

MRO Business Management

Improve your MRO operation with decision making based on accurate, consistent, trusted information.

In the maintenance, repair and overhaul (MRO) industry, profitability is dependent on the quality of business decisions. Trusted, accurate data is required to achieve high-quality decision-making capabilities. The data also underpins the drive to improve operational performance by reducing turnaround times and costs, increasing throughput, and meeting guaranteed delivery times.

Collating the data is often labor-intensive and susceptible to error. Many companies are seeking a robust information-technology solution to support their existing processes and provide key performance indicators (KPIs) as the basis for business decisions and planning. Optimized Systems and Solutions (OSyS) delivers a proven business management solution to meet those needs.

Faster, improved business planning

OSyS' solution also addresses difficulties specific to the MRO industry such as the unpredictable nature of repair work, availability of parts, long lead times and securing customer approvals. That reduces the time it takes to create business and operations plans. The solution enables informed business decisions by allowing MRO management to

- Forecast and prepare for future MRO shop visits and demand for spare parts
- Forecast profitability across the organization and / or individual contracts
- Quickly assess the impact changed market conditions, such as a downturn in flights, will have on operations
- Identify improvement opportunities by monitoring and analyzing KPIs and measuring forecasted profitability against actual performance

Confidence with ease

OSyS' business management solution transforms data from disparate sources into trusted information. Designed by experts in data analysis, it identifies data of a questionable quality and cleanses it, ensuring a



high level of confidence in the information. Data-quality indicators are tailored according to the type of data source and provide the means to quickly judge the accuracy of results.

Benefits realized with OSyS business management solution

- Significant time and cost savings
 - Creating business and operations plan
 - Creating financial reports
 - Deploying and managing solution across organization
- Increased data accuracy
- Support for long-term planning around future market demands
- Improved decisions concerning operational capability and profitability
- Quick assessment of how changed market conditions impact operations

OSyS' robust business management solution is based on extensive MRO expertise and proven in use.

A proven solution

OSyS' business management solution was developed by experts in both MRO operations and extracting data from disparate sources. We successfully implemented and continue to support a solution for one of the world's largest MRO service providers, resulting in improved profitability and significant reduction in the effort required to plan and manage its MRO business.

Solution modules

The solution comprises two critical modules to deliver maximum value to your MRO operation:

Business model module

This module captures all existing and potential MRO business commitments – regardless of the number of contracts that have different terms and conditions – to create a financial and operations plan. Monthly updates provide data on actual performance, allowing profitability across the organization and/or individual contracts to be determined. The updates also enable quick assessment of how changing market conditions might impact your operations.

An industry-leading, commercial off-the-shelf toolset is used to automate the data-collection process, reducing the financial and operations plan preparation time by a third. Process improvement also eliminates errors inherent in manual data collection.

This, combined with improved data quality and integrity from tools used during data management, reduces the effort required to produce management reports by up to 80 percent.

KPI reporting module

This module captures actual business performance and KPIs, an instrumental step in converting data from disparate sources into consistent business information for effective decision making. It enables MRO operations to

- Monitor actual profitability against forecast
- Track MRO shop turnaround times to identify problems and drive improvement
- Identify aircraft with spare parts needs that could put the operation at risk
- Compare actual and planned flying hours, as well as the number of cycles between shop visits, to form assumptions that improve the quality of the business plan

Reports generated by the module are web-based, high-impact visual displays of the key business drivers. They convert asset data into business information that helps define the action to be taken.

Extensive analysis functions allow staff to determine the underlying reasons for good or poor performance. The reports can be tailored to individual or multiple engines, aircraft, operators, products or fleets around the globe.

Take the first step toward better MRO business decisions with OSyS' business management solution.