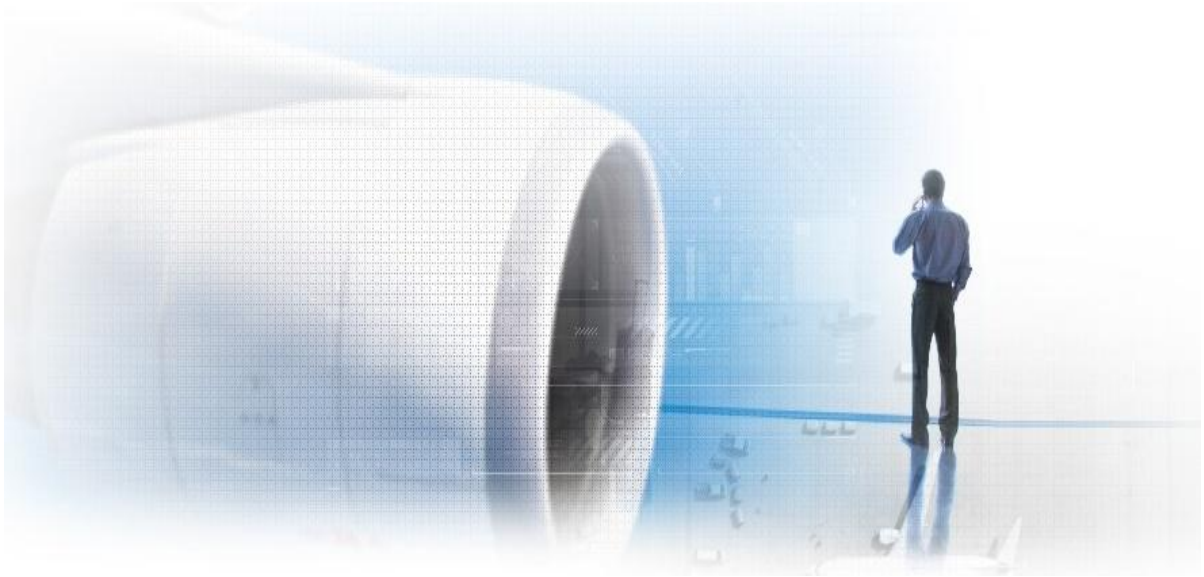
MRO ADVISOR
Make your choice

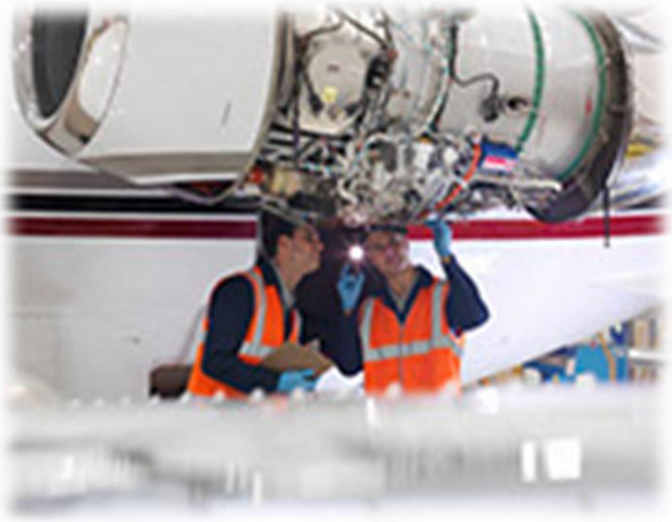


# Want more than just a simple PMA search?

A. JAWHARI

# Content

- Company Profile
- PMA Tool
- Targets & Benefits
- Conclusion



# About MRO ADVISOR …

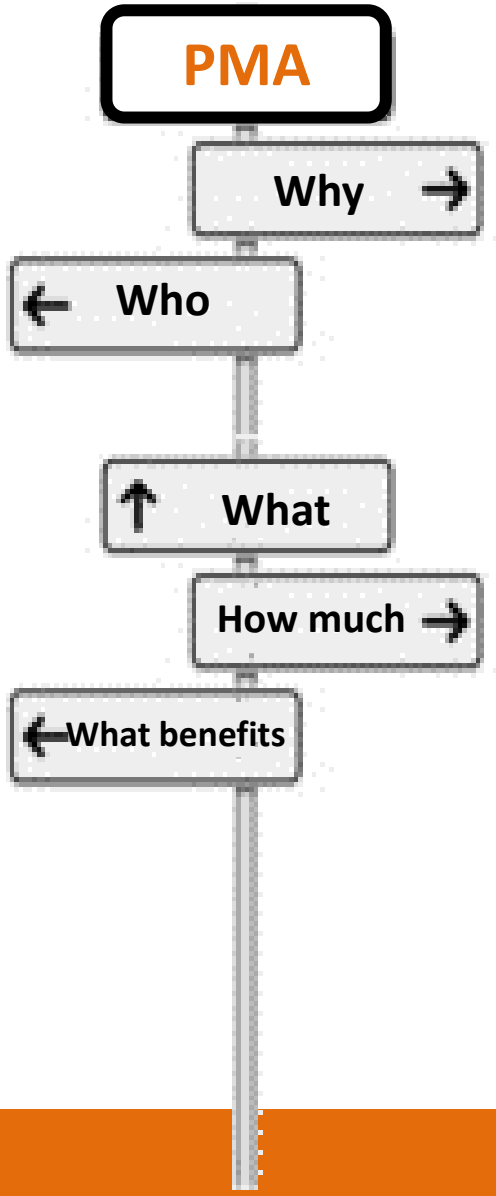
## MRO ADVISOR

- ✓ Established 2012
- ✓ Located in Paris
- ✓ Specialized in **ALTERNATIVE SOLUTION** in **MRO MARKET**

## MRO ADVISOR SERVICES

- ✓ PMA Parts Web Platform
- ✓ STC Web Platform
- ✓ Aerospace MRO Studies
- ✓ Training Programs
- ✓ Operational Consulting in MRO Market

- Company Profile
- PMA Tool
- Targets & Benefits
- Conclusion



# PMA Tool

## Current Market Context

- ✓ The PMA part market is mature and in a strong growth
- ✓ More and more PMA requests driven by cost cuts need
- ✓ The **basic way to search** PMA Parts is by P/N on FAA web site

- ○ Global and complete visibility of PMA is very **difficult**
- ○ PMA Search from other criteria is **complicated**
- ○ More and more PMA holders with different promotion and distribution channels.

# PMA Tool

## Customers from MRO market feedback

I repair ATA 28, i would like to have an overview about existing PMA parts on this ATA

I am a broker, and i would like to know how many PMA parts are certified on B737? By ATA for each model series.

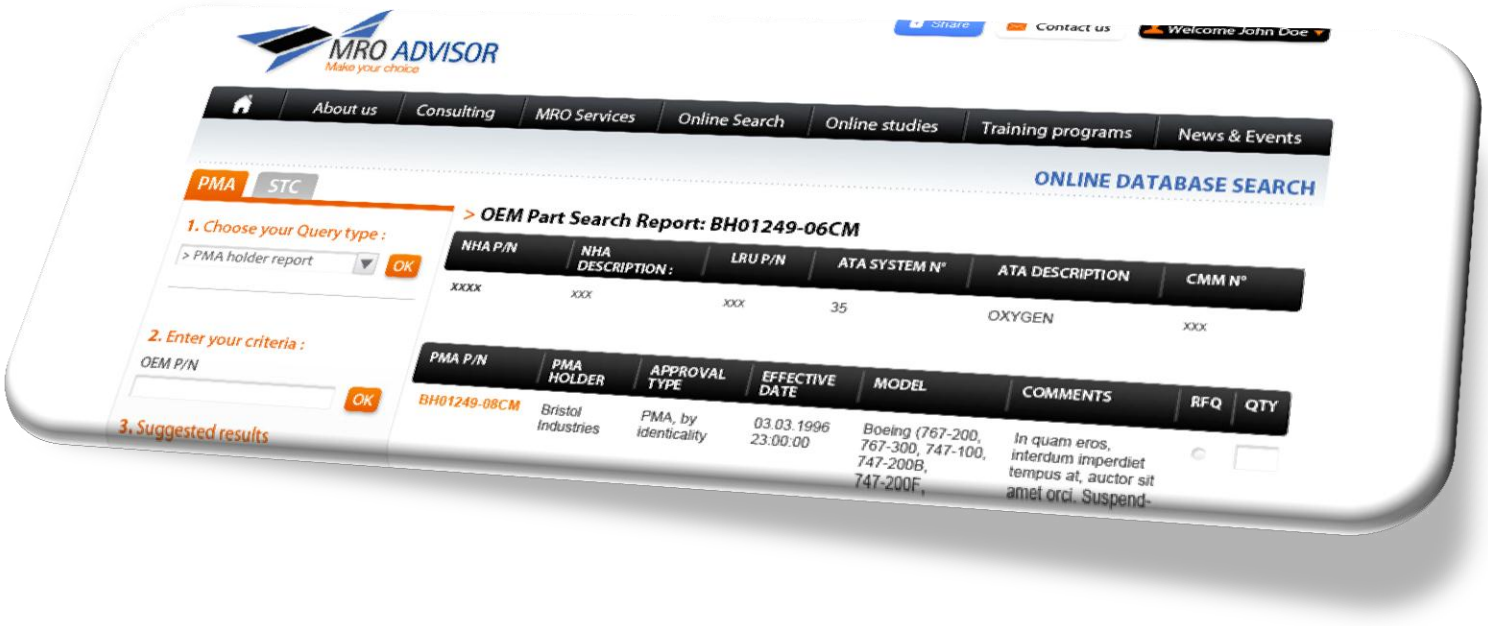
I am OEM, on which parts there are PMA? How can i developp PMAs?

I am a distributor, i want to extend my part list by a partnership with a PMA holder, which one developp PMA fitting with my list?

I develop PMA parts, i need to be more visible and access to customer everywhere

# PMA Tool

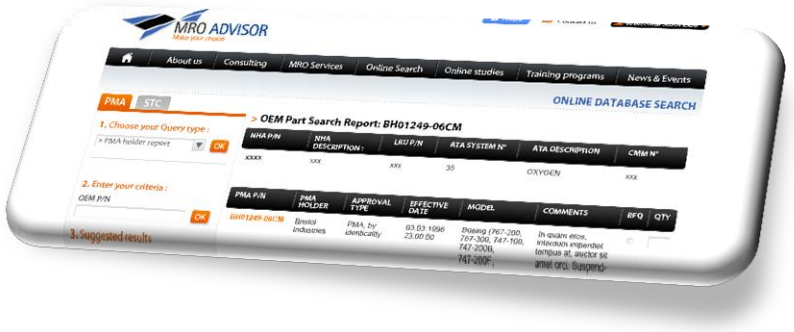
The **UNIQUE** and **MOST INTELLIGENT** **referencing platform** dedicated to PMA parts



# PMA Tool

## MRO ADVISOR Tool Position

- ✓ IT IS NOT a ILS/ Partbase BIS
- ✓ IT IS NOT a Buy / Sell Platform
- ✓ IT IS NOT about all kind of parts




**IT IS A REFERENCING DATABASE**

*ABOUT PMA PARTS WITH DIRECT CONNEXION WITH PMA HOLDERS*

# PMA Tool

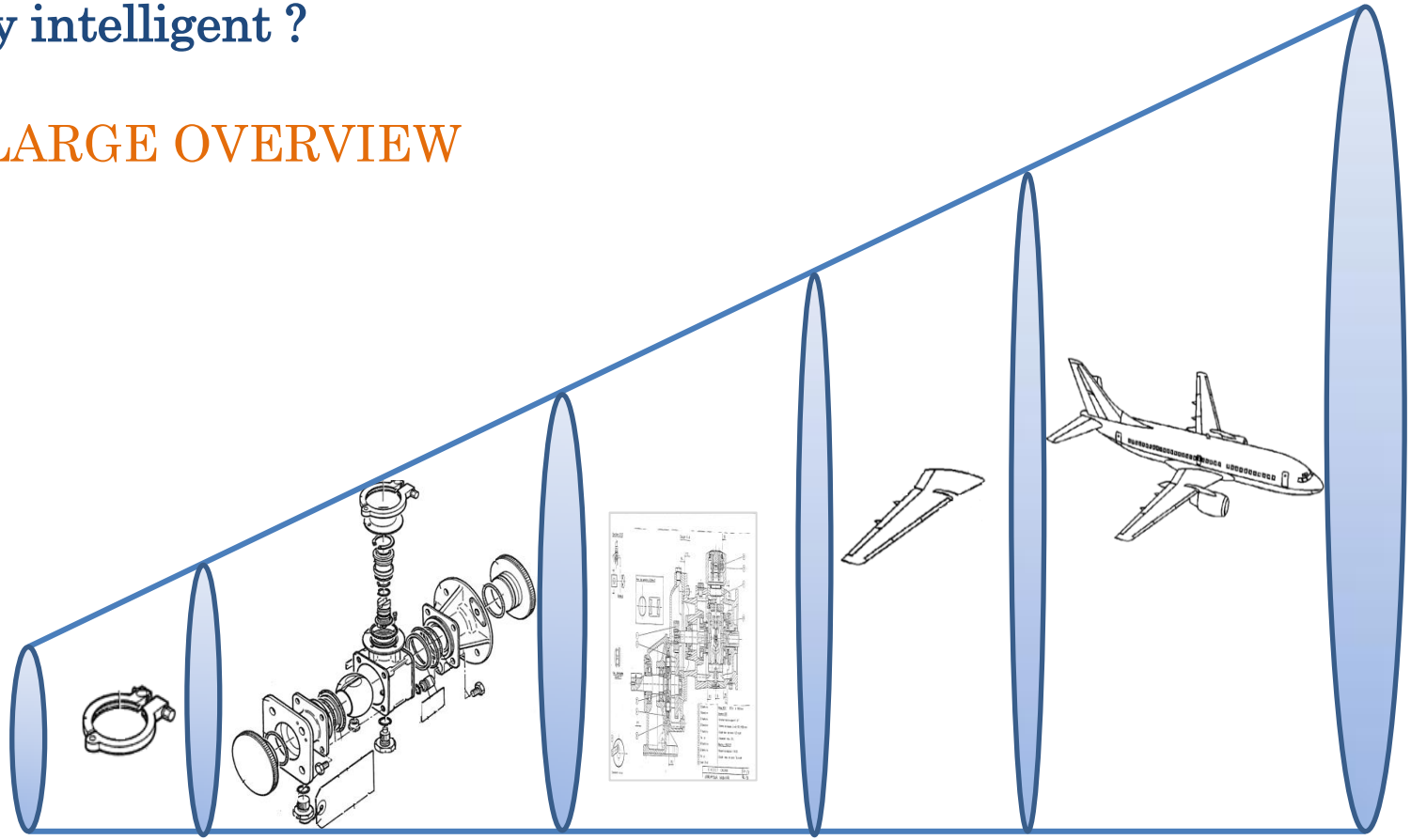
## Why unique ?

- ✓ MORE INFORMATION: NHA, LRU, ATA, CMM, OEM Manufacturer …
- ✓ ANALYTIC REPORTS: Figures by OEM, PMA Holder, A/C Types…
- ✓ CONNEXION with PMA HOLDERS: RFQ, Prices
- ✓ QUERY TOOL: Search adapted to your need

# PMA Tool

## Why intelligent ?

- ✓ LARGE OVERVIEW



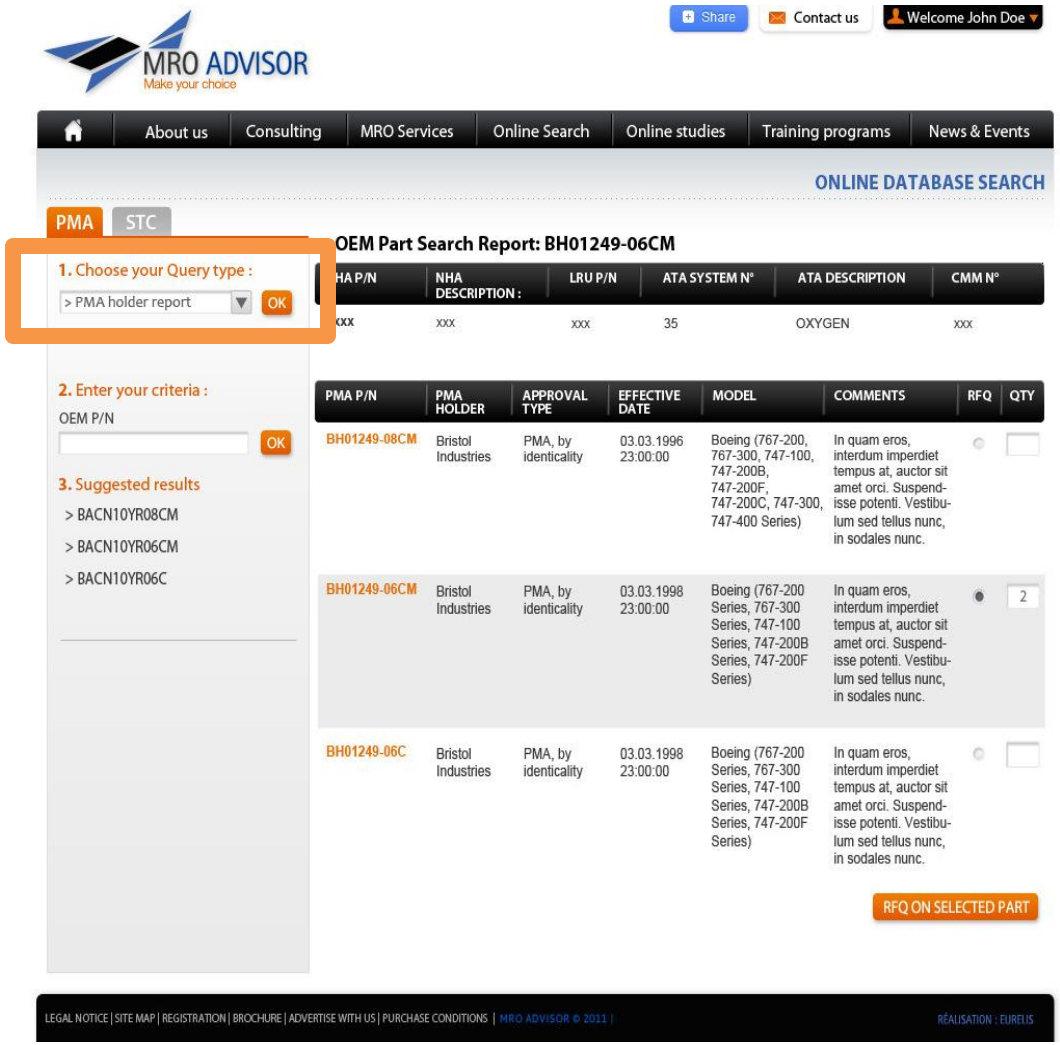
PN — NHA — LRU — CMM — ATA — Aircraft

# PMA Tool

## How does it work?

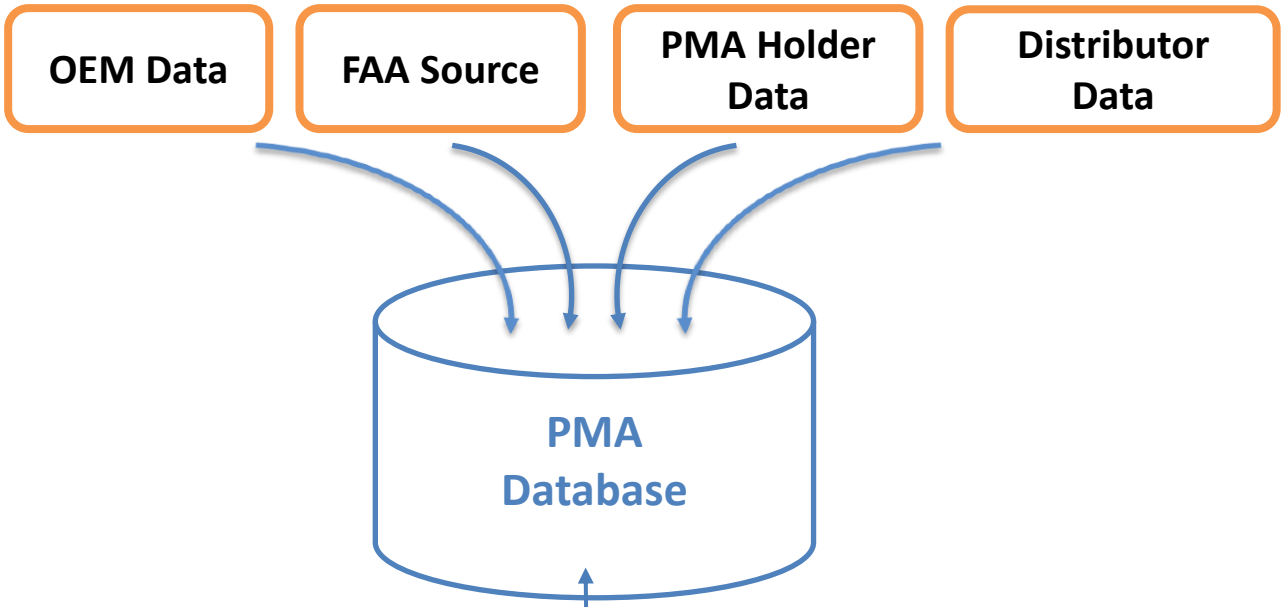
5 Query Types:

1. SEARCH
   - PMA search
2. PROSPECT
   - OEM Manufacturer
   - PMA Holder
3. REPORT
   - Commercial A/C
   - Regional A/C
   - Bizjet/ GA
   - Helicopter
   - Engine/ APU/ Prop.
4. COMPARE
   - Price
5. CUSTOMIZE
   - Query tool

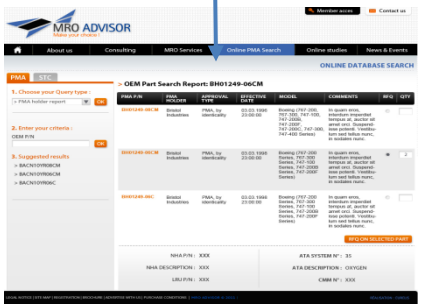


# PMA Tool

## Database Sources



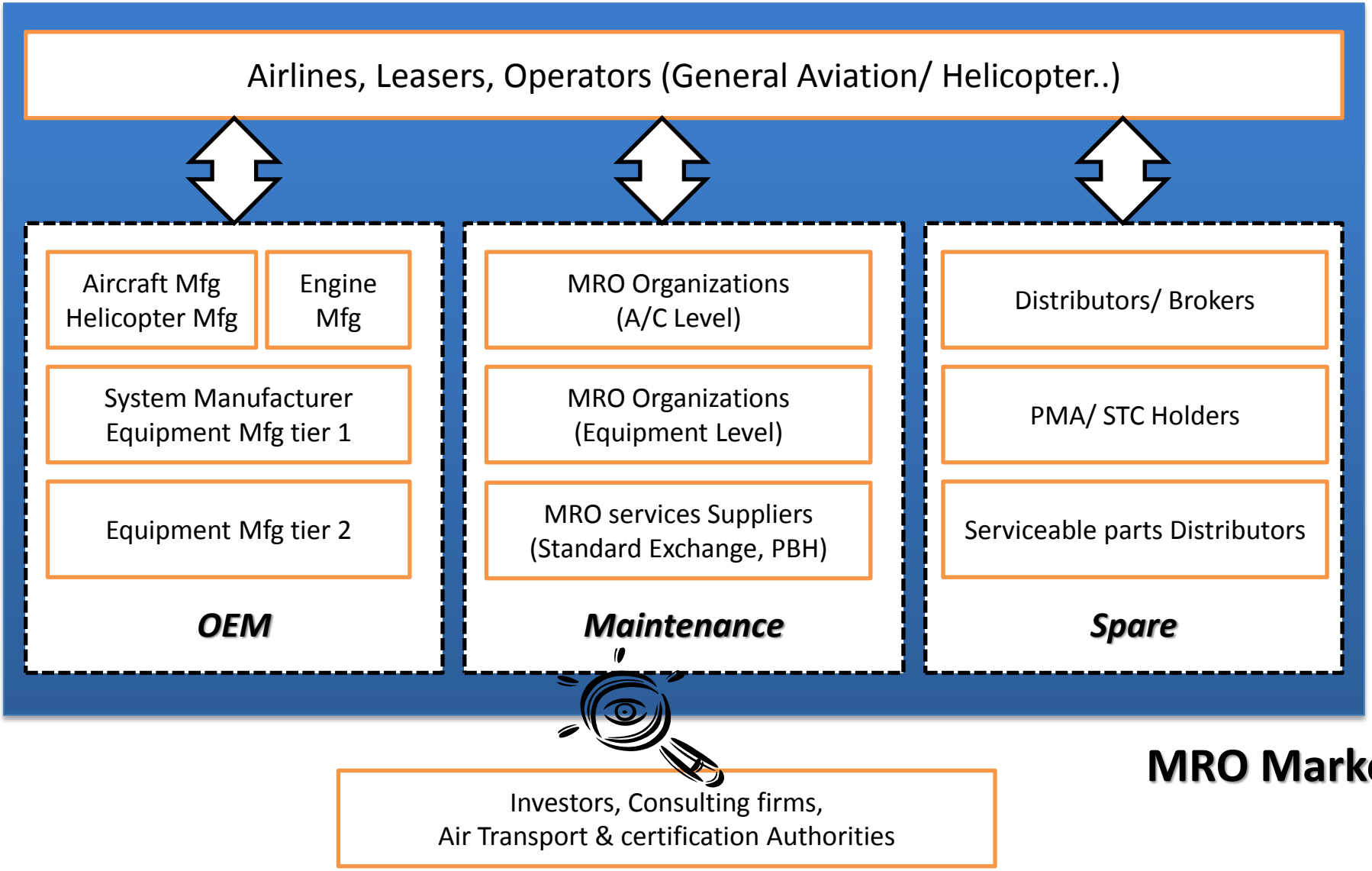

**Database update:**
**Every month** with PMA Holders Data




Data consolidation from the different sources enable **to better value PMA parts**

- Company Profile
- PMA Tool
- **Targets & Benefits**
- Conclusion

# Targets




**MRO Market**

# Benefits

**Plus +++ for all players**

+ Strategic tool
  + Analyse and follow-up PMA market
  + Customize search and analysis according to your needs

+ Profitable tool
  + Increase PMA RFQ
  + Save money

+ Promotional tool
  + More visibility to all MRO players
  + More promotion to new PMA Parts
  + Quick update

- Company Profile
- PMA Tool
- Targets & Benefits
- Conclusion

# Conclusion

The first referencing platform dedicated to PMA parts
(by test and calculation / or by identicality)

A professional tool with ergonomic Web interface

Easy to use !

Intuitive search!

The unique search by LRU, platform, OEM or PMA holder

# Conclusion

## Our aims

- ✓ Help all MRO Players to find right solutions adapted to their needs
- ✓ Make easy to find and use PMA parts
- ✓ Bring intelligence in PMA analysis
- ✓ Help PMA holders to promote their parts

# Visit us ! www.mroadvisor.com

## The FIRST and UNIQUE platform with ADVANCED SEARCHES