



>> Facing the challenges

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Let EDS' experts help you collaborate, innovate and reduce costs

With intense, increasing pressure in a highly competitive market, A&D manufacturers must dramatically change how they operate. EDS provides deep industry expertise, key relationships and forward-looking solutions to help you transform to a collaborative operating model that solves your business challenges – and delivers the value your customers expect.



Case study: leading MRO provider

When a leading maintenance, repair and overhaul (MRO) provider embarked on a transformation program to revolutionize hangar operations and take its maintenance productivity to a new level, it went looking for innovative ways to deliver “technology to the wing tip” – and found it with the help of EDS.

EDS teamed with the company, providing the tools and knowledge to help maintenance employees perform their work orders efficiently. Enhanced use of wireless and related technologies enabled workers to connect to the company’s enterprisewide MRO information when and where they needed it.

These maintenance process productivity improvements increased cash flow and customer satisfaction.

Escalating challenges: competition, costs and risks

With global development programs such as the Joint Strike Fighter and Boeing 787 now the norm, A&D manufacturers are seeing fewer but larger orders. That makes winning participation in those programs a must. In commercial aviation, the number of smaller jets is increasing as that market expands beyond the traditional, large jet manufacturers.

In many cases, your competitor may also be your partner. Risk-sharing and collaboration is spreading across the industry as an essential way to address the fast-growing costs of developing planes and weapons systems. Through the popular consortium model, the prime systems integrator (PSI) and suppliers throughout the extended supply chain share program costs and risks across the life cycle of the products – rather than the PSI carrying the burden alone.

Globally focused aerospace and defense industry

Leading-edge A&D companies are creating global, flexible, agile operational structures. These structures increase visibility, enabling continuous innovation, efficiency and lower total cost of operation – as well as effective global collaboration on projects. Companies are choosing one of two approaches: collaborate across the extended supply chain (consortium approach) or acquire capabilities and manage much of the work internally.

Supply chain

Collaborative supply chains have a mandate to drive down costs while increasing innovation by involving companies with the best expertise. These groups share in product design and manufacture – as well as long-term support of the program, which may last 20 to 60 years. They also share all the related risks.

A&D manufacturers taking this route are looking for better visibility into their suppliers across the supply chain for design, quality and timely delivery of the products. One key issue for all players is to determine how much information they must share without compromising any enterprise’s competitive advantages. Even so, this collaboration approach remains popular because it lets companies focus on what they do best – their core capabilities and R&D – and outsource the rest.

Mergers and acquisitions

Of course, all A&D companies share at least some responsibilities with their supply chain. But some firms are choosing to focus their collaboration efforts internally. Both approaches involve the same basic challenge – finding an economic means to collaborate globally.

With M&A, it's essential to integrate enterprise processes and supporting technology without disturbing day-to-day business. To realize the highest return on acquisition investment, companies need to leverage research and development capabilities, new product opportunities and common processes to minimize organizational costs and maximize reuse of intellectual capital.

The EDS value

A&D manufacturers worldwide turn to EDS for our industry insight, ecosystem relationships and IT knowledge. We're committed to serving you. Our teams have the critical A&D-focused relationship management and delivery expertise that enables you – and your customers – to transform your business and embrace new opportunities. Look to us to help you collaborate across the industry, operate in this risk-sharing environment over longer timeframes and increase revenue streams – all while lowering costs.

Meeting your needs

Support airports of the (not so distant) future

Airport and airline operations rely on quick responses to minimize flight and passenger delays, lost bags, and turnaround times. EDS can help you integrate airport, airlines and partners for increased visibility – the key to running more efficient operations, enabling optimal staffing levels and solving problems before they occur.

Enjoy access to maintenance information at your fingertips

Efficient maintenance starts on the flight line. EDS provides key information from multiple sources to the MRO shop or flight line to improve job efficiency and increase asset utilization.

Optimize your supply chain and leverage RFID technologies

A&D manufacturers must find solutions to better manage the supply chain and meet government mandates through supply chain optimization and RFID. Let us take the mystery out of RFID – so you can learn how to get better visibility into your supply chain and reduce inventory.

Optimize your MRO

Implement efficient maintenance, repair and overhaul solutions built on industry best practices. EDS has deep expertise hosting these solutions for our A&D clients worldwide.

Why EDS?

More than 20 years' experience in helping A&D manufacturers meet their business challenges

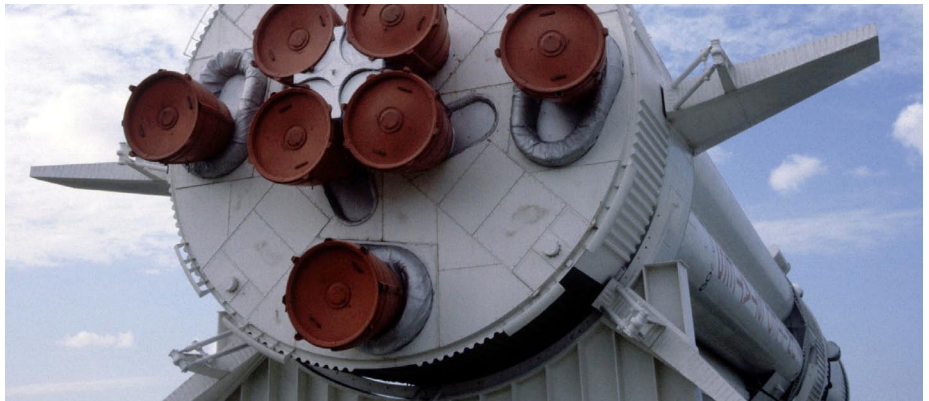
More than 20,000 employees serve over 220 manufacturing clients in 40 countries

Largest service provider for the airline industry; more than 9,000 employees with deep airline-related experience

A top provider to the government defense industry

Actively involved in the Society of British Aerospace Companies; member of AIA and other related standards boards and associations

Serve 75 of the world's top 100 manufacturing industry companies



EDS Global Alliances

EDS uses the strength of a community of select technology and industry partners to enhance our portfolio of services and create new sources of value for our clients. Some of the relationships key to serving our A&D clients include Cisco, Dell, Microsoft, net-inspect, Sun Microsystems and UGS.

Ultimately, our global alliances help us provide innovative, flexible solutions at the best cost and with the least risk.

Align product life cycle spend with projected revenue curve

Inefficient and poorly integrated aftermarket processes are causing manufacturers to miss out on cost-reduction opportunities across the value chain – and can jeopardize the significant revenue streams created by their own products. EDS can help you reap immediate and long-term benefits by transforming your aftermarket into a profit center.

Reduce design to delivery time

Manage program startups and ramp-ups more efficiently with support from EDS. We address processes, software licensing and hardware to help you reduce costs, collect new engineering program data and change indirect costs to direct costs. We can also help you design across borders, answering the difficult questions that are emerging from the large, global design programs.

Collaborate across the industry

Collaboration is the hottest topic around, and EDS helps companies achieve it. Learn how to share data, information and value-added services across the design, build and aftermarket processes – for the benefit of your enterprise and all of your partners.

Contact

EDS. Technology services. Business solutions.

We help clients improve their systems and processes so they can become more productive, manage change and grow.

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