

AOG smart 

when every second counts[®]



What is AOGsmart?

The 'AOGsmart Tool' is a new generation, communication, sourcing and procurement tool for airlines and suppliers offering:

- Integrated networking of support providers
- Multiple resource trading: parts, tooling & logistics on a singular platform
- AOG and 'Critical Time' specific procurement
- Logistics and delivery procurement
- Live resource visibility within proximity of an AOG
- Efficient and faster depletion of surplus parts

How does AOGsmart work?

The 'AOGsmart Tool' reduces AOG down-time and all associated costs by mining resources quicker and more reliably relative to the event i.e. AOG or 'Critical' Part requirement.

The 'AOGsmart Tool' achieves this by assembling;

1. Live shared information
2. Resource availability
3. Multiple routes to market
4. Integrating networks of support providers

Into a single live trading network in relation to an AOG or 'Critical Time' provisioning crisis.

Unique benefits

- Greater down-leg support coverage for airlines destinations
- Competitive AOG sourcing and procurement
- Faster delivery of comprehensive provisioning support
- Cost slashing efficiency across AOGs and Maintrol operations
- Geographically focused to locate most efficient solution i.e. defined search
- Integrated logistics tool for localised support
- Builds more and faster sales leads and quoting opportunities
- Faster and efficient tool to shift parts and resources
- Live access to unprecedented volume of spares & resource pools
- Visibility of parts and support availability down-leg
- Easy to use, no software installation required
- Accessible from any location 24/7

All bringing, most importantly:

Faster AOG conclusion & cost slashing

Comparison with current offerings

	AOGsmart.com	Partbase.com	Aerexchange.com	ILSmart.com	OneMRO.com
Parts trading capability	✓	✓	✓	✓	✓
Supply-Chain comparison and performance capability	✓	✗	✗	✓	✗
Integrated Logistics & Delivery capability	✓	✗	✗	✗	✗
Built for your bespoke needs	✓	✗	✗	✗	✗
Dedicated AOG specific Trading tool	✓	✗	✗	✗	✗
Multiple resource trading	✓	✗	✗	✗	✗
Requirement to upload parts listings	✗	✓	✓	✓	✓
Subscription Charge	✗	✓	✓	✓	✓

The 'AOGsmart Tool' is a more flexible tool in providing an array of bespoke solutions for an airlines current and future operations

Case 1: Unsupported Down-leg Routes

Airline 'Pain'

Down-leg crisis

- Limited localised visibility of available parts and tooling
- Low localised sourcing capability
- Better localised forwarding capabilities needed
- No competition with localised and international logistics capabilities
- More control on expenditure on parts that eventually are not used

AOGsmart Tool Capabilities

Solution

- Local and global live visibility of available parts and support for the airline
- Live competitive trading with accredited tier 1 suppliers (approved suppliers)
- Geographically focused to locate more efficient solutions
- Integrated localised logistics & forwarding capabilities

Case 2: Maintrol & AOG Expenditure

Airline 'Pain'

Maintrol expenditure

- Added value eroded by high uncompetitive expenditure on parts
- Relocating of spares along specific routes
- More efficient practice of sourcing parts welcomed
- Greater global visibility of cost efficient alternative options along down-leg routes or at hubs needed
- Need to introduce a systematic approach to AOG procuring in order to introduce robust cost saving practices

AOGsmart Tool Capabilities

Solution

- Live sourcing and visibility capabilities would significantly reduce Maintrol cost
- Faster and seamless tool, quicker and agile than current methods currently deployed
- Enable airlines to define a more aggressive cost cutting programme
- Fast responsive tool to halt routine and non-routine part requirements becoming AOG situations

Case 3: Denied Boarding Cost

Airline 'Pain'

Denied boarding (£3m avg
airline cost)

- Reduce AOG turn around times to reduce compensation payouts
- Need for a faster system for sourcing and procuring parts required
- Limited sourcing options
- More investigations into alternative support options for OEM support i.e. B787 required
- Increased B787 part purchasing
- Reducing the compensation bill from the 'Hazar' ruling

AOGsmart Tool Capabilities

Solution

- Faster and cost saving search, procure and delivery solutions
- Local and global live visibility of available parts (internal & external of the airline)
- Live competitive trading with accredited tier 1 suppliers
- Integrated logistics & forwarding capabilities

How you can help

We need your feedback! In return for your help, we will give you a free subscription to AOG Smart for 6 months, as well as AOG tips and blog posts.

- AOG Smart has successfully pre-launched, achieved registrations with 4% of the world's airlines, and been tested out by those companies to great success
- AOG Smart is now going through its next development stage to further refine the product and make it better serve the AOG community, before its official launch in *July* 2017
- You can become involved in the product development – by telling us what you want AOG Smart to do for you

Help us by taking part in our questionnaire:

<https://www.surveymonkey.co.uk/r/W28ZBLJ>

And registering your interest in the product: <https://www.aogsmart.com/>

With your help, AOG Smart can bring even more solutions and value to the market, help you do your job more efficiently, and deliver even more cost slashing and faster AOG solutions.

AOG Smart registered customers

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Hong Kong Aircraft Engineering Company Limited





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