

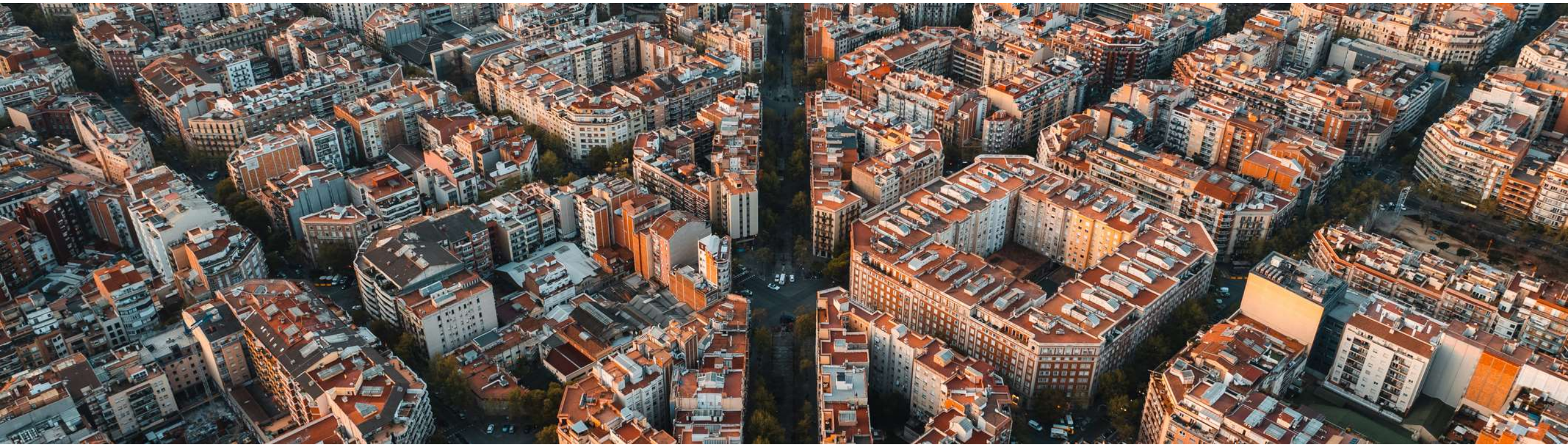
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3rd MRO SMARTHUB FORUM

OCTOBER 22, 2024

BARCELONA, SPAIN





Asset Manager

Benefits and Challenges in Joint Bidding on Teardown Assets

Dr. Sebastian Vock
Senior Solution Architect – Opremic

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Asset Manager



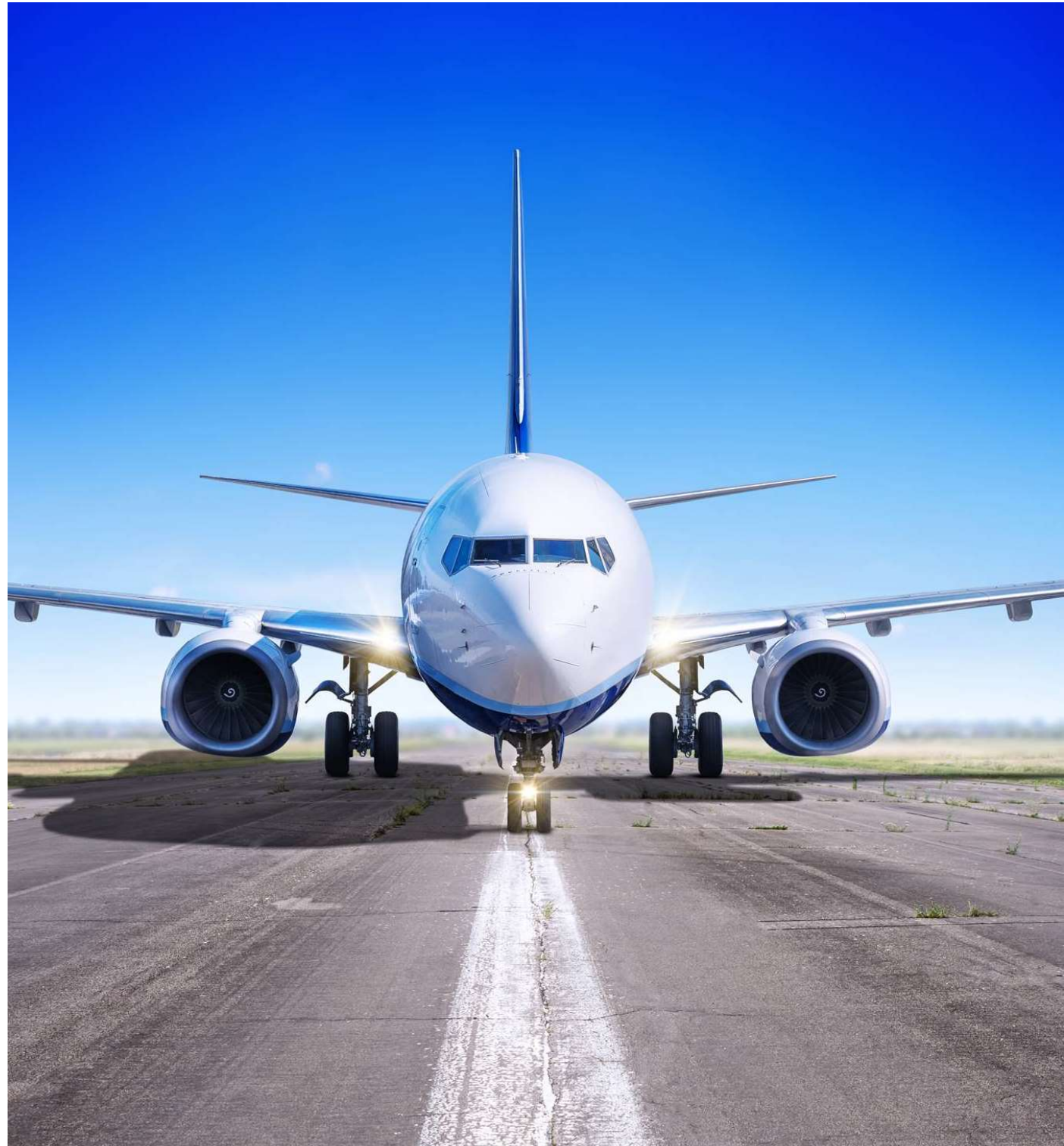
Centralizes aircraft bidding and purchasing, offering infrastructure for joint asset teardown bids.

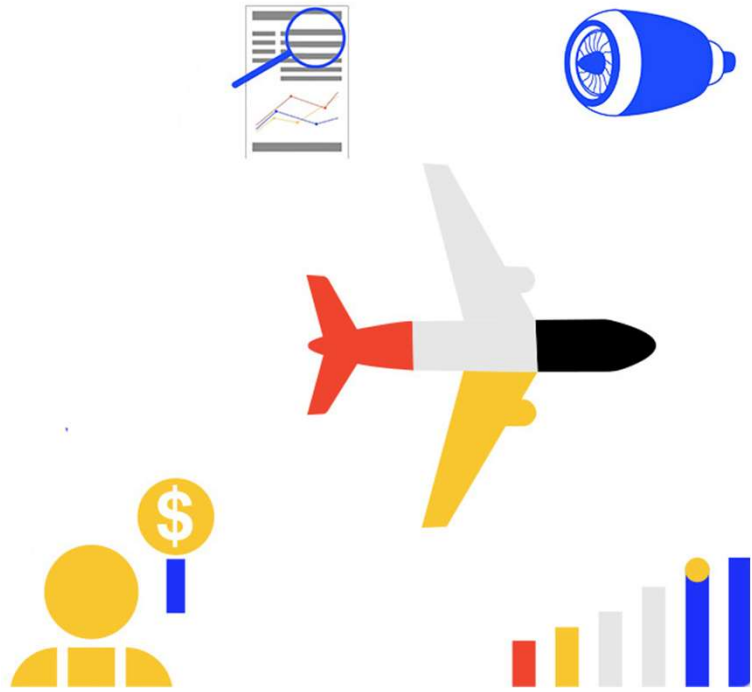
Allows for collaborative evaluation of assets, parts, and components with internal and external partners.

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How can you profit from using Asset Manager?

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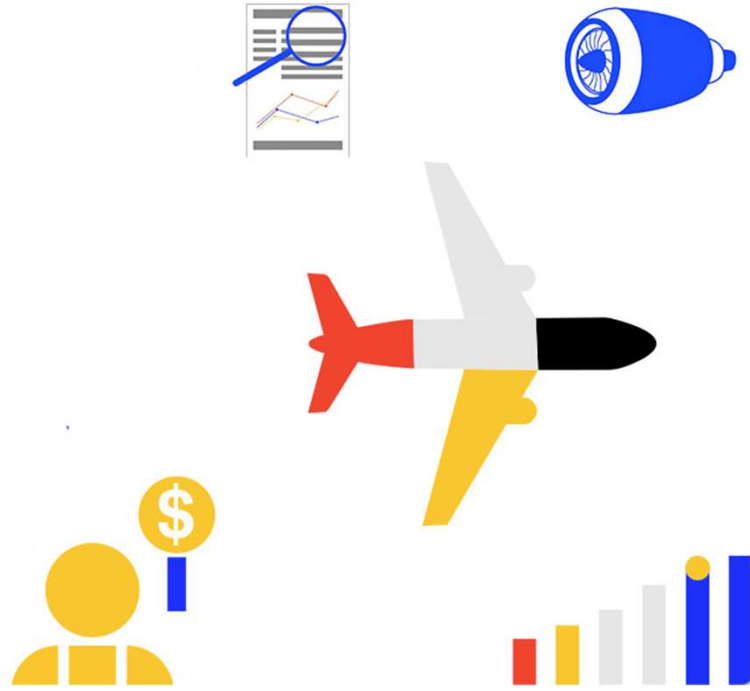
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PROJECT OWNER

Collect and evaluate bids for teardown packages to increase the chances of a successful bid on the whole asset.

- + Simply handle multiple asset projects
- + Market based evaluation of teardown assets
- + Transparent and compliant bidding process
- + Time and cost-efficient procurement of teardown assets



How can you profit from using Asset Manager?

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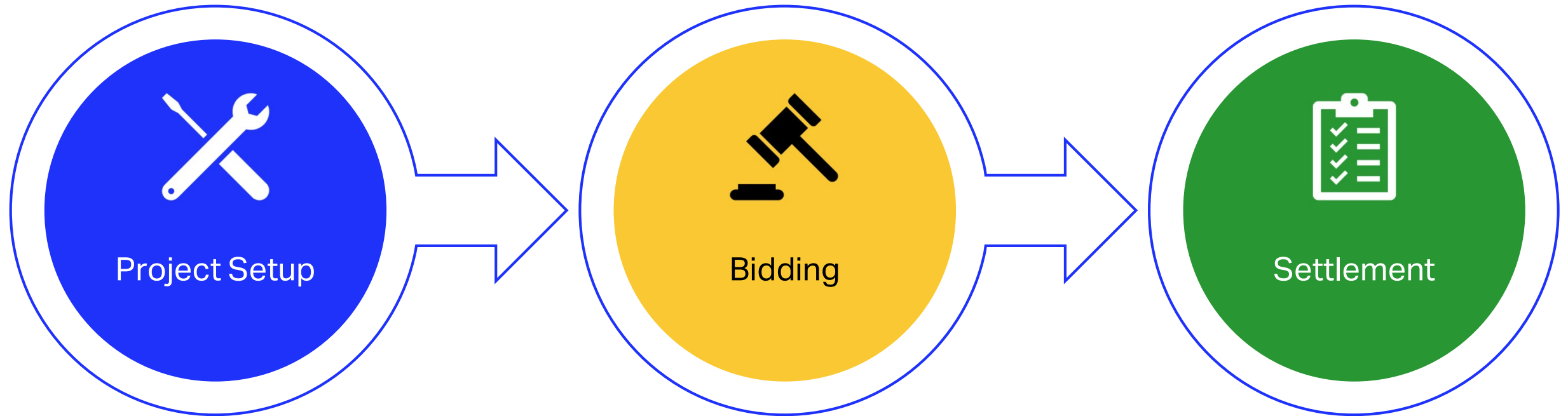
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PARTICIPANT

Opportunity to secure cost-efficient USM most suitable for their business operations.

- + Increased procurement power and material access
- + Simple and intuitive bidding process
- + Automated updates on project progress
- + Constant access to necessary documentation

Understand the phases and timeline of a project



Project owner invites internal/external participants

Project participants review, evaluate, and bid on parts

Project owner concludes settlement by awarding parts



MRO SmartHub notifies participants on invitations, phase changes, and awarding results

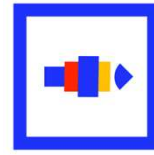


Average project duration from setup to settlement is 3 weeks with 1 week bidding phase

Components of an Asset Manager project

Generic information

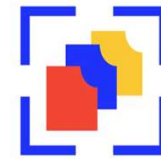
- Asset profile incl. technical details
- Images
- Project description
- Contact details
- Asset documents, certificates, NIS, ...
- Project news



Airframe



Consumables



Upcycling



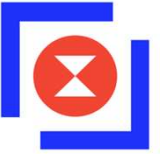
APU



Engine(s)



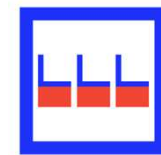
Landing Gear



Rotables



Wheels &
Brakes



Seats & Cabin

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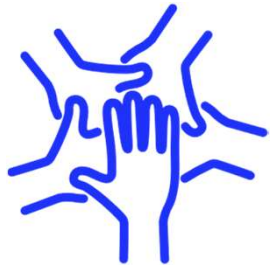
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 Opremic



Key Facts – Utilization since launch in JAN 2023



18

companies participating as bidders



200+

projects launched and started in Asset Manager

115+ projects completed



900+ categories created



180k+ parts offered to bid on



110k+ bids received in total



65% of all parts received bid

Benefits - Efficient & Compliant Bidding Process



Increased reach and efficiency

+3% more bids from new categories like cabin & seats and upcycling



Central documentation hub

Easy access to documents for transparency and efficiency



Approx. 7-day bid-period

Sufficient time for asset evaluation and bid collection



Compliant & streamlined process

A simple, compliant bidding process following industry standards



Single source of information

Asset details, descriptions, locations, and images all in one place



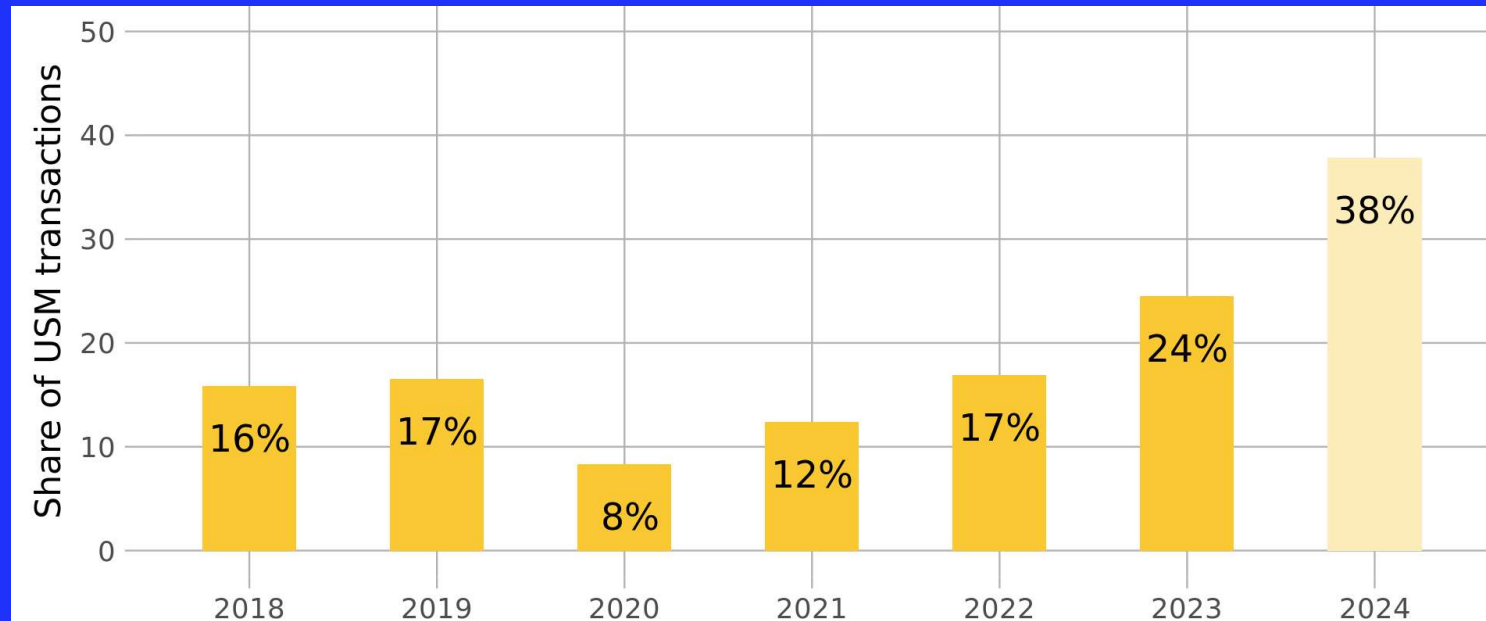
Seamless access to statistics

Track ongoing projects and identify areas for improvement

Challenges for Asset Manager community



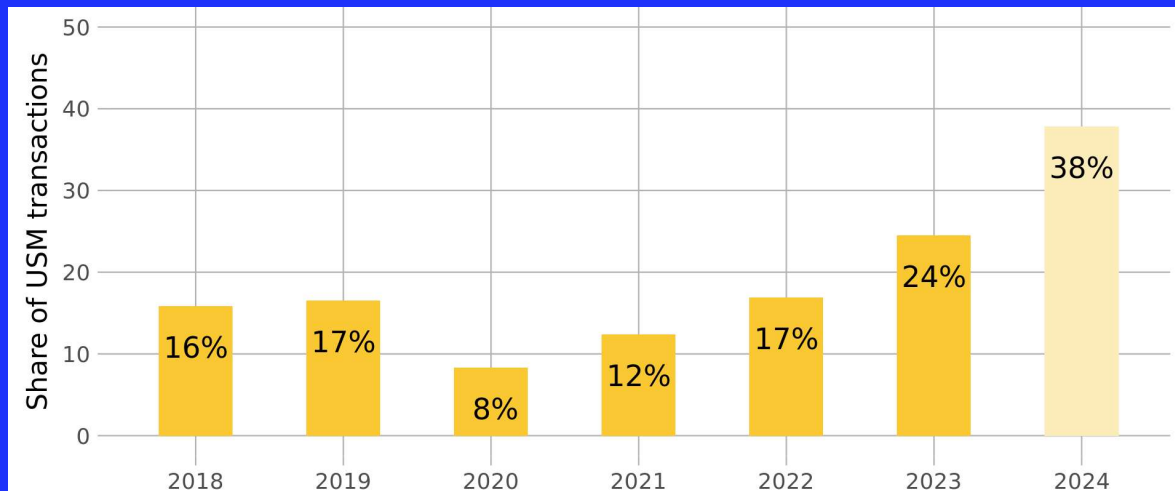
Rising surplus demand
heats up market



Challenges for Asset Manager community



Rising surplus demand
heats up market



Improve handling efficiency

Leverage AI for routine tasks

Increase community reach

Challenges for Asset Manager community



Quickly determining
initial asset bid values



Challenges for Asset Manager community



Quickly determining
initial asset bid values



Harness Evaluator database

Establish asset evaluation model

Enhanced data analytics

Challenges for Asset Manager community



Timely value
material & parts

1. Approving National Aviation Authority/Country: UNITED STATES		AUTHORIZED RELEASE CERTIFICATE FAA Form 8130-3, AIRWORTHINESS APPROVAL TAG				3. Form Tracking Number:	
4. Organization Name and Address:					5. Work Order/Contract/Invoice Number:		
6. Item:	7. Description:	8. Part Number:	9. Eligibility:	10. Quantity:	11. Serial/Batch Number:	12. Status/Work:	
13. Remarks:							
14. Certifies the items identified above were manufactured in conformity in: <input type="checkbox"/> Approved design data and are in condition for safe operation. <input type="checkbox"/> Non-approved design data specified in Block 13.				19. <input type="checkbox"/> 14 CFR 43.9 Return to Service <input type="checkbox"/> Other regulation specified in Block 13 Certifies that unless otherwise specified in block 13, the work identified in Block 12 and described in Block 13 was accomplished in accordance with Title 14, Code of Federal Regulations, part 43 and in respect to that work, the items are approved for return to service.			

Challenges for Asset Manager community



Timely value
material & parts

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Simplify handling of paperwork

Interfaces with other modules

Only value relevant parts



The Asset Manager **centralizes aircraft bidding** and purchasing, offering infrastructure for joint asset teardown bids. It allows for **collaborative evaluation of assets**, parts, and components with internal and external partners.

Sign-up to join Asset Manager community:
<https://go.updates.iata.org/asset-manager>

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