IATA MRO SMARTHUB

AVAILABLE MODULES AND

THE FAIR MARKET VALUE

Dr. Sebastian Vock, Opremic

6 October 2022, Geneva
Evaluator

- Part and package evaluation
- Neutral company benchmark

Auctioneer

- Sales & sourcing auctions
- Highly customizable

MCTG data hub

- Efficient and simple data collection

Connector

- Next level material trading
- Virtual warehouse

Consignement

- Easy project handling
- Seamless integration

SmartDocs

- Digital handling a/c documentation
Next level trading

- Make material available to specific partners via trading channels
- Full control over prices with pricing rules
- Virtual extension of your warehouse
- Seamless integration with your ERP
- Fully integrated with Evaluator
Facts and numbers - Connector

~ 320,000 units listed
$250 M unit value
300+ companies available for trading

Listings per material type
~ 50% components & rotables
~ 25% consumables & expendables

Listings per part condition
~ 60% surplus parts
~ 40% new parts
Unique and secure database

Anonymized customer data
- Purchase & sales orders
- Repair orders
- Generic material information

Platform data
- Transaction data
- Algorithmically applicable data points

Market data
- Price lists
- Prices for MRO services

Public data
- Interoperabilities
- Modifications
- Aircraft lifecycles

Evaluator

Unique and secure

Airlines
OEMs
MROs
Traders

Safe data harbor
Facts and numbers - Evaluator

8 M+ applicable datapoints for FMV calculation

~1 M unique parts with FMV

30% of the USM market covered

Evaluator

Depth of data
- History from January 2018 onwards
- 15+ companies contribute data

Fleet coverage
- 50+ aircraft types
- 50+ engine & APU types

Confidential material - property of IATA/Opremic
Knowledge about industry data can save money

Anonymized customer data

- **Airlines**
- **OEMs**
- **MROs**
- **Traders**

**FMV on IATA MRO SmartHub**

- **Company transaction history**
  - Actuator 1211313-010 paid $30,000

- **Real-time online analysis**
  - FMV on IATA MRO SmartHub $20,000

- **Accumulate & Visualize**
  - Potential savings $10,000

**IATA MRO SmartHub quantifies their customers’ savings potentials**
Auctioneer

IATA MRO SmartHub Auction News
AMETEK & EFW parts auctions
05 Oct 2022 - 12 Oct 2022

- Fully individualized auction setup
- Complimentary marketing campaign
- Integrated analytics from Evaluator

Consignment

- Easily manage multiple projects
- Continuously track progress
- Integrated analytics from Evaluator

October 6, 2022, Geneva
IATA MRO SmartHub Auction News
AMETEK & EFW parts auctions

05 Oct 2022 - 12 Oct 2022

Register and bid for free: www.mrosmarthub.iata.org/registration

Visit the campaign page: www.iata.org/mro-smarthub

Dr. Sebastian Vock
Opremic trade GmbH
Senior Solution Architect
IATA MRO SmartHub

sebastian.vock@opremic.com
+49 151 167 86349