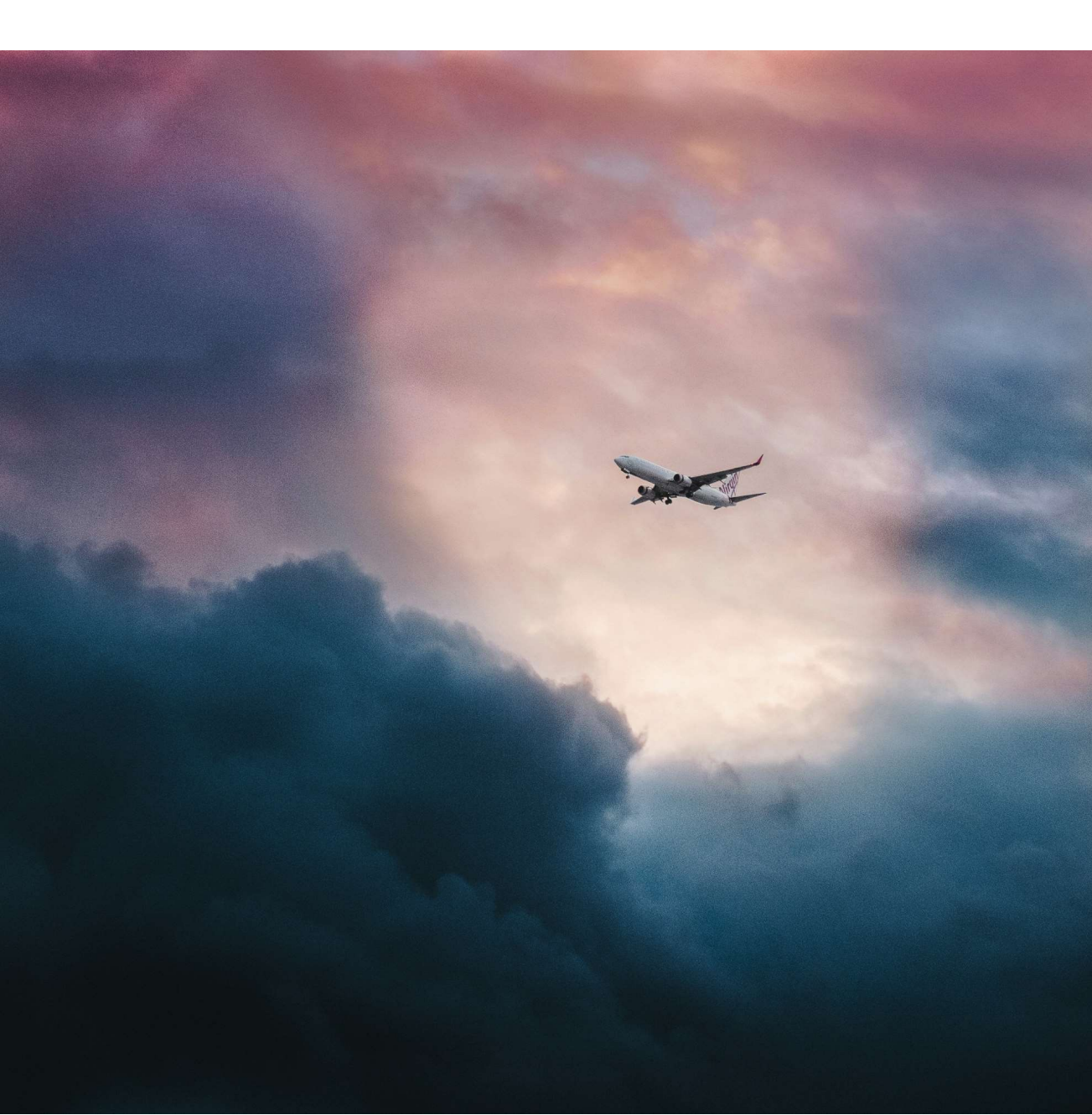
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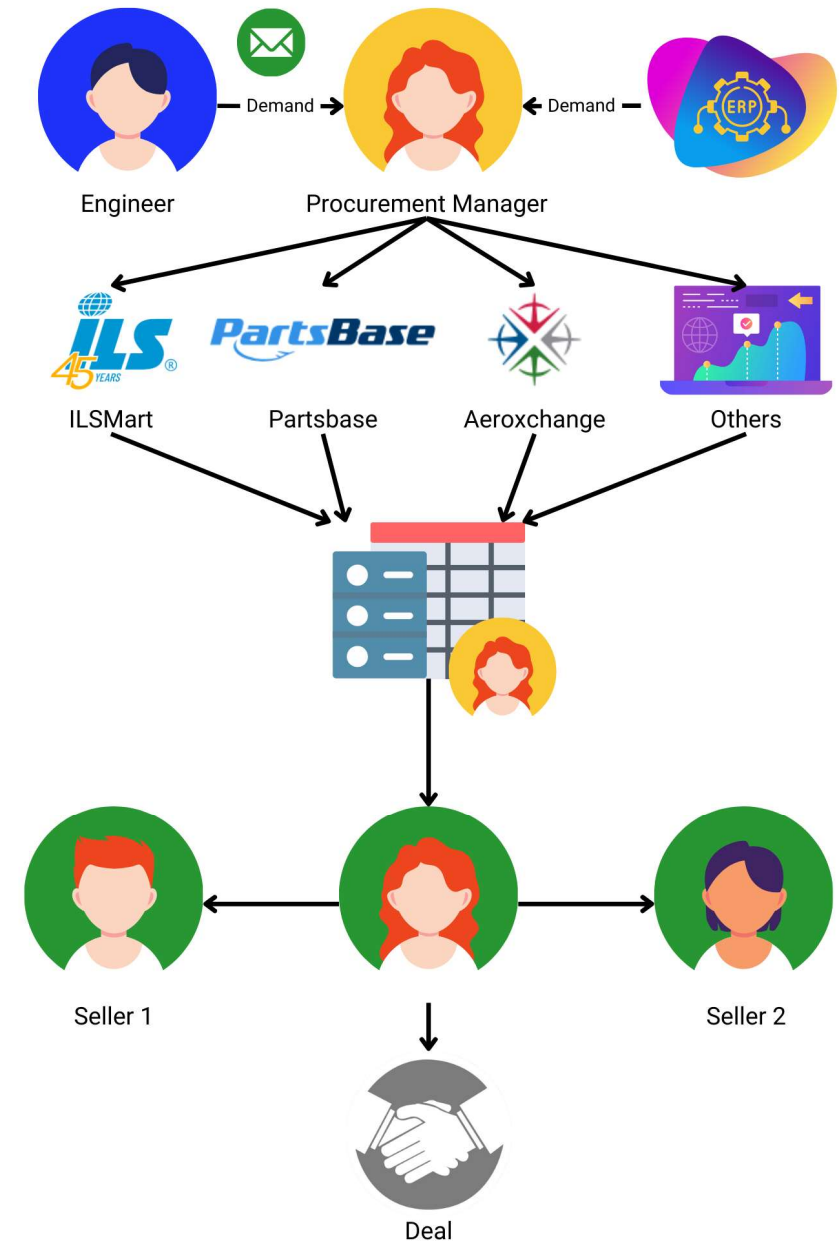


Is your organization efficient in buying material?

Efficiency in the procurement process for aircraft spare parts refers to the **effectiveness and speed** with which organizations can identify, source, acquire, and manage the necessary materials while **minimizing costs** and ensuring **compliance** with regulatory standards.

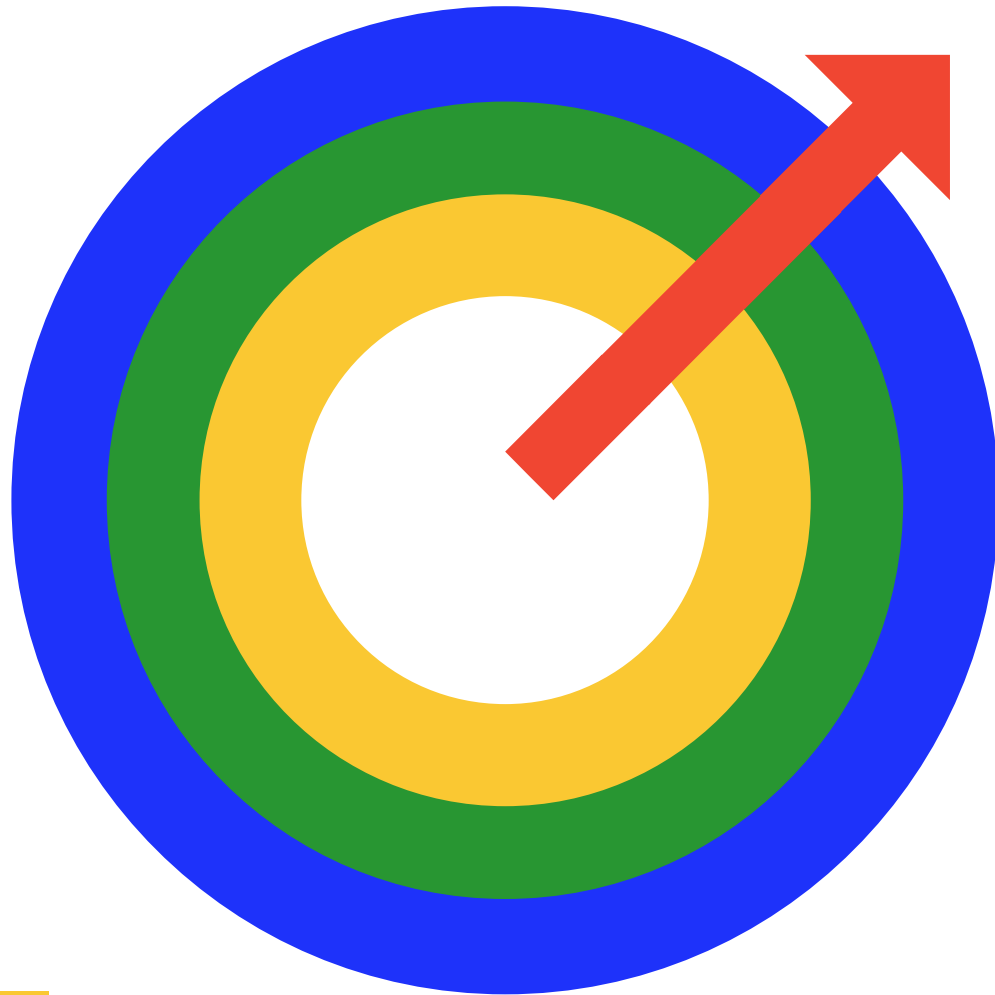
State of the art process

- Unnecessary **manual tasks** determine workload and limit throughput
 - Search on multiple platforms
 - Result consolidation
- **Lack of decision support** tools hampers effective decision-making
- **No focus on strategic planning**
- **Compliance risks**, such as improper documentation, can invalidate the entire process or deal

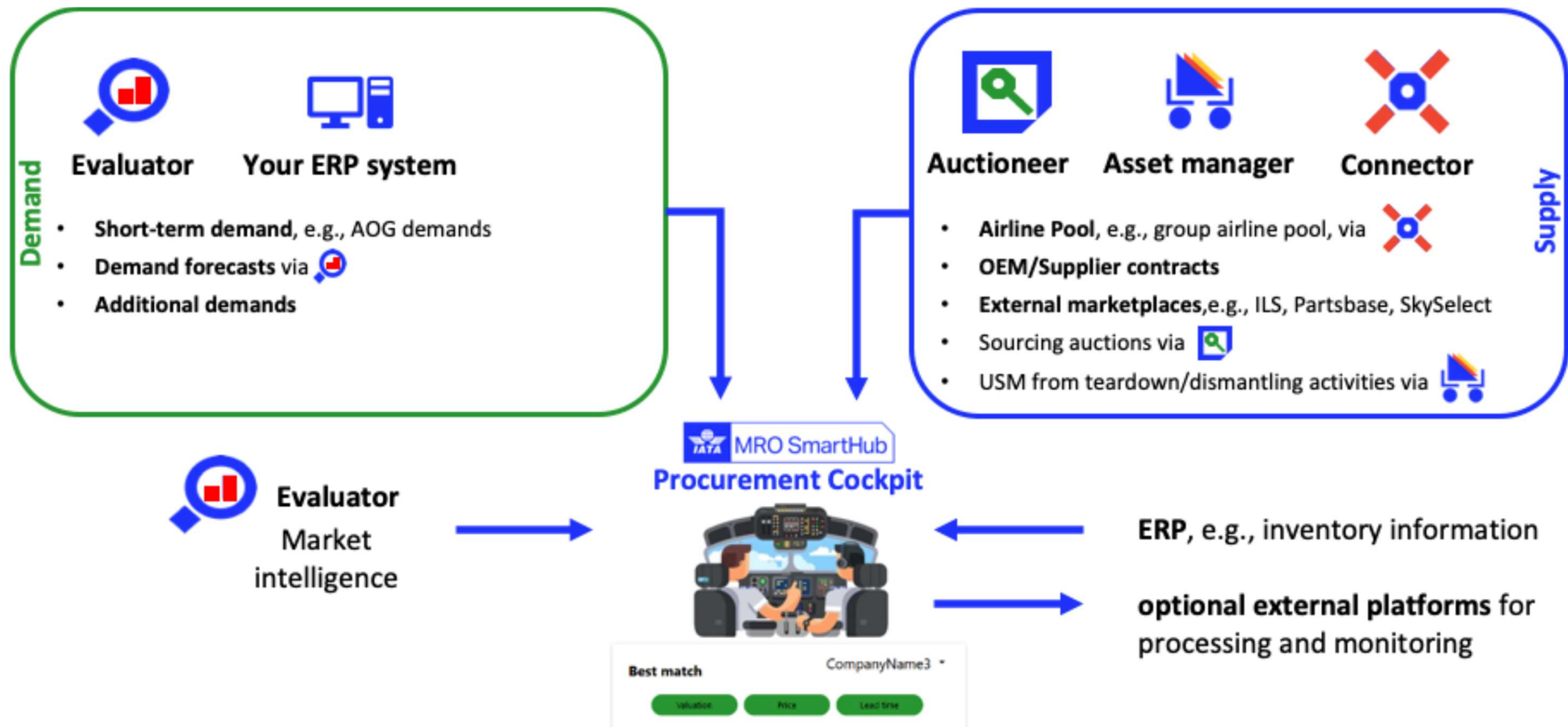


MRO SmarHub Procurement Cockpit

Eliminate manual tasks, boost efficiency

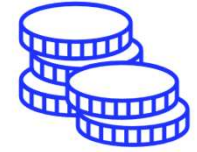


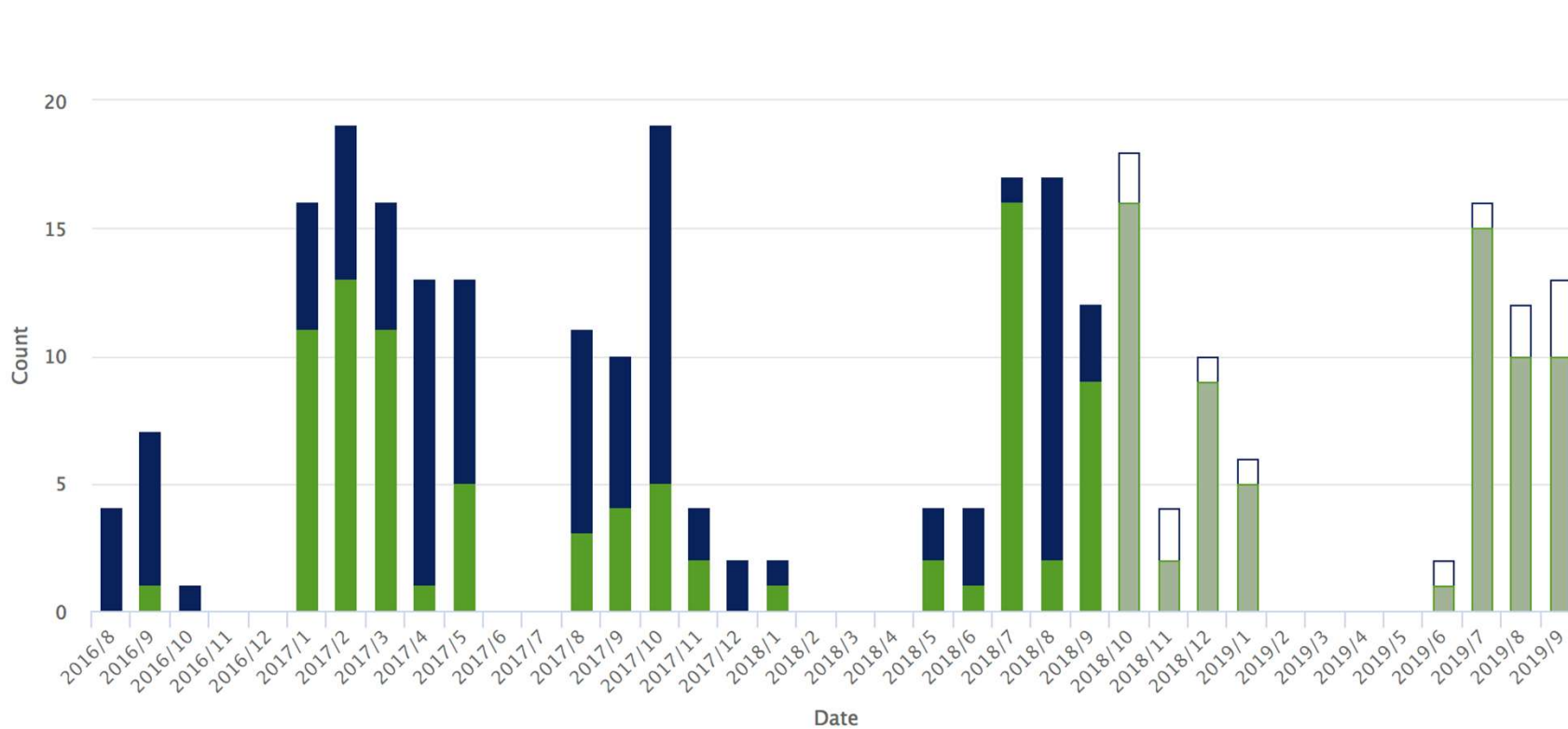
- ✓ Single interface for all procurement activities
- ✓ Instant result consolidation
- ✓ Smart decision-making with integrated statistics
- ✓ Integrated compliance checks
- ✓ Procure strategically by anticipating demands



Benefits of having a unified procurement cockpit

- Comprehensive analysis of material demands (short- and long-term)
 - Identify and select cost-effective sourcing channels for each demand.
 - Initiate provisioning early to ensure sufficient lead time.→ Outcome:
 - **Cost reduction**
 - **Minimized urgent demands** (excluding AOG scenarios)
- Automated demand matching
 - Integrate available inventory, current market offers, and long-term sourcing strategies
 - Automate standard requests to preferred suppliers→ Outcome:
 - **Increased operational efficiency**
 - **Enhanced decision-making**





Expected total demand

81

Expected surplus fulfillment

83.95% (+38.4%)

Expected savings

\$14,140,402

Anticipate demand, don't just react

- Forecasts drive strategic procurement
- Stats predict demand before requests
- Strategic procurement lowers costs
- Target prices and demand-price links are calculated

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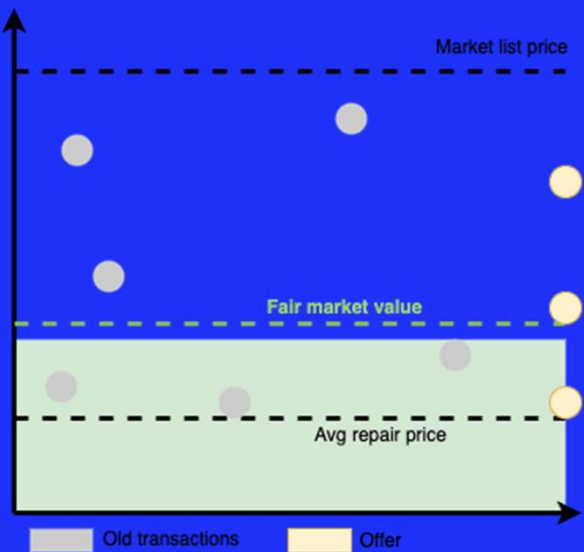
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From integrated decision support to automation

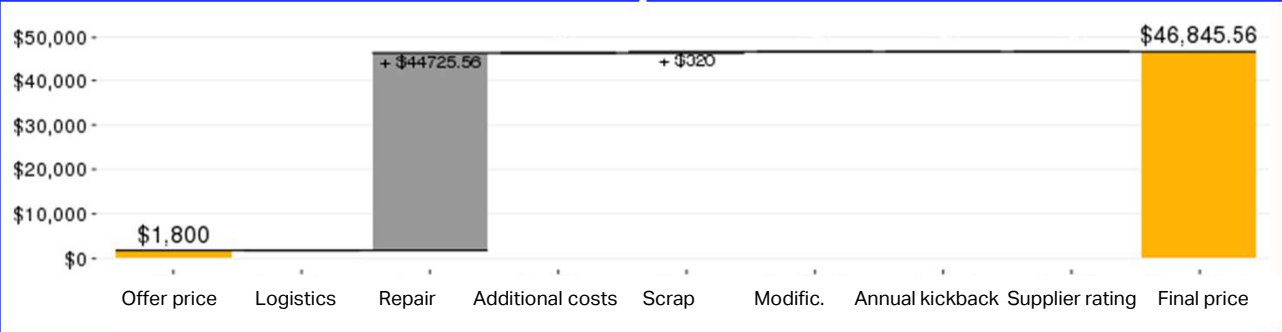
Price database

Compares fair market value and past transactions



Price normalization

Normalizes prices by conditions and characteristics

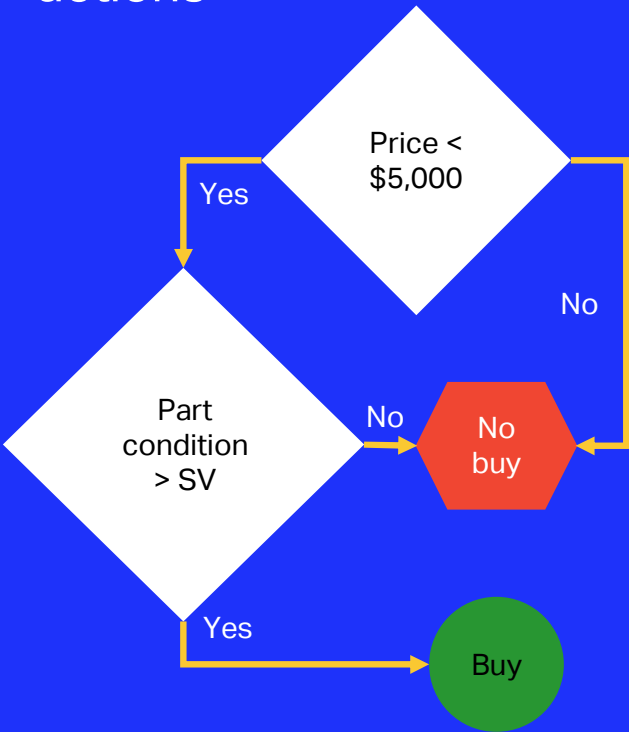


Supplier ranking

Risk assessment based on supplier experience

Process automation

Automates responses with trigger-based actions



Matching task list with existing supply

COM00006-09
MFR: CAGE01
#Component 1

Demands

	Part Number	Condition	Lead time	Price [USD]	Demand Source	Priority	Responsibility
X	COM00006-09	SV	10	5000	Manual	Critical	User 01
X	COM00006-10 ↔	AR	60	1000	Forecast	Routine	User 01
	COM00006-09	NE	3	15000	AOG	AOG	User 02

Offers

Create auction

Source	Part Number	Condition	Lead time	Price [USD]	Supplier	
Connector	COM00006-09	SV	10	5000	Company 1	🛒
Contract	COM00006-10 ↔	NE	60	1000	Company 2	🛒
Auction	COM00006-09	NE	3	15000	Company 3	🛒
Teardown	COM00006-09	AR	120	600	Company 4	🛒

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Build packages, initiate and monitor transaction

	Demand type	Supplier	# parts	Contract	Sum [USD]
+	Routine	OEM Supplier 1	10	active w kick-back (approx. \$45,000 left)	\$15,000
+	Critical	MRO 2	3	-	\$45,000
+	Misc	MRO 3	15	active	\$450,000
+	AOG	OEM Supplier 2	1	active	\$20,000
+	Routine	OEM Supplier 3	2	-	\$5,000

Show all (51)

Filter by company

Search

Supply source	Type	Priority	Reference	Part number	Company	Price per unit [USD]	Quantity	Entry time
OEM Contract	+ Purchase		C1U-C5U-00082	COM000060-9	CompanyName5	\$2,186.74	1 spools	August 29, 2024 at 11:38:56 AM GMT+2
Connector	+ Purchase	Add	C1U-C5U-00081	COM000001-7	CompanyName5	\$7,830.95	2 packages	August 29, 2024 at 10:34:24 AM GMT+2
External platform	+ Purchase	Add	C1U-C5U-00080	COM000001-9	CompanyName5	\$6,170.28	2 per thousand	August 27, 2024 at 8:17:37 AM GMT+2
Inventory	+ Purchase	Critical	C1U-C5U-00079	COM000000-5	CompanyName5	\$7,610.92	1 each	August 26, 2024 at 2:46:05 PM GMT+2
Sourcing auction	+ Purchase	Add	C1U-C5U-00078	COM000092-8	CompanyName5	\$2,738.27	1 tubes	August 26, 2024 at 2:45:58 PM GMT+2
Consignment	+ Purchase	Routine	C1U-C4U-00077	COM000003-6	CompanyName4	\$2,536.12	1 rolls	August 12, 2024 at 11:36:04 AM GMT+2
External platform	+ Purchase	Routine	C1U-C4U-00076	COM000060-7	CompanyName4	\$7,407.99	1 each	August 12, 2024 at 11:36:02 AM GMT+2

Roadmap Procurement Cockpit

MAY 2025
End of beta phase

DEC 2024
Release beta for
launching customers

JUL 2025
Release v1

SEP 2024
Specification
ready

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The Procurement Cockpit empowers users with a **unified interface for all procurement activities**. It offers instant consolidation of results, integrated compliance checks, and **advanced decision-making** tools. With the ability to forecast demand, this module ensures a **strategic, compliant, and efficient procurement** process.

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