

SOURCING MATERIAL VIA TEARDOWN PROJECTS

Tired of E-Mails and Excel



Dr. Johannes Jörg, Opremic
5 October 2023, Hanoi



MRO SmartHub

The First Boeing 787s Are Now Being Scrapped In Scotland

The disassembly of the first two Boeing 787s to be retired will be carried out by EirTrade, taking around three months to complete.

BY STEVEN WALKER PUBLISHED FEB 28, 2023



Photo: Vaalaa/Shutterstock

Vallair Explores Teardown Options As Parts Demand Grows

James Pozzi June 08, 2023



Vallair conducts teardown services at its site in Châteauroux in central France.

Tarmac Aerosave Scraps Its 1st Airbus A380 In Teruel

The aircraft is the seventh to be scrapped by Tarmac Aerosave. Six have been scrapped in Tarbes, France.

By Tom Boon Oct 22, 2022



Industry challenges

- Increasing part demands require alternative sourcing strategies
- Current processes are opaque and inefficient
 - Sending information (Excel files) manually via e-mails
 - Challenging to keep every involved part up to date
- Teardown activities become more important for MROs and traders

New teardown suite



Complete process coverage for asset procurement and teardown



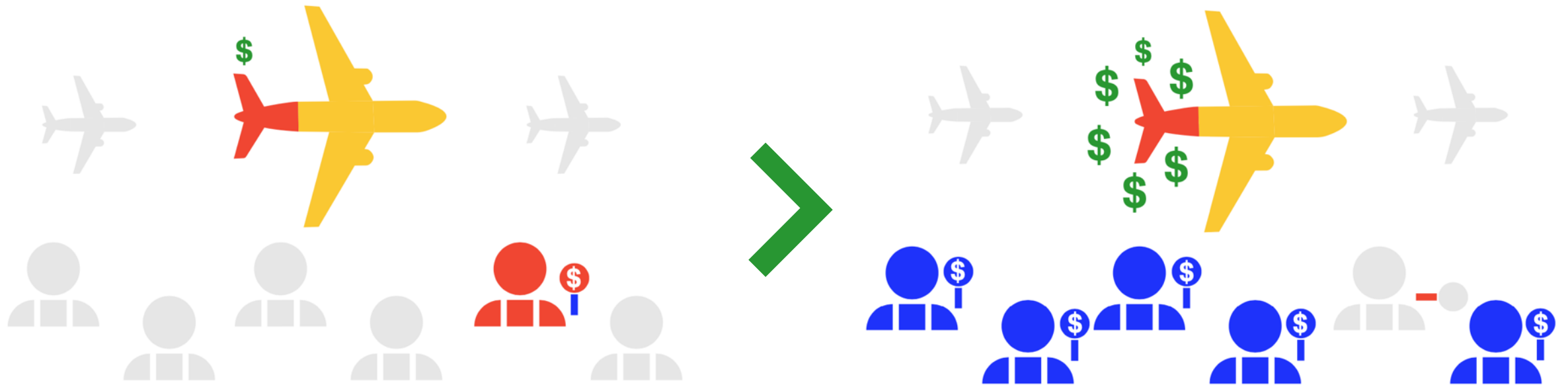
Asset Manager launched in May 2023



Joint bid procurement for asset teardowns



Missing out on teardown assets?



Improve your chances of winning an asset

- ✓ Simplify handling of **asset procurement** projects or teardowns
- ✓ Centralize processes and make the purchasing process transparent
- ✓ Work with selected internal and external partners: Joint bid procurement for assets

Asset Manager

USP for asset project owners

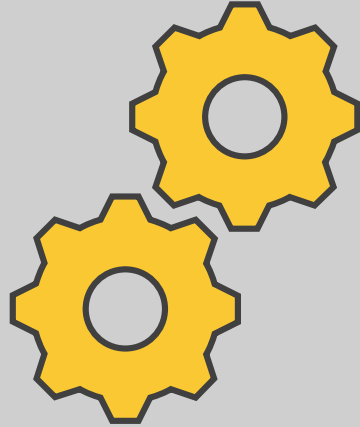
- Create projects and lead the bidding process
- Time and cost-efficient procurement of whole assets for teardown
- Full transparency during every process step

USPs for asset project participants

- Increased procurement power and access to suitable material
- Simple and intuitive bidding process
- Automated updates on project progress

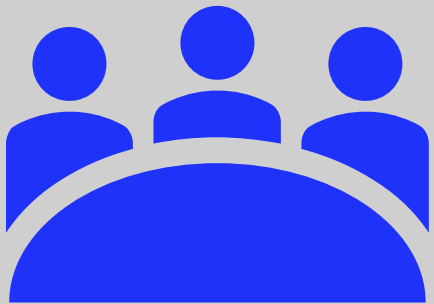


115
Projects



27k
Bids
from **13**
companies

Usage statistics
since May 2023



77k
Parts



60%
Success ratio for
joint bidding

Project owner

Full transparency over multiple asset projects

- Centralized information hub
- Organize internal and external participants

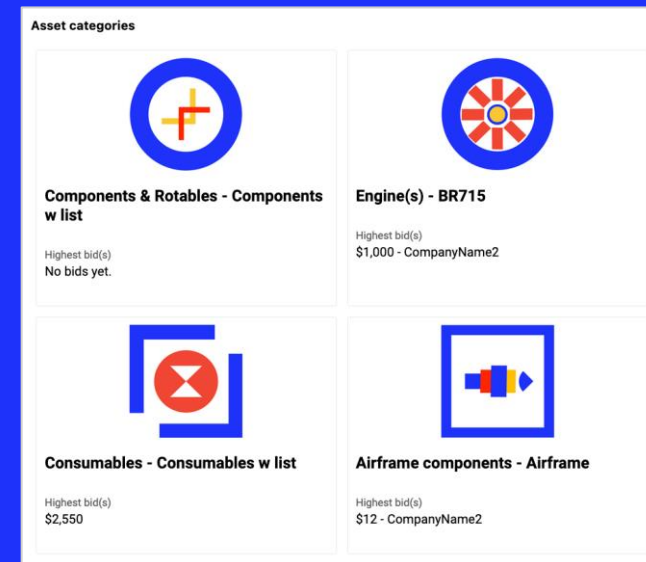
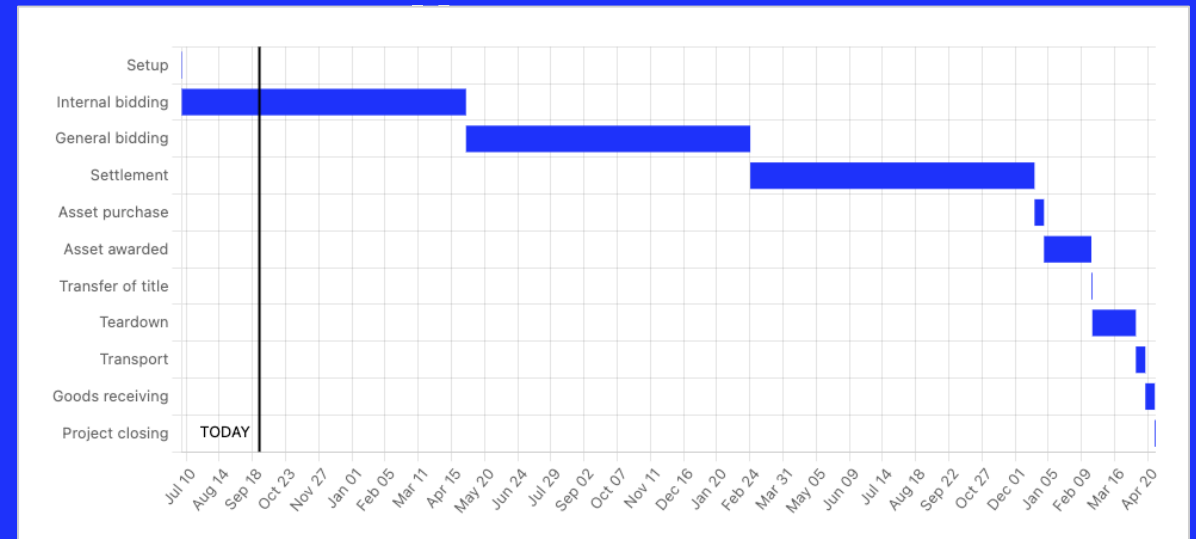
Structure asset in different categories

- Create categories as package or with part list
- Individually invite participants to categories

MRO SmartHub supports awarding process

- 8 Public material under copyright, property of IATA/Opremic
- Pre-defined awarding rules available

Organize &



Project participant

Centralized information hub

- Access to relevant information
- Receive notifications and reminders

Simple and intuitive bidding process

- Bid on packages or items on a part list
- Integrated access to Evaluator features

Transparent bidding and teardown process

- Track the outcome of your bids
- Access relevant information regarding the expected project timeline

Participate & place bids

Project news

- 28/08/2023 - Test news for notifications
- 09/08/2023 - We have updated the category Airframe components with new information.
- 12/07/2023 - The Asset manager project has been marked as won by the owner.

Part bids

Part details ↑↓	Available qty ↑↓	Bid per qty [USD] ↑↓	Bid qty ↑↓	Bid time ↑↓
COM0000608	1	No bid placed.	-	-
ARC0000201	2	No bid placed.	-	-
ENG0000123	3	No bid placed.	-	-

Showing 1 to 3 of 3 entries << < 1 > >> 10 ▾

If you wish to bid on this asset category, please **export** the part list as CSV with the button below. You can then enter your bids and bid quantities with a spreadsheet app of your choice. You can then upload the CSV with your bids by clicking the **Upload bids** button and selecting your file. Previous bids will be **replaced** by a new upload.

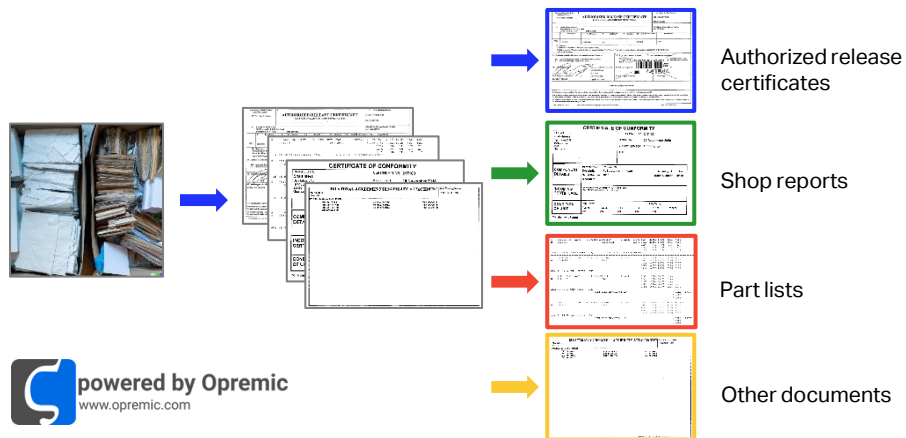
[Export part list](#)

[Upload bids](#)

Documentation

Automated documentation handling

- Automated categorization
- Generate part lists and categories
- Extract and display information about specific parts
- And more ...



Evaluator

Public Data

Interchangeabilities
Price lists
Generic material
information

Platform Data

Transactional statistics
and Internal data



Fair Market
Value

Customer Data

Transactional data (sales,
procurement, repair)

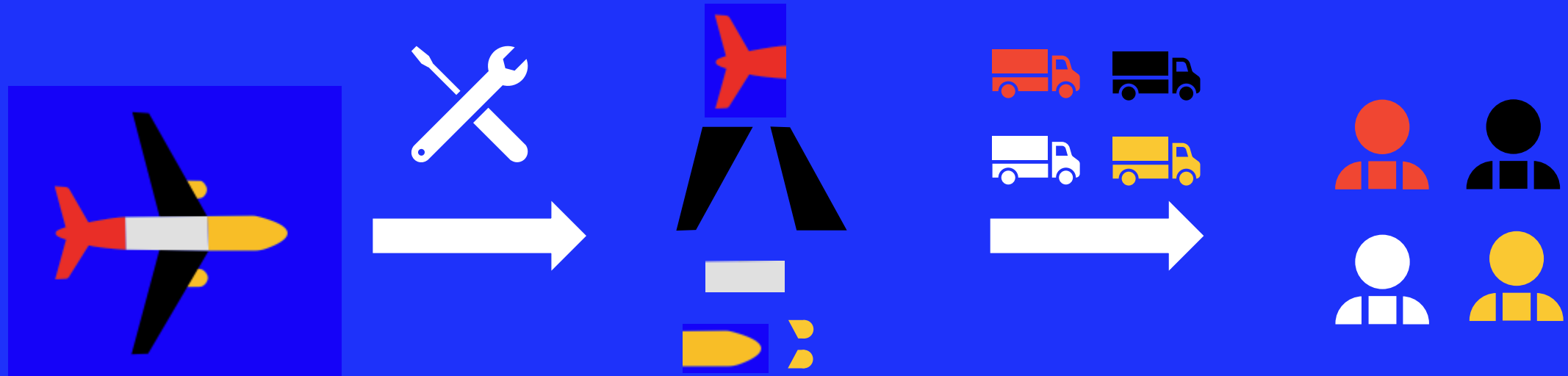
Market Data

Supply and demand data,
repair prices, modifications

Evaluation of part lists

- FMVs for available parts and categories
- Automated bid rules based on available market data
- FMVs based on documentation

Teardown Module



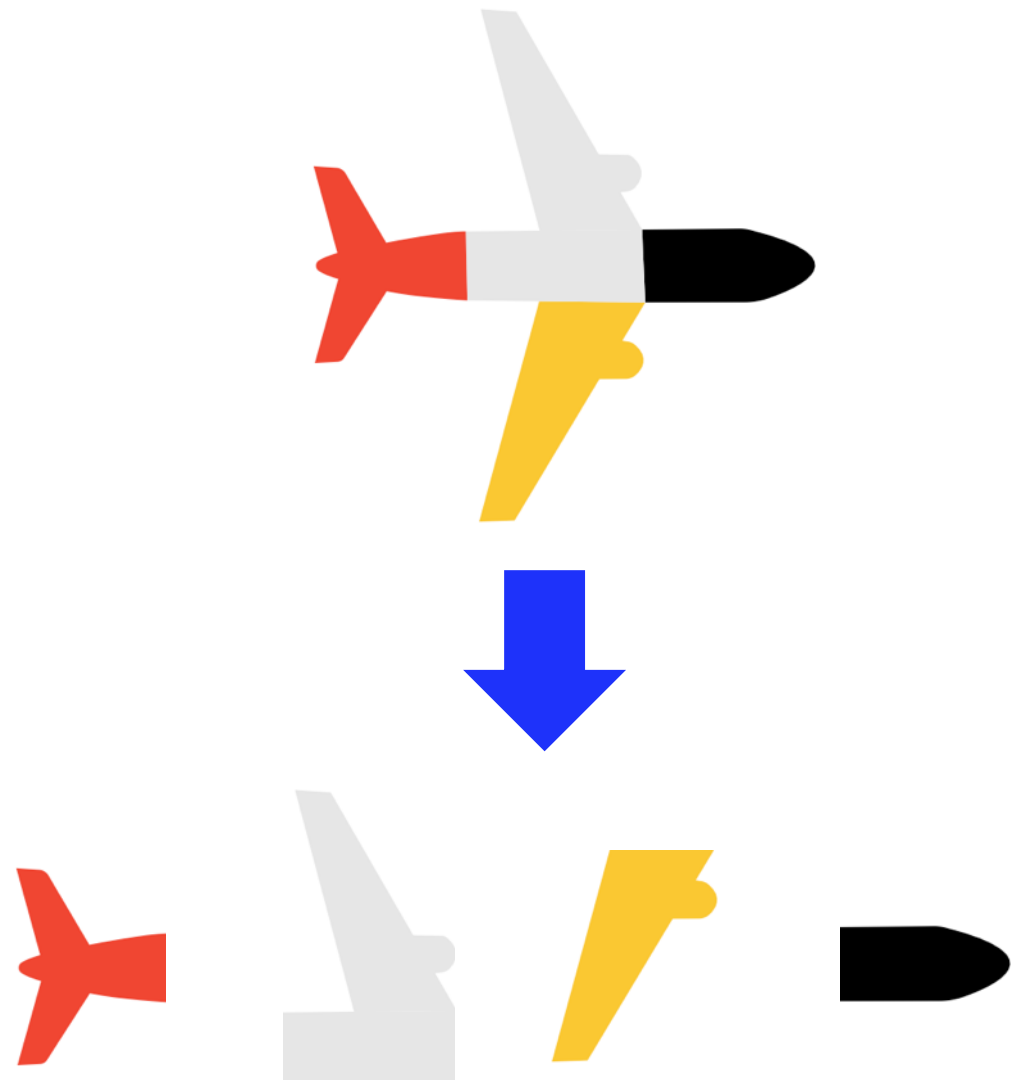
Centralized processes for teardowns



Teardown Module

USP for Teardown module

- Centralized interface for involved parties:
 - Teardown company
 - Asset owner
 - Participants
- Continue projects from the Asset Manager or create new projects
- Handling of teardown harvest list updates
- Distribute updates directly to participants
- Track extracted materials to destination
- Full transparency during every process step



Teardown company

Simplified handling of material list updates

- Upload standardized harvest lists and manifests
- Use automated interfaces for updates
- Communicate and coordinate shipping with project owner and participants

New harvest lists / manifests

Part list

	Part number ↑↓	Serial number ↑↓	ATA chapter ↑↓	Status ↑↓	Last update ↑↓
+	PN-001	SN-001	32 02 15	To be removed	19/09/2023
+	PN-002	SN-001	32 02 15	To be removed	19/09/2023
+	PN-003	SN-001	32 02 15	To be removed	19/09/2023

Project owner

Simplified handling of material list updates


- Centralize information flow
- Matching of parts in harvest lists and manifests
- Easy-to-use approval of material changes
- Update participants with teardown progress

Create new project ✕

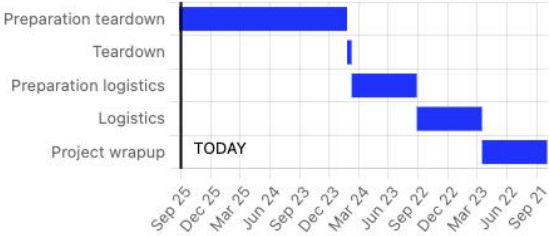
Project details

Import asset manager project ▼ Import

MSN-003 - A300 ✕





Preparation teardown



Task	Start Date	End Date
Preparation teardown	Sep 25	Dec 25
Teardown	Mar 24	Jun 23
Preparation logistics	Dec 23	Mar 22
Logistics	Jun 22	Sep 21
Project wrapup	Mar 23	Jun 21

Comparison view

Part list


	Part number ↑↓	Serial number ↑↓	ATA chapter ↑↓	Status ↑↓	Assigned to ↑↓	Last update ↑↓
+	PN-001	SN-001 	32 02 15	To be removed	Assign	19/09/2023
+	PN-002	SN-001	32 02 15	To be removed	Assign	19/09/2023
+	PN-003	SN-001 	32 02 15	To be removed	Assign	19/09/2023

Project participant

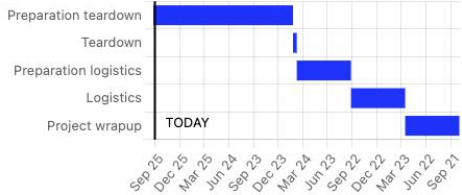
Tracking, approval & shipping

- Keep track of harvest list updates and your assigned parts
- Approval and commenting features for part changes during teardown
- Supply shipping information and track shipping

MSN-003 - A300



PLACEHOLDER
IMAGE




Project description

Lorem ipsum dolor sit amet consectetur adipisicing elit. Cupiditate minus, qui nisi corrupti inventore doloribus aliquam ad provident sapiente suscipit molestias. Magni voluptas perferendis molestiae officii beatae mollitia minima nemo! Eos deserunt doloremque nobis ad et, accusamus optio similique cumque sequi voluptates temporibus veniam. Eius eum impedit excepturi nobis, aliquam pariatur, quisquam doloremque illo culpa eveniet eaque, ullam reiciendis magni?

Serial number MSN-001	Asset type A300	Date of manufacture 20 years	Tail number TA-IL001
Flight hours 10000	APU model APU-001	Current location Frankfurt	Project lead AN C1U001 (C1U001@testing.com)

Part list

You have 1 pending approval(s).

	Part number ↑↓	Serial number ↑↓	ATA chapter ↑↓	Status ↑↓	Approval pending ↑↓	Last update ↑↓
+	PN-001	SN-001 	32 02 15	To be removed	Approve	19/09/2023
+	PN-002	SN-001	32 02 15	To be removed	Approved	19/09/2023



Asset Manager & Teardown Module

Centralizing information leads to **synergy effects**:

- Standardization of information flow
- Time and efficiency gains
- Searchable part database across all projects
- Evaluation of previously unused material
- Direct usage of material via Connector, Auctioneer or Consignment
- Assessment of asset purchasing behavior



Image:
Freepik.com





- ✓ **Asset Manager:** Joint bidding for asset procurement
- ✓ **Teardown module:** Centralized teardown processes
- ✓ Seamless integration gains access to relevant information
- ✓ E-mails, calls, and table sharing no longer necessary



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