

# Digital Aerospace and Defense

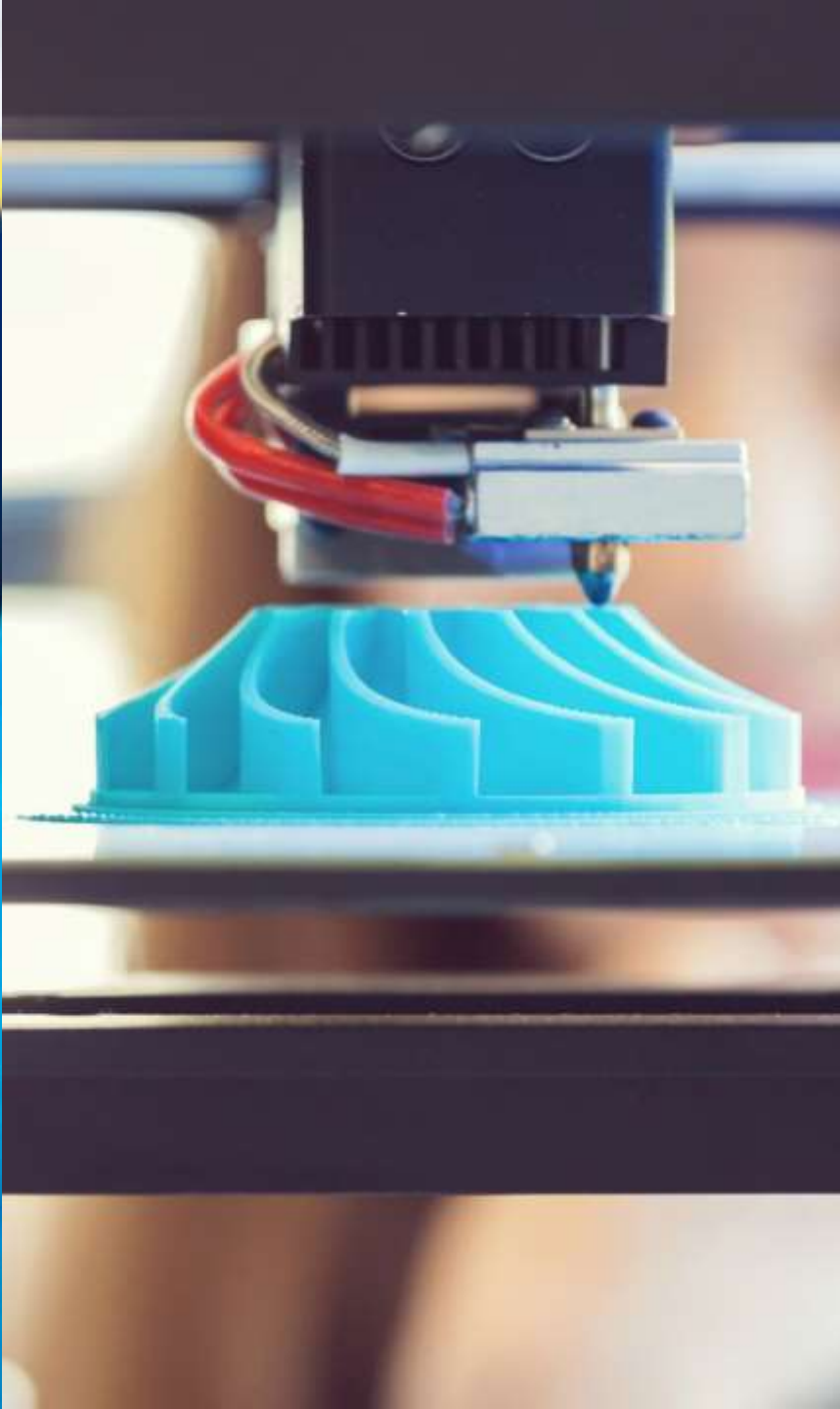
Build, Service, and Fly Better

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Global VP, Industry Business Unit A&D

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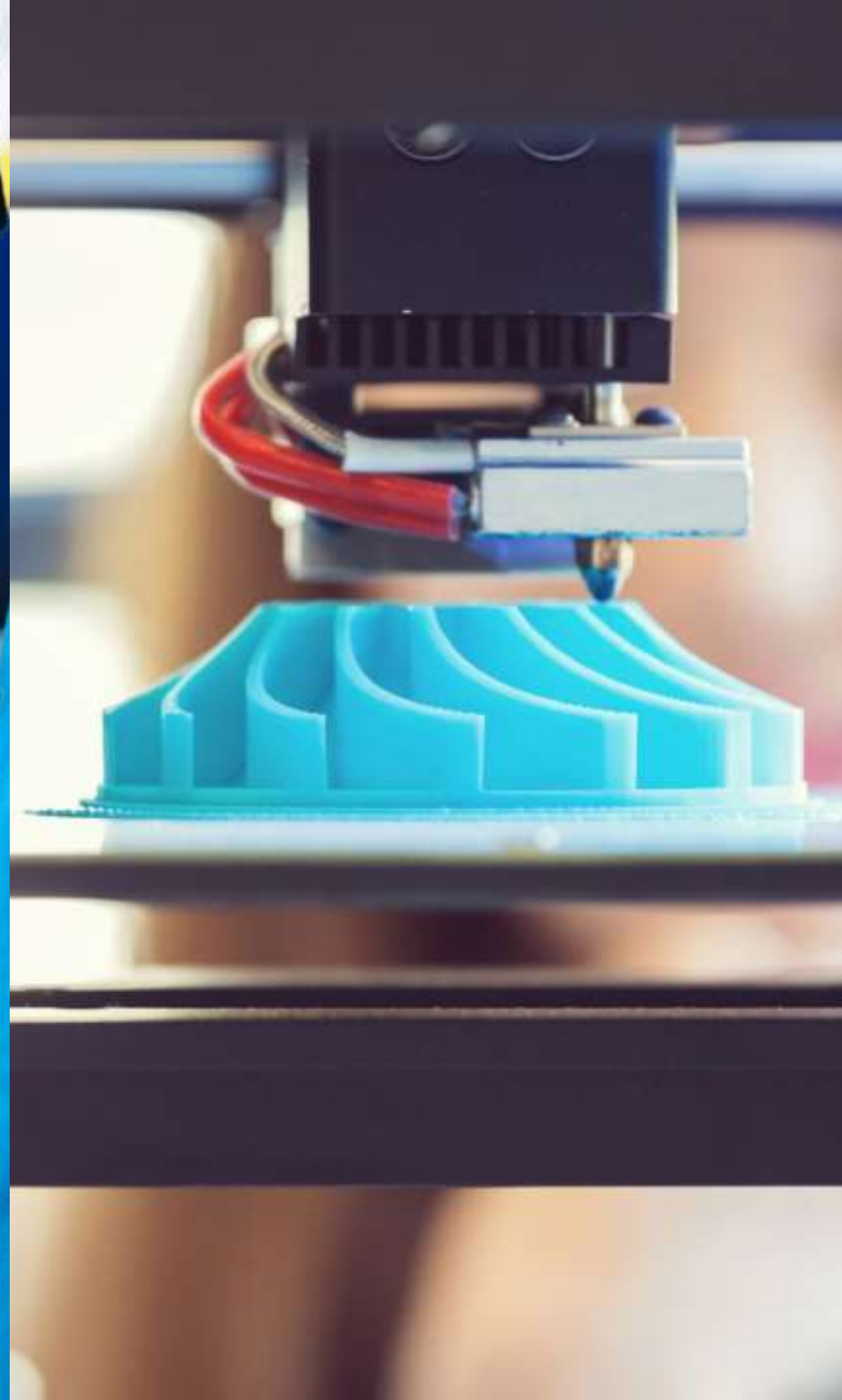





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The world's  
commercial aircraft  
fleet will double in  
size over the next  
20 years.


Source: Boeing



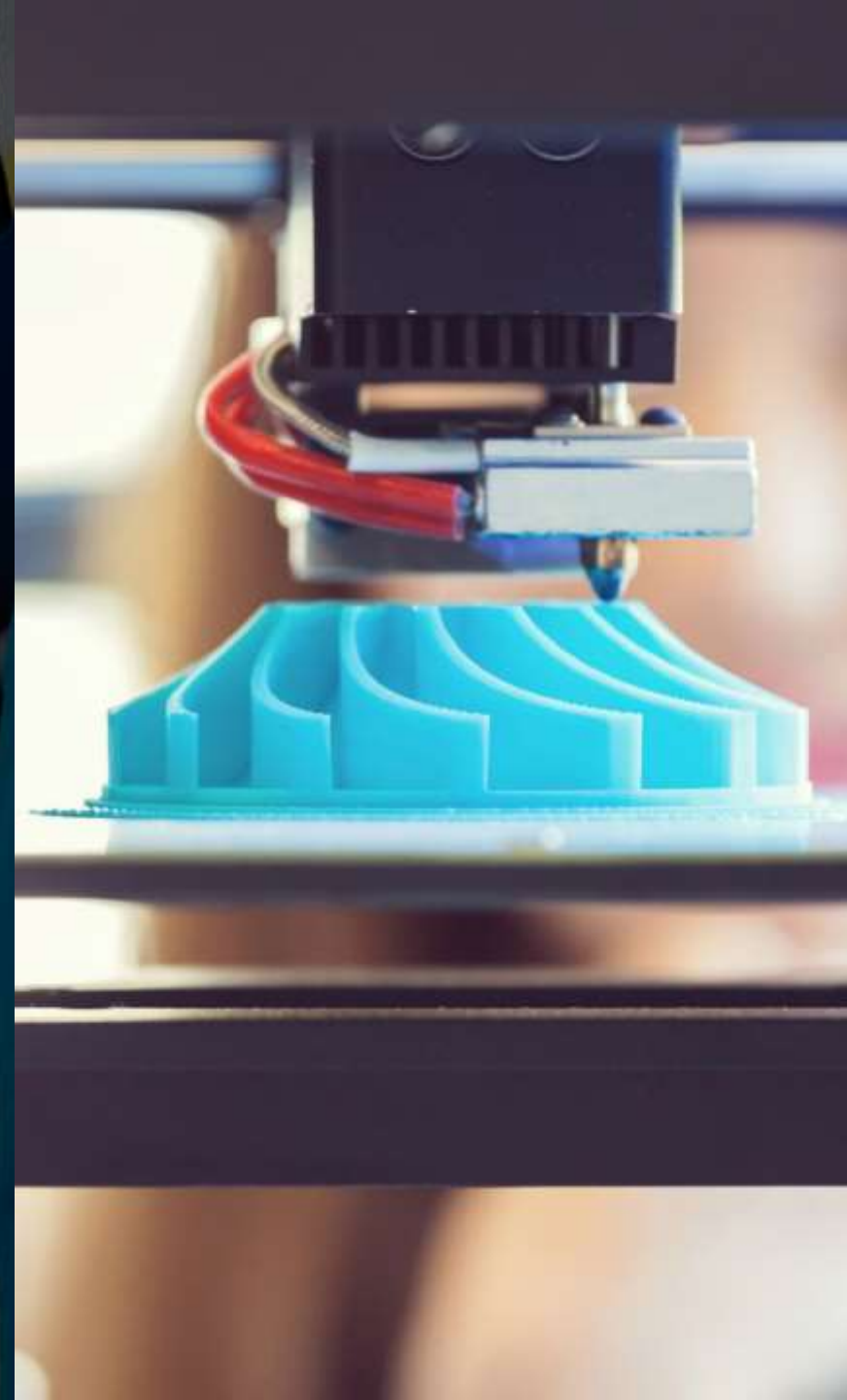



The world's commercial aircraft fleet will double in size over the next 20 years.

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Modern planes can create more than 0.5 TB of data for each flight as input for next-generation services.





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Modern planes can create more than 0.5 TB of data for each flight as input for next-generation services.



Groundbreaking 3D printing innovations enable OEMs to even better meet service-level agreements and increase uptime.

Source: [www.pwc.com/us/en/industrialproducts/assets/3d-printing-next\\_manufacturingchart-pack-pwc.pdf](http://www.pwc.com/us/en/industrialproducts/assets/3d-printing-next_manufacturingchart-pack-pwc.pdf)

Reduce time to market





Reduce time to market



Grow the skills base

A composite image divided into three horizontal sections. The top section shows the bridge of an aircraft carrier. The middle section shows two fighter jets in flight. The bottom section shows several commercial airplanes on a tarmac. The text is overlaid on each section in white.

Reduce time to market

Grow the skills base

Drive innovation



Reduce time to market

Grow the skills base

Drive innovation

Manage complexity



**How do you fulfill growing demand and meet tough customer expectations?**

**Go digital and reach for  
the skies!**





**Run smarter factories**

**Create new services**

**Deliver actionable real-time insights**

# Reevaluate



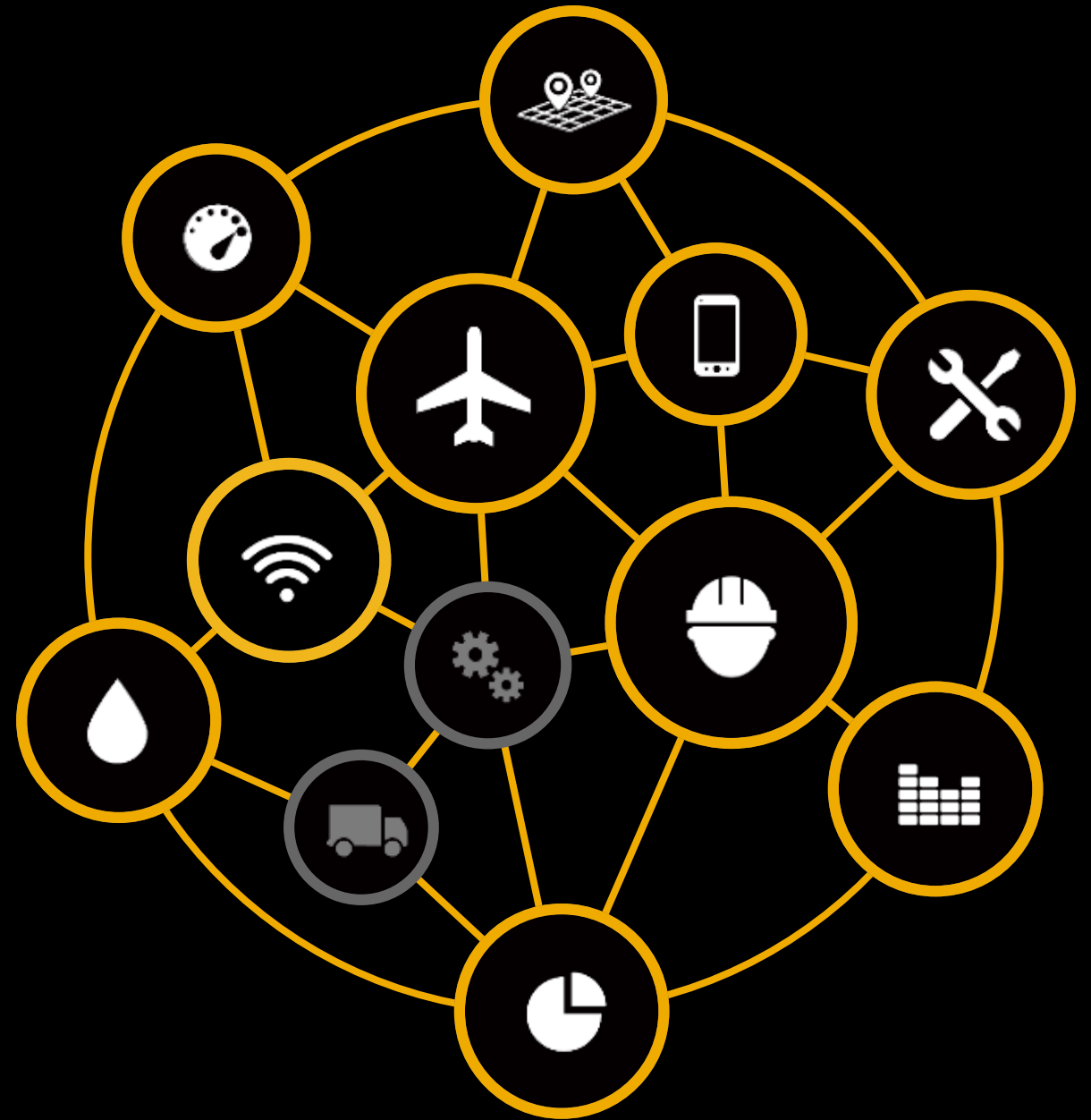
# Reevaluate

Business models



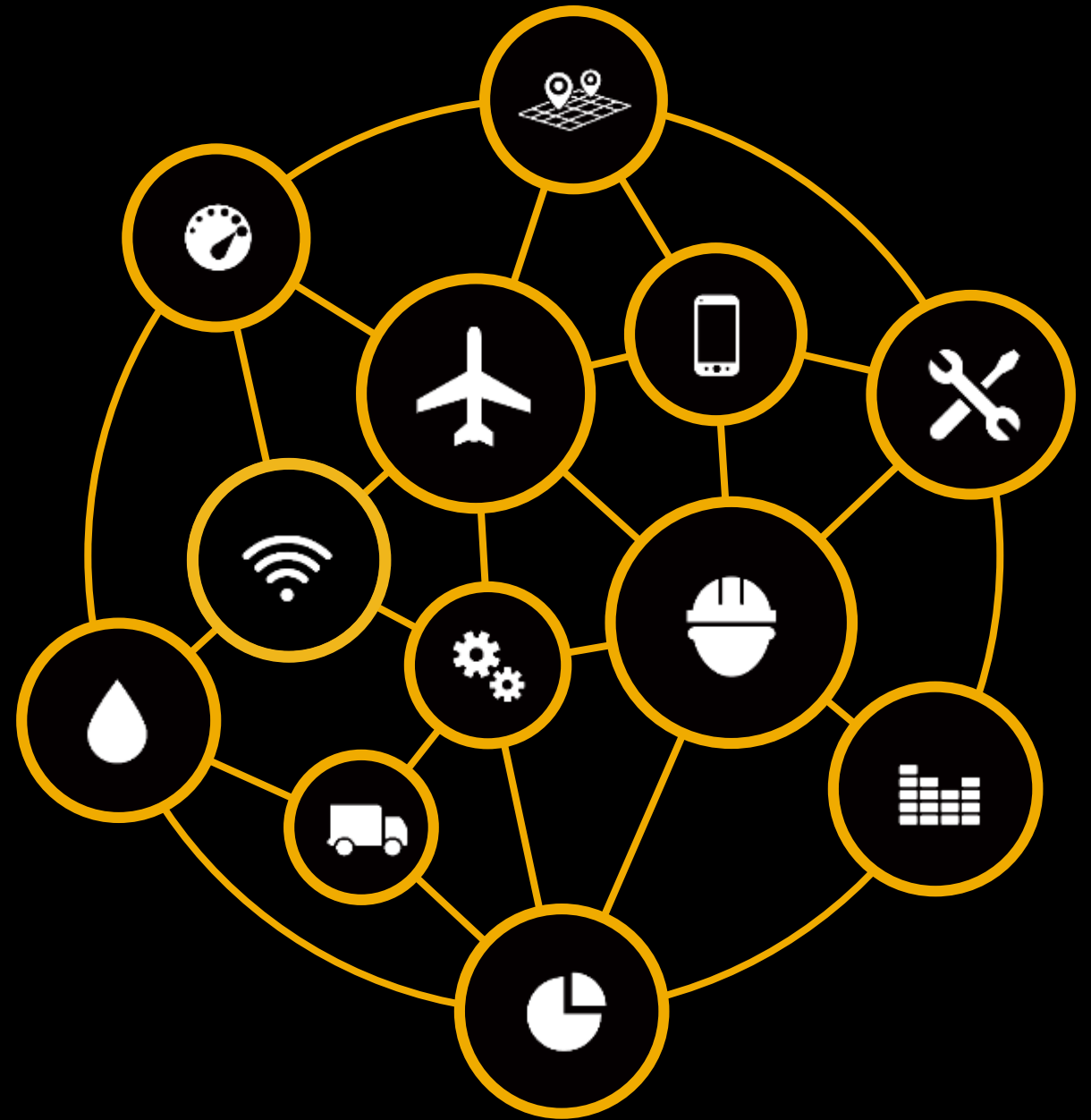
# Reevaluate

Business models  
Business processes



# Reevaluate

Business models  
Business processes  
Work



**Reimagine**



# Reimagine



## Business models

Total lifecycle ownership

Information as a product

OEMs as digital integrators

3D printing

# Reimagine

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## Business models

**Total lifecycle ownership**  
**Information as a product**  
**OEMs as digital integrators**  
**3D printing**

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## Business processes

**Programs to measure reliability using the Internet of Things**  
**Smarter, connected manufacturing**  
**Real-time, responsive supply chains**  
**Redesigned customer service**

# Reimagine



## Business models

Total lifecycle ownership  
Information as a product  
OEMs as digital integrators  
3D printing



## Business processes

Programs to measure reliability using the Internet of Things  
Smarter, connected manufacturing  
Real-time, responsive supply chains  
Redesigned customer service



## Work

Automation with digital technologies  
Predictive and self-learning  
Big Data  
Interactive technologies  
Single source of truth

# SAP Business One Key Functions

 <b>SAP Business One Client</b>		 <b>Mobile</b>	 <b>Analytics / Dashboards</b>	 <b>Multilingualism / Localizations</b>	
 <b>Financials</b>	 <b>Sales</b>	 <b>Service</b>	 <b>Purchasing</b>	 <b>Inventory</b>	 <b>Production</b>
<ul style="list-style-type: none"> <li>• Chart of accounts</li> <li>• Journal entries</li> <li>• Posting templates</li> <li>• Recurring postings</li> <li>• Exchange rates in multiple currencies</li> <li>• Financial reports</li> <li>• Budget mgmt</li> <li>• Cost accounting</li> <li>• Multiple posting periods</li> <li>• Incoming payments</li> <li>• Outgoing payments</li> <li>• Payment run</li> <li>• Bank statement processing</li> <li>• Checks</li> <li>• Credits</li> <li>• Deferred payments</li> <li>• Account reconciliation</li> <li>• DATEV / ELSTER</li> <li>• Fixed Assets</li> <li>• SEPA</li> </ul>	<ul style="list-style-type: none"> <li>• Opportunity and pipeline mgmt</li> <li>• Contact mgmt</li> <li>• Activities mgmt</li> <li>• Calendar</li> <li>• Campaign mgmt</li> <li>• Blanket agreements</li> <li>• Quotations</li> <li>• Purchase orders</li> <li>• Deliveries</li> <li>• Returns</li> <li>• Invoices</li> <li>• Dunning</li> <li>• Price lists in multiple currencies</li> <li>• Special prices</li> <li>• Period and volume discounts</li> <li>• Customer mgmt</li> <li>• Gross profit calculation</li> <li>• Microsoft Office integration</li> </ul>	<ul style="list-style-type: none"> <li>• Service mgmt</li> <li>• Service planning</li> <li>• Tracking across multiple customer interactions</li> <li>• Equipment card handling</li> <li>• Service Dashboards</li> <li>• Service contracts</li> <li>• Mobile Interaction</li> <li>• Recurring transactions</li> <li>• Human resource integration</li> <li>• Knowledge database</li> <li>• Service calendar</li> <li>• Service call processing</li> </ul>	<ul style="list-style-type: none"> <li>• Purchase request</li> <li>• Purchase quotations</li> <li>• Web-enabled RFQ</li> <li>• Purchase orders</li> <li>• Goods receipt POs</li> <li>• Goods returns</li> <li>• A/P Invoice</li> <li>• A/P Reserve Invoice</li> <li>• Down-payment Invoice/Request</li> <li>• Cancel Marketing Documents</li> <li>• A/P credit memos</li> <li>• Landed costs</li> <li>• Intrastat</li> <li>• Import Process</li> <li>• Workflow</li> </ul>	<ul style="list-style-type: none"> <li>• Item mgmt</li> <li>• Item lists</li> <li>• Price lists</li> <li>• Goods receipts</li> <li>• Goods issues</li> <li>• Inventory transactions</li> <li>• Transfers</li> <li>• Serial number mgmt</li> <li>• Batch number mgmt</li> <li>• Pick and pack</li> <li>• Recurring transactions</li> <li>• Inventory Tracking</li> <li>• Bin Location</li> <li>• Multiple Measurements</li> <li>• Inventory Counting</li> <li>• WMS</li> <li>• Container Management</li> </ul>	<ul style="list-style-type: none"> <li>• Bills of material</li> <li>• Item Sets</li> <li>• Production orders</li> <li>• Goods issues</li> <li>• Goods receipts</li> <li>• Production Dashboards</li> <li>• GL Account Determination</li> <li>• Life Cycle mgmt</li> <li>• Item cost calculation</li> <li>• Forecasts</li> <li>• MRP</li> <li>• Drop Ship</li> <li>• Make to order</li> <li>• Order recommendations</li> </ul>



Aircraft sensors feed telemetry data and fault codes to a central system

Automatically predict component failure

Automatically trigger maintenance demand

Efficiently dispatch field technicians

Auto-source spare parts and personnel by searching the business network

Optimize maintenance resources

Route parts to the maintenance location

Manage contract profitability

Purchase parts using a user-friendly Web interface



**Increased service revenues and improved customer satisfaction**

**Faster response to critical maintenance scenarios**

**Lower maintenance costs and improved service efficiency**

**Reduced aircraft downtimes**

**Increased asset availability and safety**

**Better planes**

# Why trust SAP?

- More than **1,000** aerospace and defense companies run SAP software.
- 9 out of 10 of the world's top most-admired aerospace and defense companies are members of the SAP Advisory Council for Aerospace and Defense.

The SAP logo is displayed in white, bold, sans-serif capital letters on a blue, right-angled triangular background. A small registered trademark symbol (®) is located to the right of the letters.

**SAP**

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