



MRO SmartHub Overview & Announcements

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IATA
19th MAINTENANCE COST CONFERENCE
& 2ND MRO SMARTHUB USER FORUM
OCTOBER 4-6, 2023

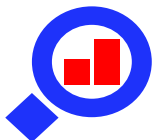
Addressing Industry Challenges

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

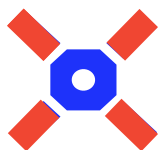
Solution

- ✓ 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



Consignment

Minimal effort to handle **multiple consignment inventories** and determine best pricing



Auctioneer

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



Asset Manager **NEW**

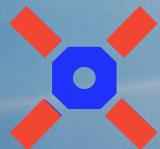
Manage teardown projects from start to finish. **Enable joint bid purchasing** on aircraft assets

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



Free access to priced material for buyers
with the **MRO SmartHub Connector**

Connector v2.0



Enabling airlines and buyers of aircraft parts to get free of charge access to priced part listings in a transparent trading environment



Connector v2.0 – Next level parts trading

- Enabling free access to listed priced material
- Save time and directly purchase parts without the pain of continual RFQs
- Simply register for a free account to get basic access as buyer
- Differentiation between BASIC and EXTENDED* access

Feature	BASIC	EXTENDED*
Access to sales listings	X	X
Access to exchange listings	X	X
Included searches per day and user	5	unlimited
Wild card search		X
Integration with Evaluator		X
Shopping list		X

* Requires subscription





Connector v2.0 – Additional features

- ✓ Greater visibility to available companies
- ✓ Trading channel concept changed to opt-out instead of opt-in
- ✓ Upgraded platform landing page to enhance customer engagement
- ✓ Integration with ICH

Next steps:

- Official launch is today (October 5th)
- Existing accounts w/o access to Connector will be updated to BASIC
- IATA marketing campaign for suppliers to participate in Connector

Welcome to the MRO SmartHub community



IATA MRO SmartHub Product Advisory Board

Participation from our community is the key in helping continue to deliver the benefits that MRO SmartHub offers to our customers.

- ❖ Better understand your needs and priorities
- ❖ Guide the product roadmap
- ❖ Identify and prioritize community change requests
- ❖ User feedback on features and functions

To join our Product Advisory Board, please send your request to: harriesg@iata.org



Thank you!

Any questions?

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