

**IATA**

**18<sup>th</sup> MAINTENANCE COST CONFERENCE**

**& MRO SMARTHUB USER FORUM**

**GENEVA, SWITZERLAND**

**October 5-6, 2022**



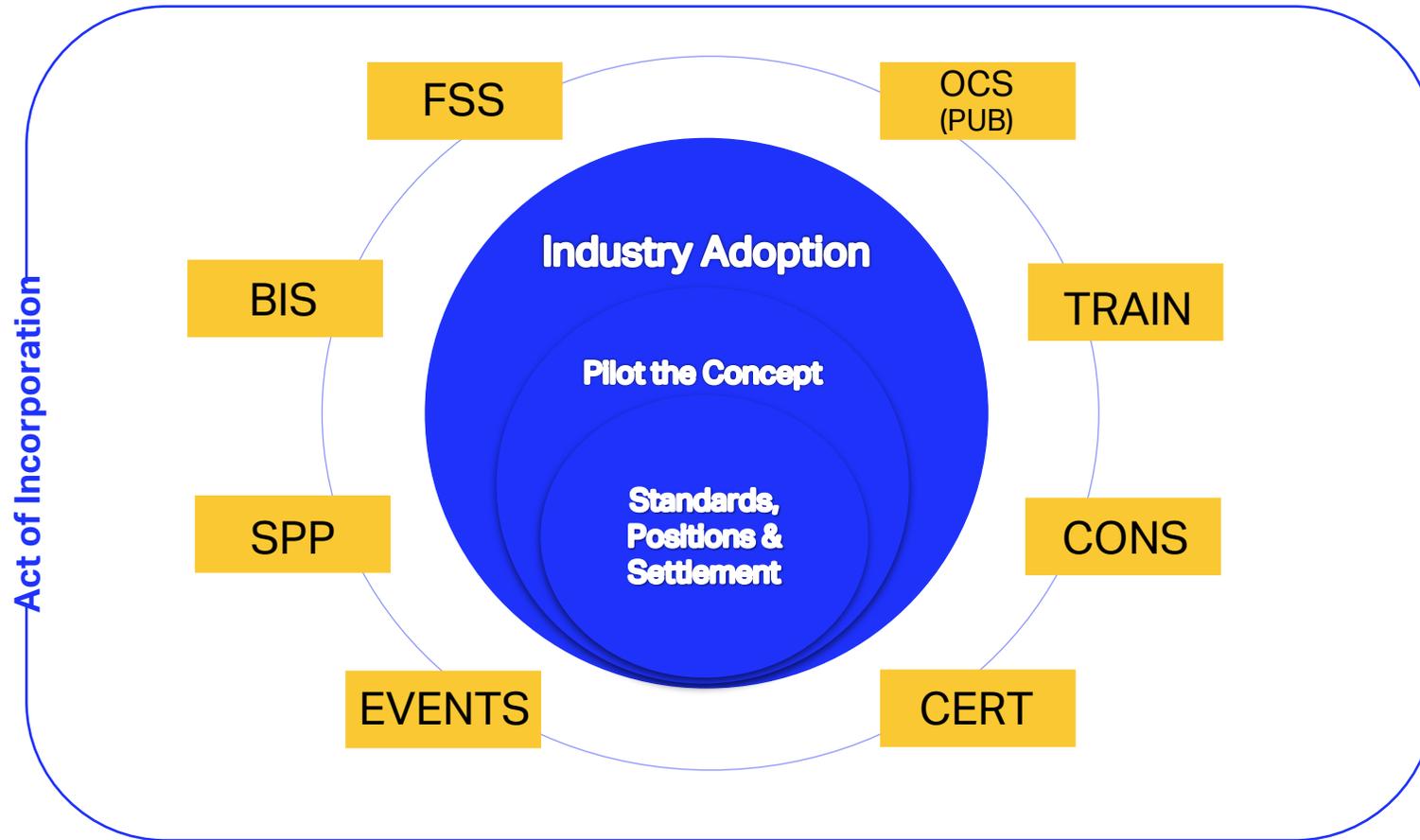
# MRO SmartHub User Forum

## Opening & Welcome Remarks

Frédéric LÉGER

Senior Vice President Commercial Products and Services

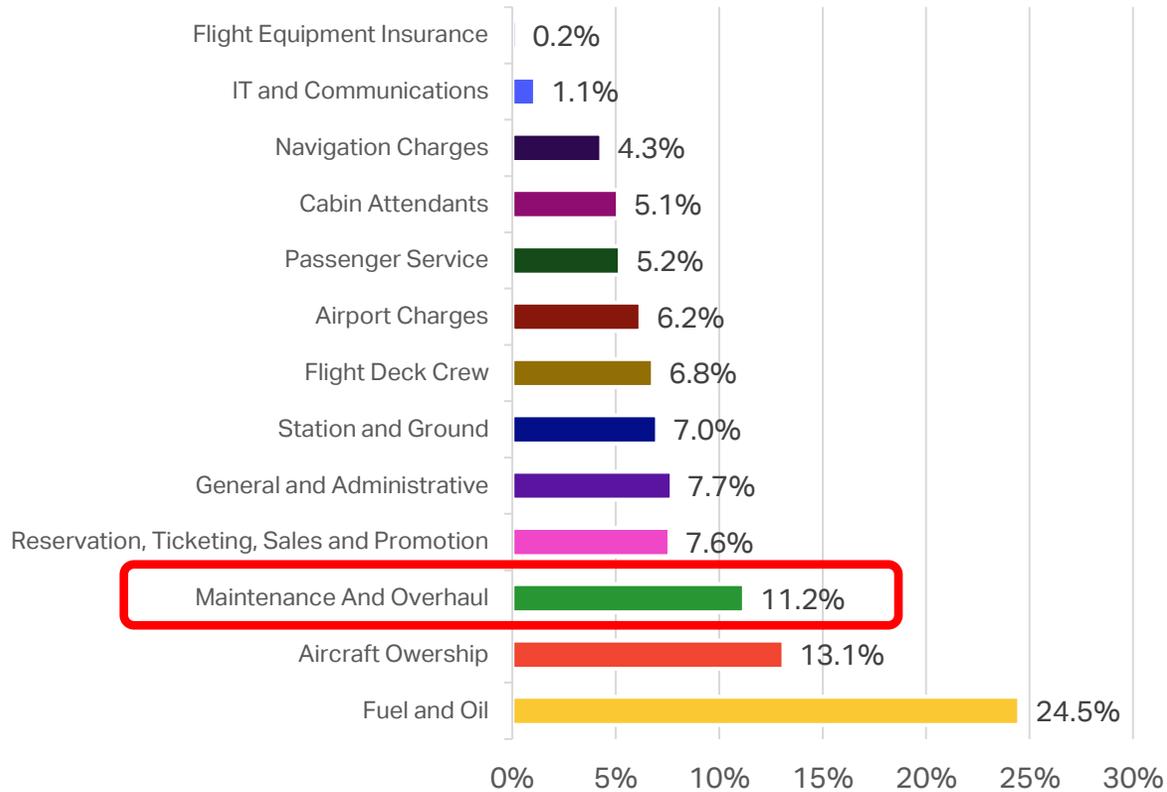
*IATA Commercial Products & Services disseminate the standards, best practices, positions and data in the industry:*



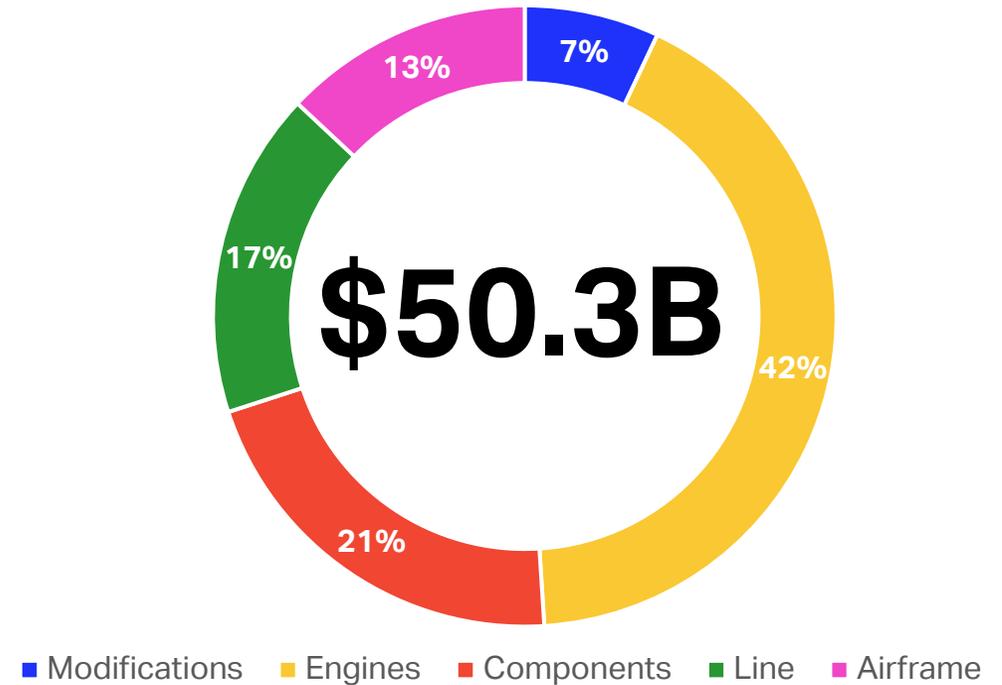
# IATA Commercial Products & Services Division Mission

To promote and sell sustainable commercial products and services that **provide high value and benefits to our customers and to the wider aviation industry**, while at the same time generating **sufficient surplus to fund IATA operations.**

# Airline operational cost drivers



By MRO Segment 2020



Source: Oliver Wyman

# Rebalancing the value chain

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## Objective

To enable a continued reduction in real airline **operating costs** and **charges**, to facilitate sustainable growth.

**MRO Aftermarket:**  
**Control Aircraft**  
**Maintenance costs by**  
**providing choices, options**  
**and tools to the airline**  
**industry**



# Building an industry community around IATA core values: neutrality, transparency and efficient operations



## Application / functionalities

- Create transparency without disclosing sensitive information
- Provide safe, neutral and unbiased valuation for parts and MRO services
- Document classification and digitalization

## Customer base / database objectives

- Coverage for 75% global surplus transaction data
- Cover all continents and industry players

## Airline & Industry benefits

- ✓ Reduction in material cost
- ✓ Maximizing inventory value and usability
- ✓ Improved asset evaluation
- ✓ Neutral platform to transact and benchmark
- ✓ End-to-end part traceability

# IATA welcomes Turkish Technic and UTD Aviation Solutions to the MRO SmartHub community



**TURKISH  
TECHNIC**



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