



Airbus Supplier Strategy 4.0

Novel Digital Platforms for SME

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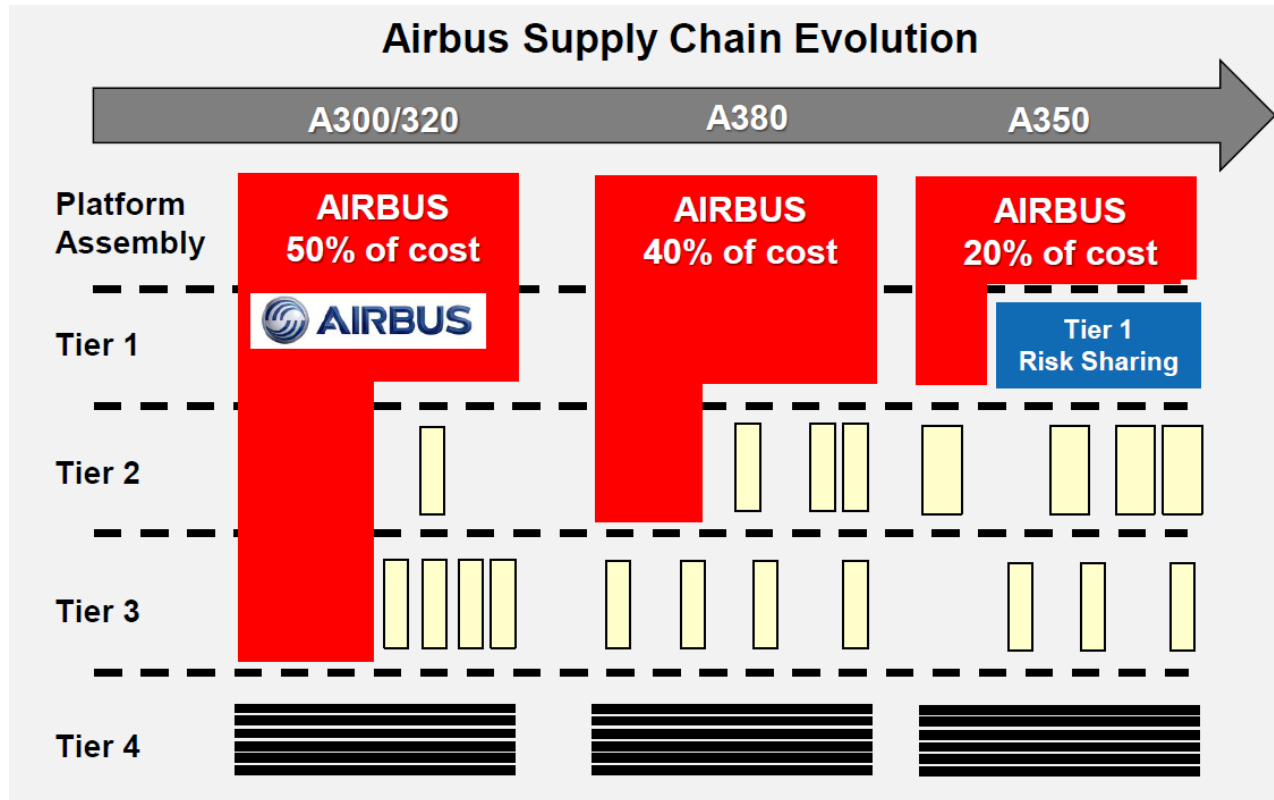
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AIRBUS

Airbus change in MoB strategy

Evolution of the aerospace OEMs from full manufacturers to aircraft architects and system integrators using risk-sharing-partners with extended engineering capabilities.

Significant reduction of major suppliers down to <100 suppliers but increased sourcing up to 80%.



From A300/320:

- High level of vertical integration within Airbus
- Local contracting of built-to-print (“extended workbench”)

To A380/A350:

- Airbus focus on system integration and selected core technologies
- Buy of large components/systems out of a network of RSP (“extended enterprise”)



Airbus Supply Chain Characteristics

- **“Legacy” Supply Chain**

- Legacy aircraft products & services (A320, A350,...)
- Aircraft manufacturers / OEM (Airbus,...) + small number of large 1st Tier Supplier (RSP)
- Strongly OEM focused/controlled platforms (proprietary, limited functionality /cross-tier integration)

- **Characteristics**

- Very complex products, extreme requirements in design & build
- Long-lasting supply chain structure (decades)
- High burden for newcomers / to change structures and partners
- Weak cross-network planning & control means
- Increasing volatility / dramatic ramp-up requires more industrialized processes (automation, cross-network planning & control, etc.)

- **XO Supply Chain**

- Novel mobility products & services, highly customized
- Aircraft manufacturers / OEM (Airbus,...) + supply chain, newcomers / start-ups, Tech-Companies
- Open platforms for collaboration (call / offer capabilities, cross-OEM applicable)

- **Characteristics**

- Novel products / highly customized products & services / disruptive technologies
- Ad-hoc supply chain structure (limited to projects)
- High flexibility / easy entry of new partners
- Better scalability (capacity sharing), increased responsiveness by cross-collaboration planning & control means

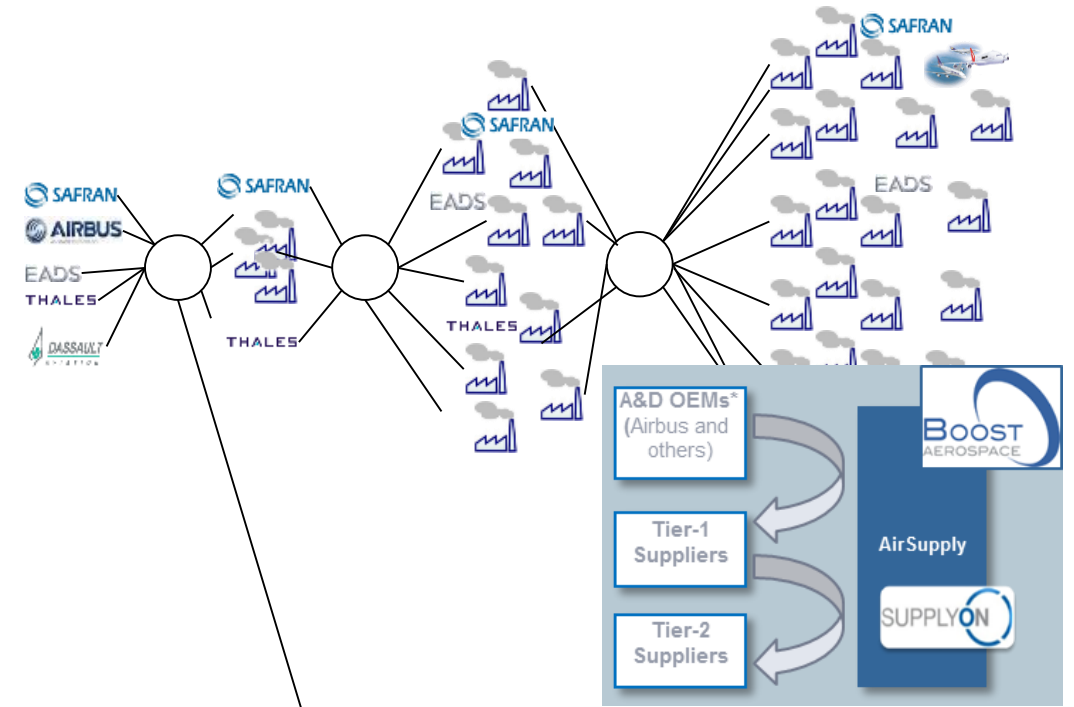


Airbus Digital Supply Chain 4.0

AirSupply platform & DIGICOR supplier platform

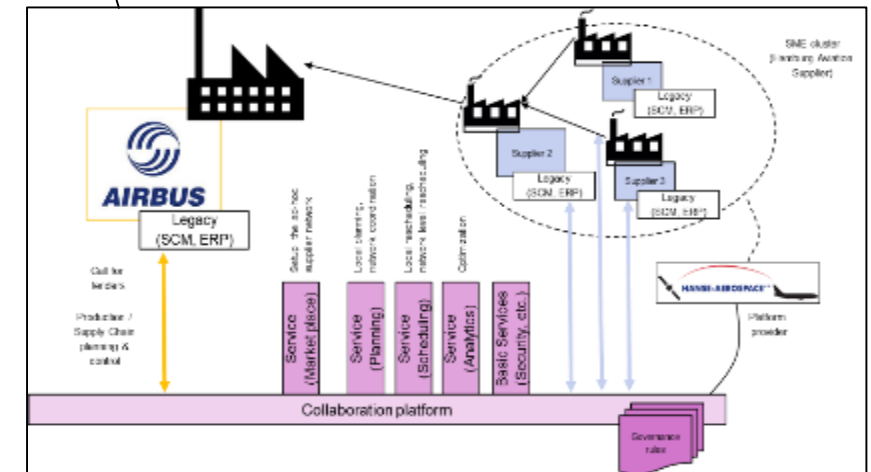
“Legacy” Supply Chain Digitalization

- BoostAerospace initiative of core aerospace companies to build a software platform for standardized processes in collaboration within the value chain, in particular with AirSupply for standardized SCM processes
- 1st tier suppliers list is restricted to a small number of large RSP capable to fulfil the requirements



XO Supply Chain / SME platforms

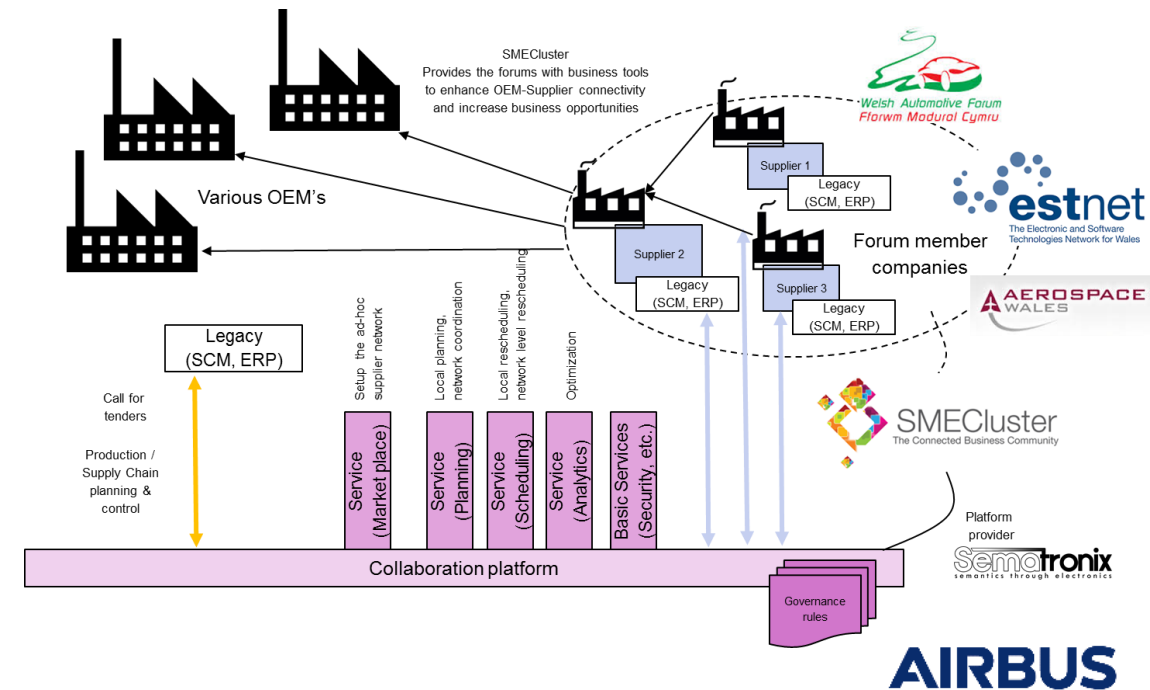
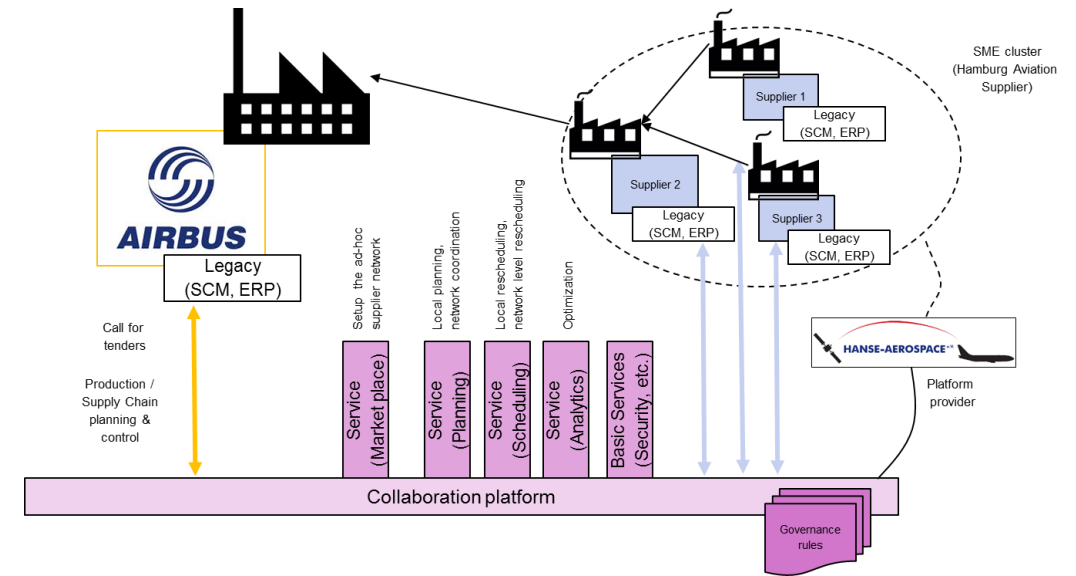
- Integration of “independent” SME collaboration platforms („Virtual supplier“ as an ad-hoc collaboration of multiple SME)
- SME platforms will allow SME to participation in tenders for complex systems / components



SME Collaboration Platform Characteristics

e.g. DIGICOR platform

- “Independent”, open collaboration platform for SME (e.g. managed by SME clusters)
- Coexistence and loosely integration to OEM platforms (procurement, engineering & manufacturing)
- Platform provides technical means and services for SME:
 - ➔ Tender offerings, selection & decomposition and match making with partners
 - ➔ Provides guidance and control for OEM specific governance rules & procedures
 - ➔ Provides tools and services along the complete project life cycle (tender, development & built)
 - ➔ Real-time data access (OPC-UA) into the shop-floor (e.g. PdM services)



Thank you