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For MRO software, airlines have pure-play solutions, specialist point solutions and ERP solutions to choose from. There are also EFBs & ETLs to consider. The products of 50 industry suppliers are reviewed & profiled.

MRO IT market suppliers survey

As we reported a year ago (*see MRO IT market suppliers survey, Aircraft Commerce, February/March 2008, page 63*), there are a large number of software systems aimed at improving commercial aviation maintenance, repair and overhaul (MRO) efficiency. The market entry barriers remain low and this year, in spite of the economic climate, there are a number of relatively new entrants.

Again this year, *Aircraft Commerce* categorises vendors and tries to explain the range and depth of functionality on offer. The survey also looks at company credentials of longevity and customer base. Not every single vendor is covered; those who did not provide responses to our questionnaire are marked 'no data'.

There are five categories of solution: 'pure-play MRO solutions', which are the main vendors in the market; 'specialist point solutions', which usually augment pure-play solutions; 'enterprise resource planning' (ERP) solutions, which provide extended capability in finance and human resources; 'tier-two MRO solutions', which target smaller organisations; and 'electronic flight bag (EFB) and electronic technical log (ETL) software solutions', which deploy software into the aircraft and MRO shop environment to support real-time data exchange between users and the main MRO software. Vendors are surveyed in alphabetical order.

Pure-play MRO solutions

Most of the pure-play MRO software companies have the capability to respond to small and large airlines and MRO facilities seeking a new software solution. These are tier-one specialists that provide fully integrated maintenance and supply systems for commercial aviation. Some of the companies listed have more limited capability than others.

AD Software

This Israeli-based company has been in business for just over a decade and has offices in Thailand and Africa. It has 7 customers for its AIR suite of products, two of which were added in the past year. The company's IT staff produce a range of discrete solutions called AIR: LMA, AIRSTOCK, AIRUSER, AIRDOC and AIRSTAT. These offer an integrated maintenance management, inventory control management, service management, electronic documentation management and fleet and equipment reliability management capability. The market for this product appears to be small operators, with the largest customer being the Israeli Ministry of the Interior with 14 aircraft. This puts it at the edge of a tier-one pure-play MRO company.

Applied Database Technologies

This is a 22-man, 20-company, now with a sales base in Turkey. Responding for the first time to the survey, ADT has 14 licensed vendors, including four new ones in 2008, although it still has a little way to go to prove it has the longevity to stay in the top layer. The company has Oracle as an implementation partner.

The product, called Wings, has the following modules: fleet management, planning, maintenance & engineering, production control, flight planning, inventory control, labour collection & analysis, attendance, employee training & finance tracking. Existing customers and inspection. Recent customers include Kozair Airlines where the system is now live.

Aerosoft Systems Inc

Aerosoft was a 20-man, one-employee, one-time developer. They started in aviation maintenance software in the mid-1990s.

It is based in Canada, the US and Africa. Aerosoft acquired the success maintenance product, PAM, in early 2008 from STEA, with which it still has a partnering relationship.

The WinPAM product is now marketed with WebPAM as a browser-based application over a corporate intranet and the other Aerosoft products, EngMAINT, is now web-enabled. These products have been enhanced with a new series of AeroPAM and AeroPAM. These electronically manage requests for quotations, purchase part orders and invoices for vendors that participate in a business logistics. It is designed around the requirements of an ATA standard Spec 3000. This integration capability, making Aeroexchange, has been acquired by 5000 Airbus and IATA company.

With 12 customers, including three new ones in 2008, Aerosoft end qualifies as a tier-one supplier. Although the niche technology society to move away from client-server architecture is unclear as yet. The company has a marketing relationship with Conquest, a tier-one point solution for technical document management in the Digital EX, minute and with Casbank Technologies Inc for integration of its Spotlight reliability analysis technology. Aerosoft also teams with Flight Technologies Inc for a point solution to integrate and co-market its on-350 solution as Digital AIR. Its logistics and maintenance planning.

Kimber Air Data

Kimber Air Data is part of the Kimber group, based in Denmark. Kim Air has offices in Malaysia. Its AARCO2 product was first implemented in Kimber Air as a main computer system. New a client solution system, increased their new sales in 2008.



The AMASIS II product has a range of modules spanning the full scope of normal airline and MRO requirements, including engineering, planning, reliability and quality control, technical records, material planning, cost control, purchasing, third party work, inventory, sales, fleet management and MRO, which includes cost control and invoicing.

The company has 12 staff, and the live airline customer count has reduced from 2008, possibly because of airline downturns, but it is unclear whether Comsoft Air Data can take the technology forward from 4G client server infrastructure.

Commsoft

Commsoft started in business over 20 years ago, based in the UK, the company markets the OASIS client server product around the world. The company

works on systems like AirM.

Commsoft aims to eventually log out its niche supporting smaller airlines and third party maintenance operators. It offers OASIS as a hosted ASP solution.

IBS (formerly VISAair)

One of the changes from early 2008 is VISAair having reported last year that it has had a low problem recent years, the company was sold to IBS. IBS, formerly a publicly reported \$8 million, including all operating assets. The IBS owned IBS, IBS is now a fully owned subsidiary of IBS software, with offices around the world, including in the USA, UK and India. This division inherited 42 existing customers and 600 staff, including 63 developers, up from 30 staff that came from VISAair. The company offers the IBS Maintenance Software (formerly VISAair) as an application service provider (ASP) to the market, alongside the traditional

MINT Media is a specialist point solution offering scheduling and manpower management capabilities. These usually bolt-on to other pure-play MRO software or ERP systems.

IFR

IFR is an EADS company, based in Toulouse, France. It provides maintenance software alongside catering and flight operations systems. One of the longest-serving MRO software vendors after Comsoft, the company started in 1987. It has 74 airline customers, many from former French colonies. In 2008 it added nine new customers. The maintenance product is AMASIS. The sales and company size are somewhat distorted by the fact that the company also sells a range of airline solutions. These include CANOPES for catering, KEOPS for operations management, and RAMSES for revenue accounting. It is not clear if the AMASIS system has moved from its COBOL origins, but it is in the process of moving to .NET. The solution is offered as a hosted ASP system, and has 18 airlines using it in this mode.

AMASIS is used mainly by airlines, some third-party maintenance providers, and the French navy. Modules include: routine maintenance; scheduled maintenance; airworthiness directive (AD) and service bulletin (SB) management; logistics; finance; e-documentation; assemblies & sub-assemblies; automatic provisioning; labour man-hours (MH); technical library; and barcode and data import-export. The system links to the Airbus suite of products, and also has a native link to a project planning tool. A link to Boeing's AHM product is planned in the near future.

Infospectrum

Infospectrum bought the Avexis company in December 2006. Avexis was based in California, USA. Infospectrum has strong roots in India, where much of the development and business process for Avexis is done. Avexis had 2008 with various providers a partnership for implementation services and software as a service (SaaS).

The company also has a SAP presence. Little is known about the customer base for the re-branded into IFRAM product suite, since no data was received from the company.

Traditionally, Avexis sold to the MRO facilities and shop environments, with some defence contractor business. Also, many of the product's features were suggested that this is Infospectrum's main focus.

Précisions depuis la parution de cet article:

IFR France compte désormais plus de 100 licences à son actif, et ce à travers le monde.

Les solutions **IFR France** sont adaptées tant aux opérateurs civils que militaires, quelque soit le type d'aéronef.

Technologiquement parlant, **IFR France** a finalisé la migration technologique COBOL vers JAVA, entamée en 2006.

Les solutions **IFR France** sont proposées tant en mode « local » qu'en mode « hébergé » afin de permettre à chaque opérateur d'utiliser un système d'information quelque soit ses particularités.