

Parts Trading Evolution

Presentation by David Langlois
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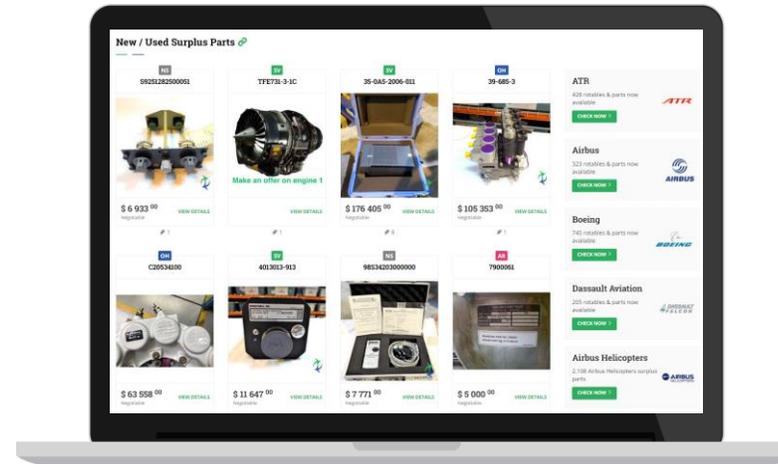


Aerobay, Sales Service Provider

Online Marketplace for Aerospace Spare parts

Key Points:

- Free and Open
- Online Promotion
- Online Purchase Order
- Transparent information
- Multiple payment
- Shipping solutions



Our Users:

- Operators
- OEM
- Aircraft Manufacturers
- MRO
- Brokers

Our main supplier:

- European OEMs
- Airlines
- Owner of dismantled Actf

We sell:

- Rotables
- Engines, APU, landing gears
- Cabin parts & seats
- Structural parts
- Consumables
- GSE & Tools

Our services:

- Promotion
- Consignment
- Inventory Management
- Pricing Recommendation
- Aerospace Engineer insight

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Online Parts Trading

2 different profiles

Inventory Listing
Sourcing

- › Linking Sellers & Buyers
- › Usually Closed Access
- › Membership based model
- › RFQs

Suppliers
Distributors

- › Owners of the stock
- › New Parts
- › Store in their premises
- › Generally provide repair capabilities
- › Online Quotation and order placement

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- › Single, open Gateway between OEM or trustworthy suppliers and buyers



A new way to promote Aircraft parts

More Information displayed = Quicker Transactions

HOME / SPARE PARTS / 4013013-913

4013013-913
VSI/TCAS INDICATOR
PARIS CDG, FRANCE

PRICE
\$ 11 647⁰⁰

BUY NOW

MAKE AN OFFER

CERTIFICATES (3)

00c3cdfc_92bf_49f0_8dd3_0ce6336c8cbb.PDF	DOWNLOAD
180_4013013-913.PDF	DOWNLOAD
dc07d133_36f7_48b6_a7ba_0697e4585df3.PDF	DOWNLOAD

ASK QUESTION

QUANTITY	PRICING POLICY	PAYMENT METHOD	SHIPPING POLICY
	Negotiable	Escrow,Direct Payment	Ex-Works
CONDITION	WARRANTY	AIRCRAFT ELIGIBILITY	
SV (Serviceable)	6 M	ATR series	

SELLER TYPE	SELLER COUNTRY	AEROBAY CONTACT	AEROBAY EMAIL
Broker/Distributor	France	+33 1 71 19 45 81	support@aero-bay.com

1. Pictures
2. Prices Displayed
3. Condition Status
4. Detailed traceability ppw available
5. Ask for more technical details directly on the product page
6. Place your PO online
7. Make an offer



Current trend and Perspectives

Consumer driven competition

- Apply what already exist with B to C marketplaces
- More open access
- Price transparency
- SEO (Search Engine Optimization)
- Quicker and simplified transactions
- Safer Purchases
- More support
- More Services (connection with Procurement ERPs)

