

IATA

4th MRO SMARTHUB FORUM

OCTOBER 14, 2025

LONDON, UNITED KINGDOM





MRO SmartHub Overview & Customer Highlights

Garath Harries
Product Manager MRO SmartHub – IATA

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Addressing Industry Challenges

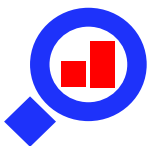


Problem

- ⊗ No transparency to parts pricing and lead time
- ⊗ Price volatility in both OEM and aftermarket
- ⊗ Lack of alternatives for sole source parts
- ⊗ Limited visibility to availability of parts

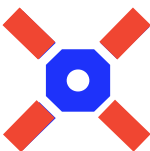
Solution

- ✓ Full transparency to neutral market pricing and lead time
- ✓ Market pricing trends at part number level
- ✓ Part alternatives including USM, PMA's and part repairs
- ✓ Comprehensive parts listings with price & availability



Evaluator

Provides **Fair Market Value** and **detailed statistics for surplus parts**



Connector

Eases trading with **preferred partners** through a distinctive trading channel



Auctioneer

Process multiple auction lots with the **full support of evaluation functionalities**



Asset Manager

Pre-sell material from teardown projects.
Enable joint bid purchasing on aircraft assets

IATA MRO SmartHub is a **web-based business intelligence platform** enabling:

- Quick and accurate evaluation of material
- Transparent fair market value
- True availability of surplus material
- Company Benchmark feature
- Buy, Sell, Exchange, Consignment, Auction
- Joint-bid asset purchasing
- Effortless integration and enhancement into any ERP system and other MRO tools

Maximize inventory value and reduce costs with MRO SmartHub's actionable insights



Creating transparent, neutral and unbiased valuations for surplus spare parts based on actual industry transactional data

- **Increased market transparency** to the fair market valuation of materials
- **Access to collective industry data** without disclosing sensitive information; **anonymized and secure**
- **Unique market insights** based on **actual market transactions; unbiased** Fair Market Valuation
- **Neutral platform** with benchmarking capability
- Significant potential to help **optimize both material costs and revenue**
- **Improved** procurement and repair **decision-making**
- **Optimized surplus inventory valuation** and useability/marketability

Review milestones since Barcelona 2024

- New major release for **Asset Manager**
- First steps towards integration of **SmartDocs**
- **Auto RFQ** feature released
- First applications of LLMs integrated

- Several other projects started:
 - **Enhanced FMV calculation Evaluator**
 - **New major release for Connector**

Welcome to the MRO SmartHub community



THE UPCYCLING AGENCY

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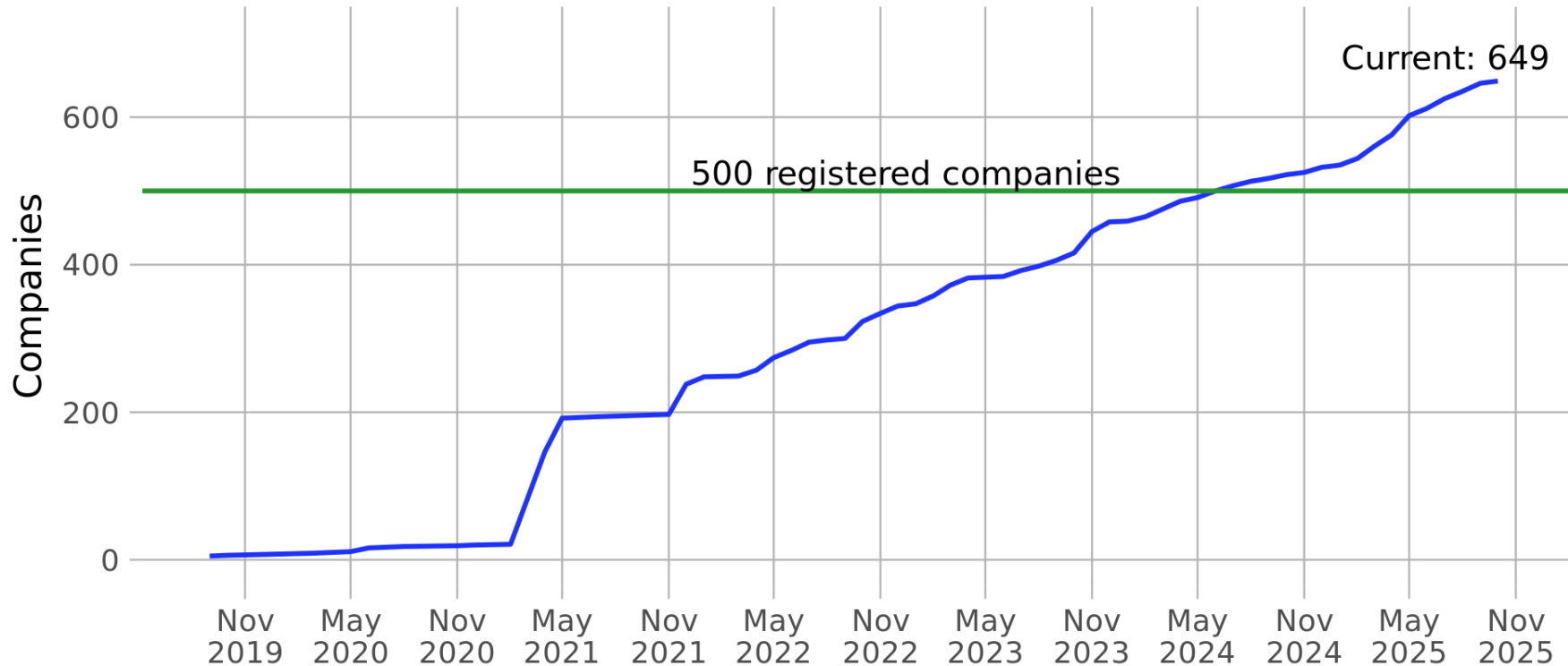
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Platform evolution - Companies

Number of registered companies

Usage statistics for IATA MRO SmartHub

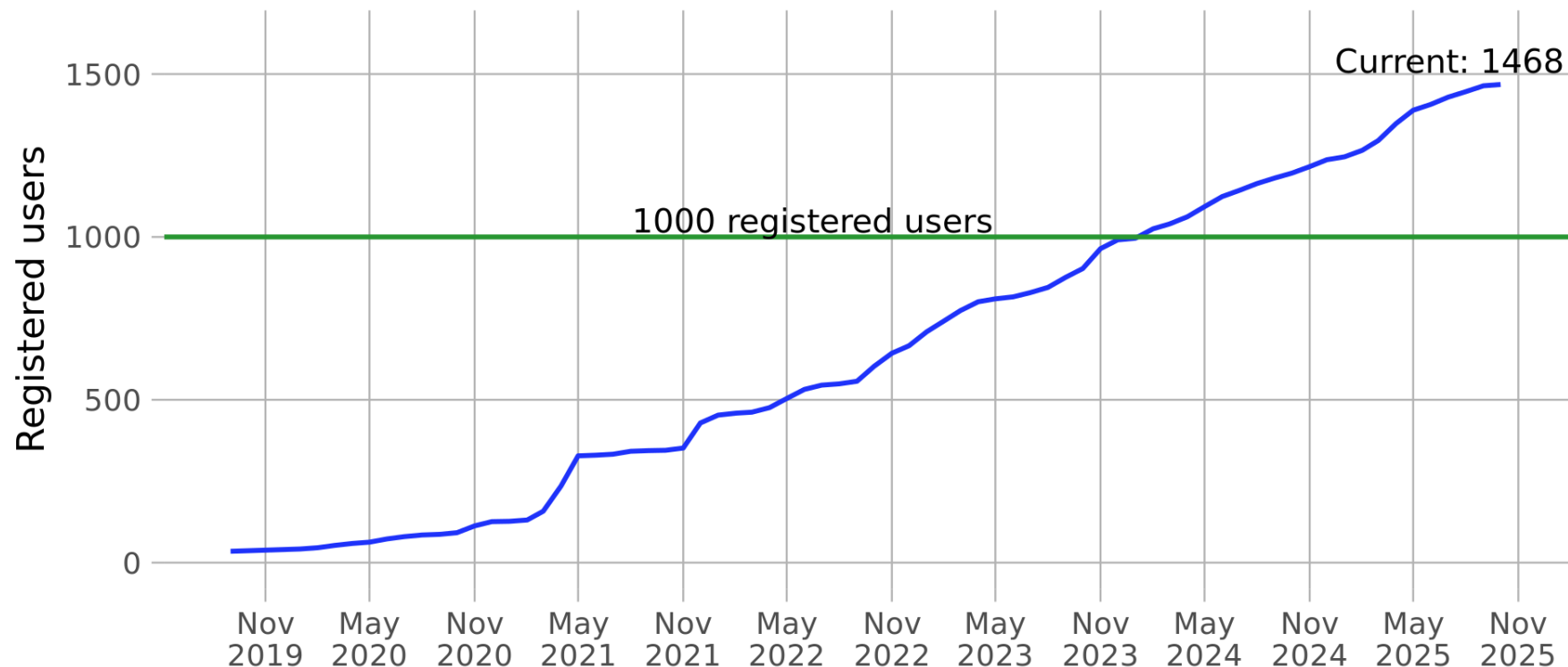


Date: 2025-10-10

Platform evolution - Users

Number of user accounts

Usage statistics for IATA MRO SmartHub



Date: 2025-10-10

Platform evolution - Activities

➤ **Evaluator:**

- 10k part searches
- 95 material lists evaluated (+50% YOY)
- 200k parts evaluated (+40% YOY)

➤ **Connector:**

- Part search volume remained stable in 2025
- 600+ visits to company shop windows

➤ **Asset Manager** - Over 300 projects launched from various project owners

➤ **Sourcing Auctions** – More than 20 events launched



Thank you!

Any questions?

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