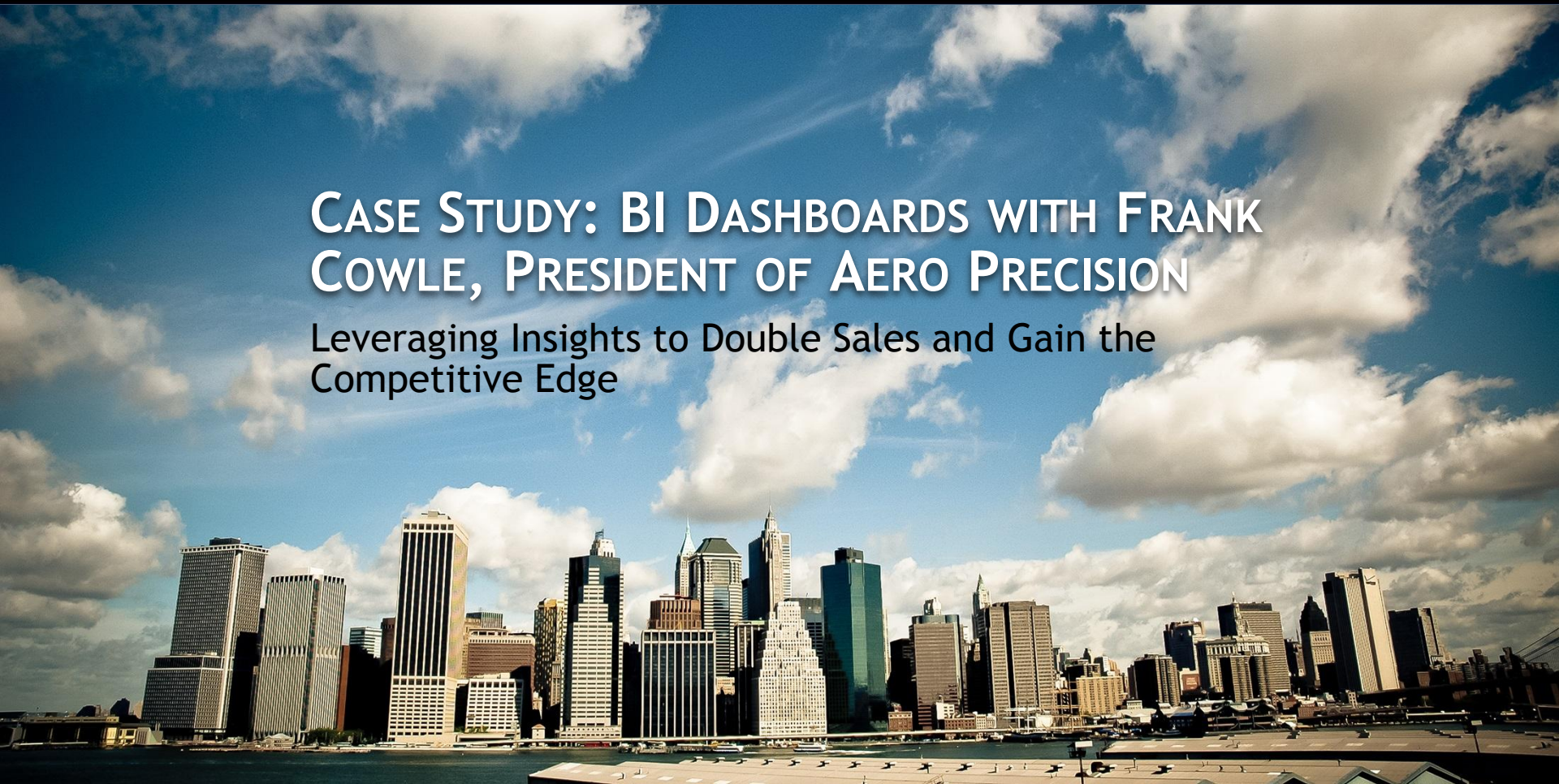




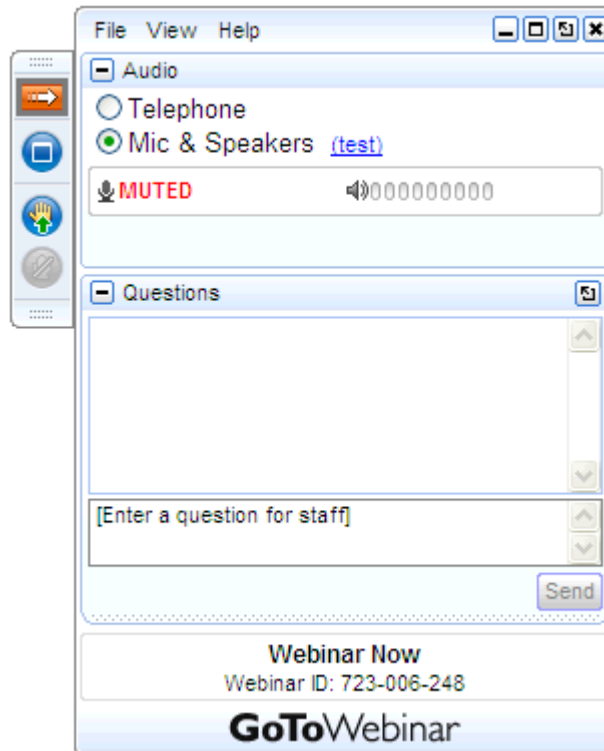
# SENTURUS

## CASE STUDY: BI DASHBOARDS WITH FRANK COWLE, PRESIDENT OF AERO PRECISION

Leveraging Insights to Double Sales and Gain the  
Competitive Edge



# GoToWebinar Control Panel



Submit questions here

Click arrow to restore full control panel



# Presentation Slide Deck on [www.senturus.com](http://www.senturus.com)



The screenshot shows the 'RESOURCES' section of the Senturus website. The header features the Senturus logo and a navigation menu with links: HOME, SERVICES, EXPERIENCE, TRAINING, EVENTS, RESOURCES, ABOUT US, and CONTACT. The main heading 'RESOURCES' is displayed over a background image of an open book. Below the heading, a paragraph describes the comprehensive library of past webinars, demonstrations, white papers, presentations, and helpful hints, which are sorted by topics on the right. A search bar labeled 'SEARCH RESOURCES' with a 'GO' button and a 'SORT BY' dropdown menu are also present. The 'LEGENDS' section includes 'FEATURED' and 'NEW' tabs. The 'TOPICS' section lists various topics with checkboxes and counts: ACORN (1), ANAPLAN (1), BUSINESS VALUE TOPICS (17), IBM COGNOS (59), and INNOTAS (1).

**SENTURUS** HOME SERVICES EXPERIENCE TRAINING EVENTS **RESOURCES** ABOUT US CONTACT

## RESOURCES

This is a comprehensive library of our past webinars, demonstrations, white papers, presentations and helpful hints easily sorted by the topics to the right. All of them are free. We constantly add new materials, so please check back often to see our latest content.

SEARCH RESOURCES  **GO**

SORT BY **Popularity** Date Title Type

RESOURCE TITLE	TYPE	GO

### LEGENDS

**FEATURED** **NEW**

### TOPICS

- ☐ ACORN (1)
- ☐ ANAPLAN (1)
- ☒ BUSINESS VALUE TOPICS (17)
- ☒ IBM COGNOS (59)
- ☐ INNOTAS (1)

# Today's Agenda

---

- Today's Presenters
- Aero Precision Case Study
  - Company Overview
  - Situation in the Past
  - The Solution
  - BI Dashboard Examples
- Senturus Introduction
- Q & A



# Introduction: Today's Presenters

---



**Frank Cowle**  
President  
Aero Precision



**Greg Herrera**  
President & Co-Founder  
Senturus



**SENTURUS**

## **AERO PRECISION CASE STUDY**

Company Overview



**Competitive edge and achieving  
results thru data**

AeroPrecision

DACInternational

HeliviaAeroTaxi

NASAM

ProfessionalAircraft  
ACCESSORIES

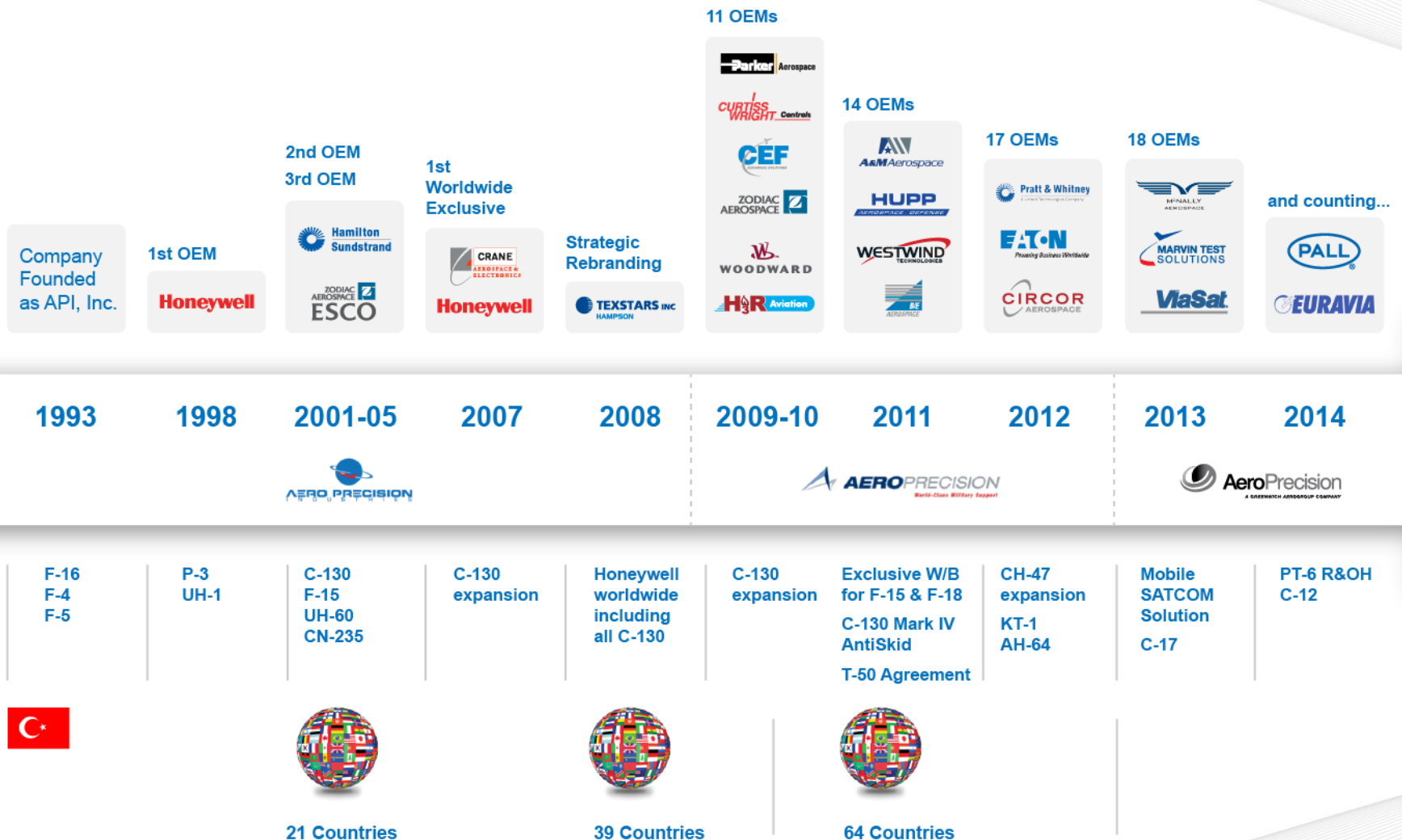
ProfessionalAviation  
ASSOCIATES

SummitAviation

TruAtlanticMfg

WesternAircraft

## Key company Milestones





## Business expansion

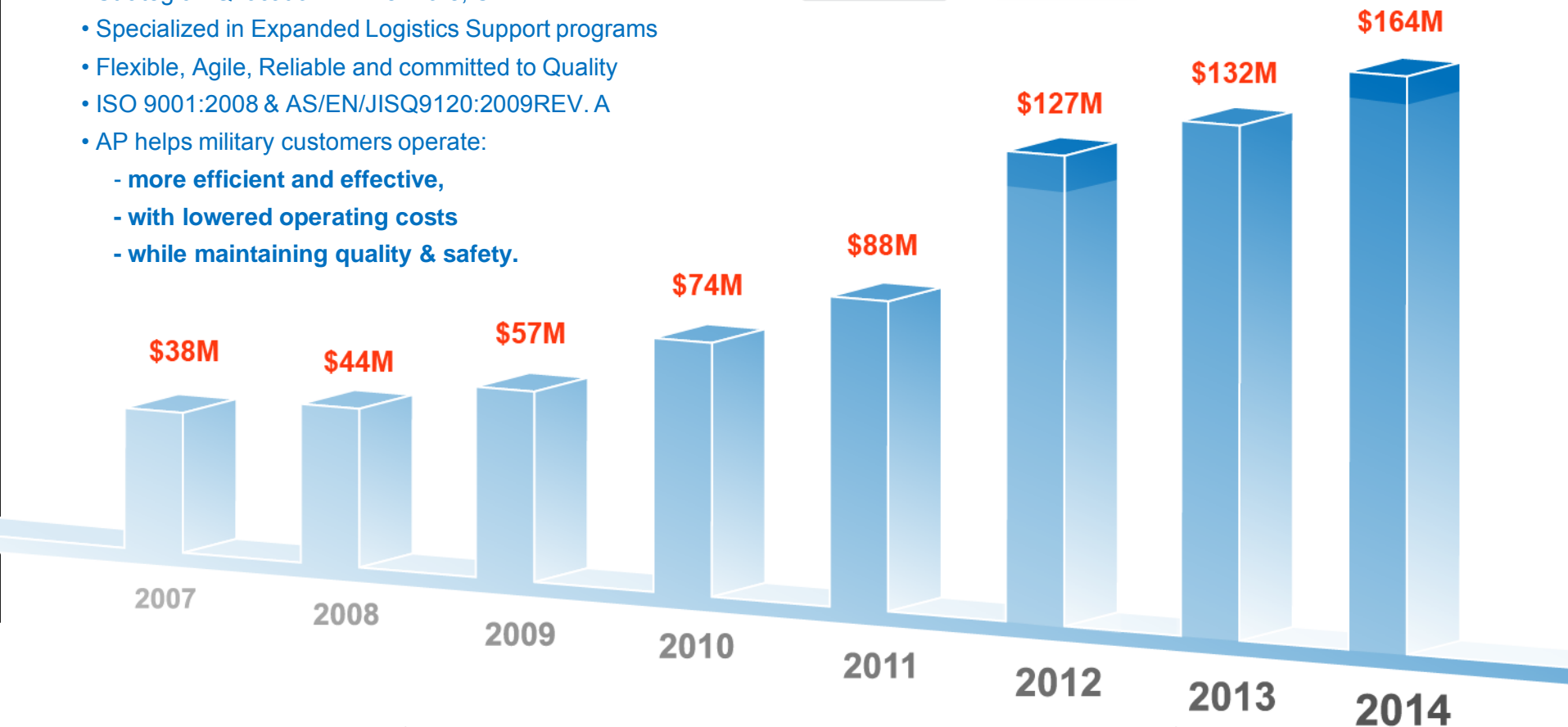
### Stocking distributor of military products and R&O services since 1993

- Strategic HQ location in Livermore, CA
- Specialized in Expanded Logistics Support programs
- Flexible, Agile, Reliable and committed to Quality
- ISO 9001:2008 & AS/EN/JISQ9120:2009REV. A
- AP helps military customers operate:
  - more efficient and effective,
  - with lowered operating costs
  - while maintaining quality & safety.



**60+**  
Countries

**17**  
Platforms



## OEM Relationships

### OEMs

**Honeywell**

UTC Aerospace Systems

CRANE  
AEROSPACE &  
ELECTRONICS

CEF

TRANSICOIL  
AEROSPACE SOLUTIONS

TEXSTARS  
AN AIR DEFENSE COMPANY

ZODIAC  
AEROSPACE

Parker Aerospace

WOODWARD

CIRCOR  
AEROSPACE

F&T-N

WESTWIND  
TECHNOLOGIES

HUPP  
AEROSPACE DEFENSE

BE  
AEROSPACE

Pratt & Whitney  
A United Technologies Company

ViaSat

MARVIN TEST  
SOLUTIONS

PALL

MONALLY INDUSTRIES



### Platforms



## 3D company growth



Customers



- 1993: No OEM agreement
- 1998: Honeywell only
- 2001: Honeywell & Hamilton
- 2005: 3 OEMs
- 2008-2011: 14 OEMs
- 2013: 18 OEMs

OEM Agreements

Platform Support



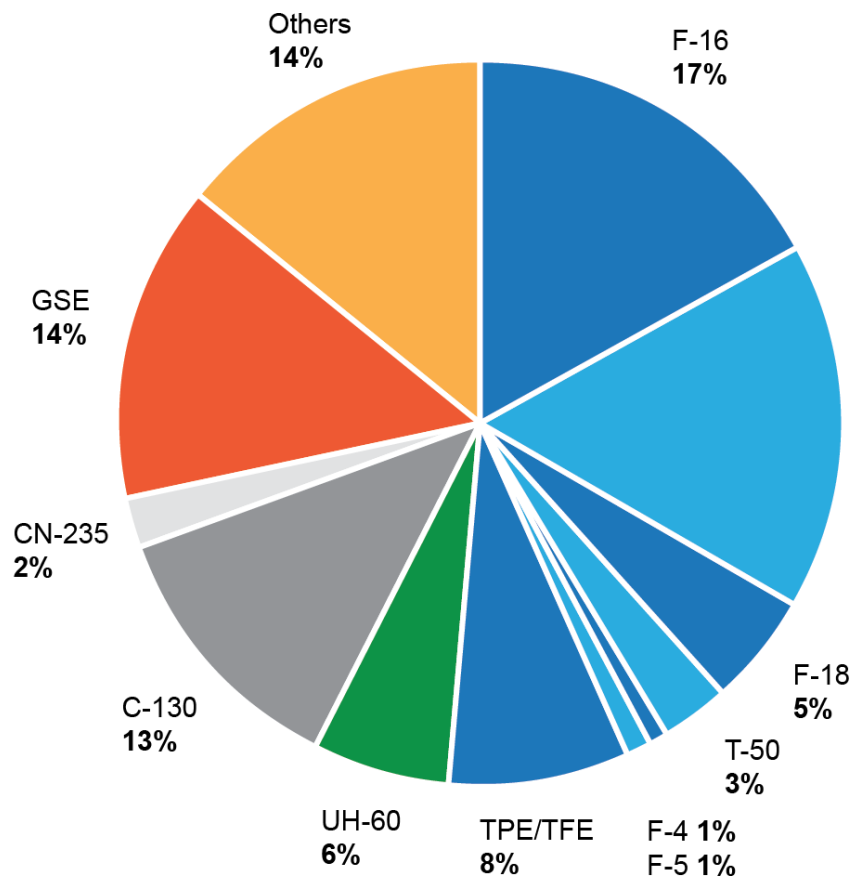
- 1993: F-16, F-4, F-5 (3 platforms only)
- 1998: Add UH-1 (4 platforms)
- 2001: Add C-130, CN235 (6 platforms)
- 2005: Add F-15, UH-60 (8 Platforms)
- 2008-2013: Add F-18, C-17, CH-47, F-2, KT-1, T-50, AH-64, P-3, Bell Series, CH-53 (18 Platforms)

- 1993: Only sales Turkey
- 1998: Turkey, Korea
- 2001: 5 Countries
- 2005: 21 Countries
- 2008-2013: 60+ Countries

## Focus Platforms , Engines & Accessories

### Spares & R&OH support for:

- F-16 Lockheed Martin
- T-50 KAI (Lockheed Martin)
- F-15 Boeing
- F-18 Boeing
- F-4 Boeing
- F-5 Northrop Grumman
- C-130 Lockheed Martin
- C-17 Boeing
- CN-235 CASA
- H-60/S-70 Sikorsky
- CH-47 Boeing
- Bell series(212-412-430)



### Accessories & Comp. of:

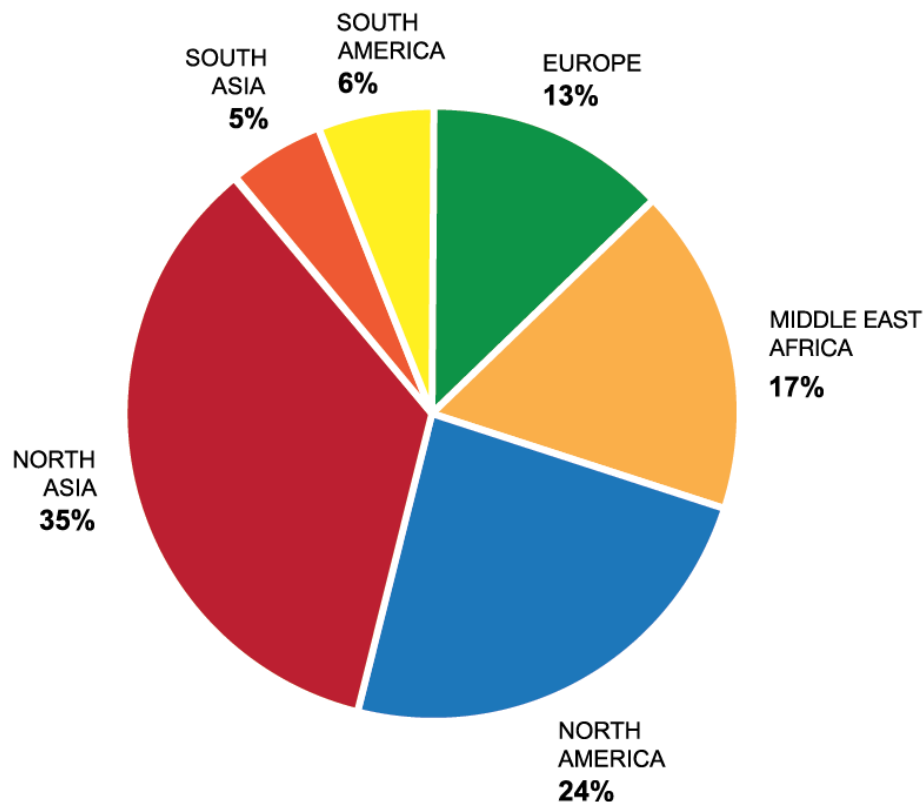
- F110 – GE
- F100 – PW
- F404 – GE
- J79 – GE
- J85 – GE
- T56 – RR
- CT7 – GE
- T700 – GE
- TFE731 – HON
- TPE331 – HON

**2013 Global Revenue**



## Global reach

### 2013 Global Revenue Diversity



- Sales in 60+ countries
- Multicultural / multilingual team (21 business languages)
- ITAR and export process expertise
- FCPA compliant; registered with TRACE
- US & Foreign former military officers & enlisted personnel
- Ex-OEM sales and logistics experts
- 10+ employees in overseas regional offices
- In 2013 shipped;
  - 256,017 ( 253,960 spare parts & 2,057 repair parts)
  - 4,867 unique PN (4197 spare & 670 repairs)



## OEM / Channel Partners

**Honeywell**

 **UTC Aerospace Systems**

 **CRANE**  
AEROSPACE &  
ELECTRONICS

 **CEF**  
AEROSPACE SOLUTIONS

  
**TEXSTARS**  
AN AP AEROSPACE COMPANY

**ZODIAC**  
AEROSPACE 

 **Parker** Aerospace

  
**WOODWARD**

 **CIRCOR**  
AEROSPACE

  
**EATON**  
Powering Business Worldwide

  
**WESTWIND**  
TECHNOLOGIES

  
**HUPP**  
AEROSPACE / DEFENSE

  
**B/E**  
AEROSPACE

 **Pratt & Whitney**  
A United Technologies Company

  
**ViaSat**

 **MARVIN TEST**  
SOLUTIONS

  
**TRANSICOIL**  
AEROSPACE SOLUTIONS

  
**PALL**

  
**M McNALLY INDUSTRIES**

  
**EURAVIA**  
Power You Can Trust **PT6**

## OEM Partners








F-16 60/40 KVA



Constant Speed Drive



10 KVA Generator



Fuel Controls



Propellers / Blades

UTC Aerospace Systems provides LRU's and piece parts for Electrical Power, Environmental Control Systems and Propeller Systems including F-16 Generators, CSD's, Cooling Turbines, Fuel Controls, F-15 CSD's, F-5 Gearboxes and F-4 CSD's, and CN-235 Propellers/Blades.








T-50 APU Overhaul Support



UH-60 APU Overhaul Support

Aero Precision is Pratt Whitney's stocking distributor for aftermarket auxiliary and emergency power systems on UH-60 and T-50 aircraft, including all Spare Parts and LRU/SRU requirements.








Aircraft Lighting



Emergency Power Unit



Auxiliary Power Unit



Valves / Actuators



TFE731 Engine



Wheels and Brakes

Honeywell manufactures Avionics, Engine, Mechanical, Pneumatic, Hydraulic and Lighting LRU's and piece parts and provides R&OH services for fighter, transport and rotary platforms. Aero Precision is Honeywell's Worldwide Sole Stocking Distributor for Military Aircraft Lighting.








Mark IV Antiskid Brake Control System Worldwide Exclusive



Pumps



Power Conversion Products

Crane Aerospace is a premier manufacturer of Sensing and Utilities, Landing Systems, Anti-Skid products and Fluid Management components. Aero Precision is the Worldwide Exclusive Distributor of the Crane Mark IV Antiskid Brake Control System.



## OEM Partners





Mechanical Ballscrews

CEF Repair Maintenance Kit

Pallet Lock Assembly (C-130J)



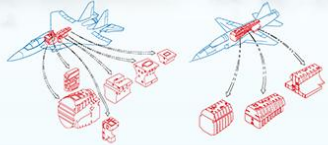


Gearboxes

Landing Light


Rudder Trim Actuator

CEF Industries is an industry leading manufacturer of electromechanical products and systems including exclusive C-130 MLG/FLAP Screw Jacks, Door Actuators, Pumps, Compressors and Gearboxes. Aero Precision is CEF's Worldwide exclusive stocking distributor for military aircraft.






F-15 Fuel Cells

F-5 Fuel Cells




AH-64 Crash Resistant Cell



F-18 Self Sealing Fuel Bladder

C-130 Fuel Cells

Zodiac Aerospace - Elastomer is the world's largest designer and fabricator of composite fuel cells supporting multiple aircraft including C-130, F-18, F-15, F-16, F-5/T-38, F-4, P-3, A-4, AH-64, CH-53, CH-47, CH-46, UH-1 and AH-1. Aero Precision is the exclusive supplier for Zodiac Aerospace-Elastomer Products.


Accumulator

Valves

HPS






UH-60 Wheels

Fuel Management




Servo Actuators

Parker Aerospace is a global leader in flight control, hydraulic, fuel and pneumatic systems and components for military aircraft and other high-technology markets.

Engine / Servo Controls


Hydro Mechanical Unit (HMU)



Fuel Nozzle

Collective Drive

Cyclic Pitch Drive

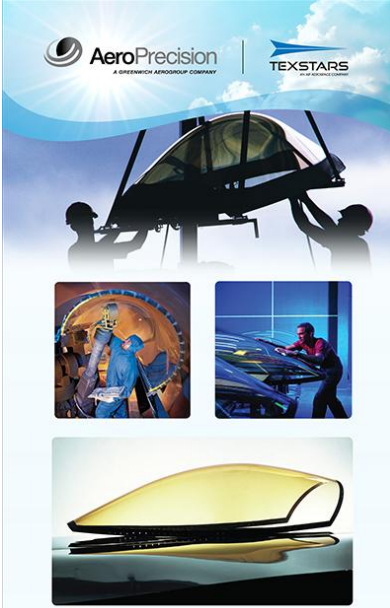


Yaw Pedal Drive


Roll RVDT

Woodward manufactures Actuators, Sensors, Motors, Fuel Injection Products, Fuel Controls, HMU's, Fuel Valves, Fuel Pumps and Servo Components for aircraft and helicopter engines and airframes. Aero Precision is Woodward's appointed foreign military stocking distributor.

## OEM Partners



Texstars is a leading producer of high optical F-16 Canopies, F-15 Advanced Windshields, F-5, T-38 and F-4 Windshields, UH-60 and AH-1 Windows and various Transparencies. Aero Precision is the exclusive international military stocking distributor for Texstars.



HUPP Aerospace provides "Tailored Kitting Services" for H-60/S70 to eliminate R&OH delays caused by back-ordered parts. HUPP Kits include all mandatory replacement items for your phase maintenance needs with genuine government-approved parts.

HUPP KIT  
HUPP KIT  
HUPP KIT

HUPP KIT  
HUPP KIT  
HUPP KIT

HUPP KIT  
HUPP KIT  
HUPP KIT



Aero Precision is a designated stocking distributor for CIRCOR's products including the F-16 Nosewheel Steering Actuator, F-5 Steering Actuator and the CH-47 fully-dressed Landing Gear and components.

CH-47 Landing Gear  
F-16 Nosewheel Actuator, Brake Manifold  
F-5 Steering Wheel Actuator

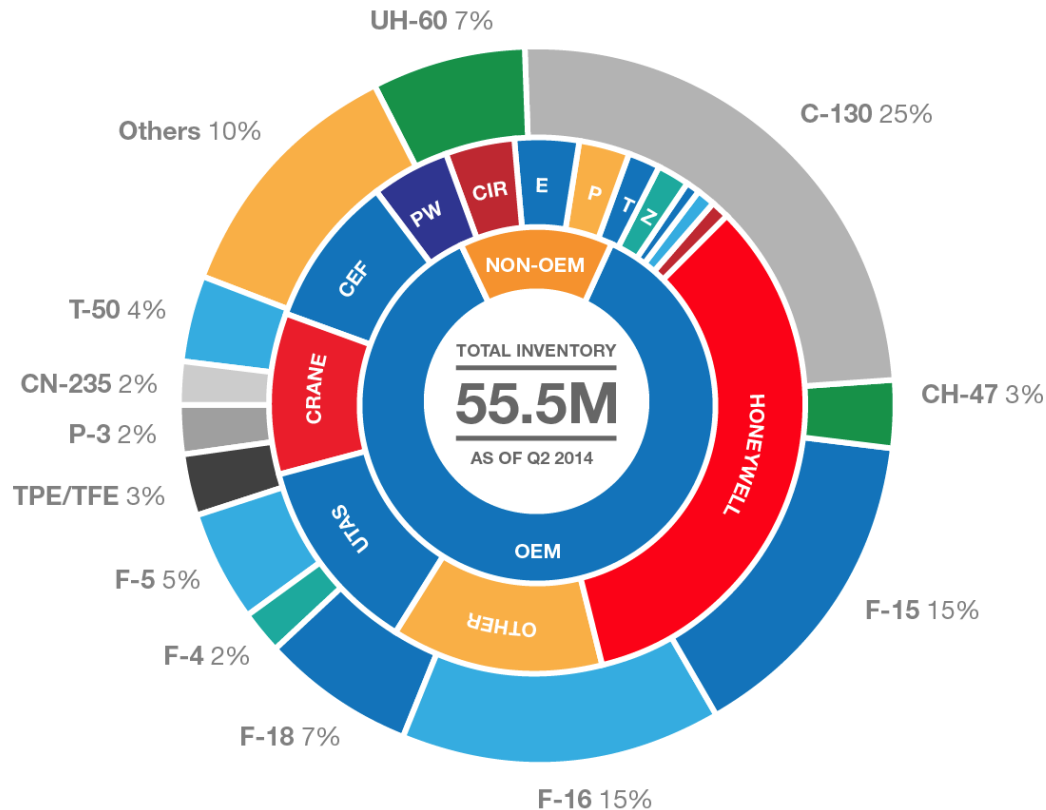


Eaton is a leading supplier of Flight Controls, Motors, Actuators, Fluid, Fuel and Air delivery products systems, Nose Wheel Steering systems and much more. Aero Precision is Eaton's exclusive stocking distributor for international operators of F-15, F-18, CH-47, AH-64 and UH-1 aircraft.

Flight Control Boxes, Power Transfer Units, Drive Motors  
Actuators, Valves, Fuel Ducts  
Rynglok™ Tube Repair System (0.000 PSI series)



## Inventory



OEM	Stock Value	% of total (Stock Value)
HONEYWELL	\$19,030,353.50	34.27%
Others	\$7,082,657.93	12.75%
UTAS	\$6,568,512.55	11.83%
CRANE	\$5,666,093.34	10.20%
CEF	\$4,916,165.83	8.85%
PWAeroPower	\$2,566,966.41	4.62%
EATON	\$2,365,591.63	4.26%
CIRCOR	\$2,274,322.00	4.10%
PARKER	\$1,915,505.90	3.45%
AMFUEL	\$916,265.58	1.65%
TEXSTARS	\$901,038.60	1.62%
PALL	\$787,282.44	1.42%
CWC	\$326,967.38	0.59%
HUPP	\$136,493.92	0.25%
WOODWARD	\$78,752.72	0.14%
<b>Overall - Total</b>	<b>\$55,532,969.73</b>	



## Countries Visited 2014 to Today

Middle East & Africa	South America	Europe	PacRim and North America
Algeria	Argentina	Austria	Australia
Bahrain	Brazil	Belgium	Brunei
Botswana	Chile	Denmark	Canada
Egypt	Mexico	Finland	Indonesia
Israel	Colombia	France	Japan
Jordan	Peru	Germany	Malaysia
Libya	Ecuador	Greece	New Zealand
Morocco		Italy	Singapore
Oman		Luxembourg	South Korea
Pakistan		Netherlands	Taiwan
Qatar		Norway	Thailand
Saudi Arabia		Poland	U.S.A./Canada
South Africa		Portugal	
Tunisia		Romania	
U.A.E.		Sweden	
		Switzerland	
		Spain	
		Turkey	
		United Kingdom	

## Air Shows 2014 (10+ International , 6+ Domestic)

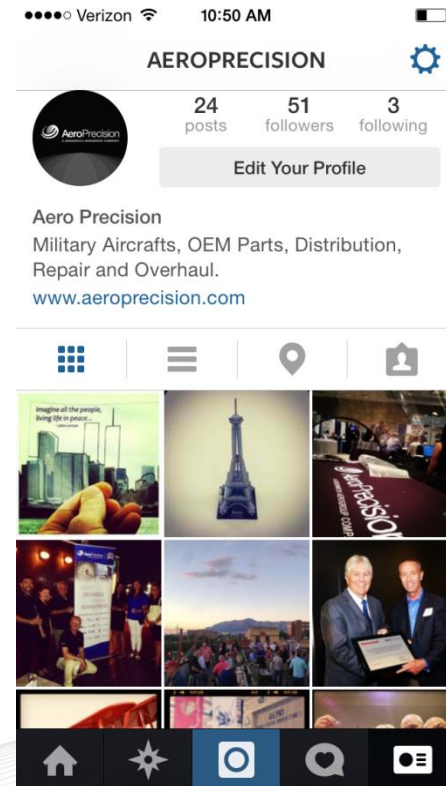
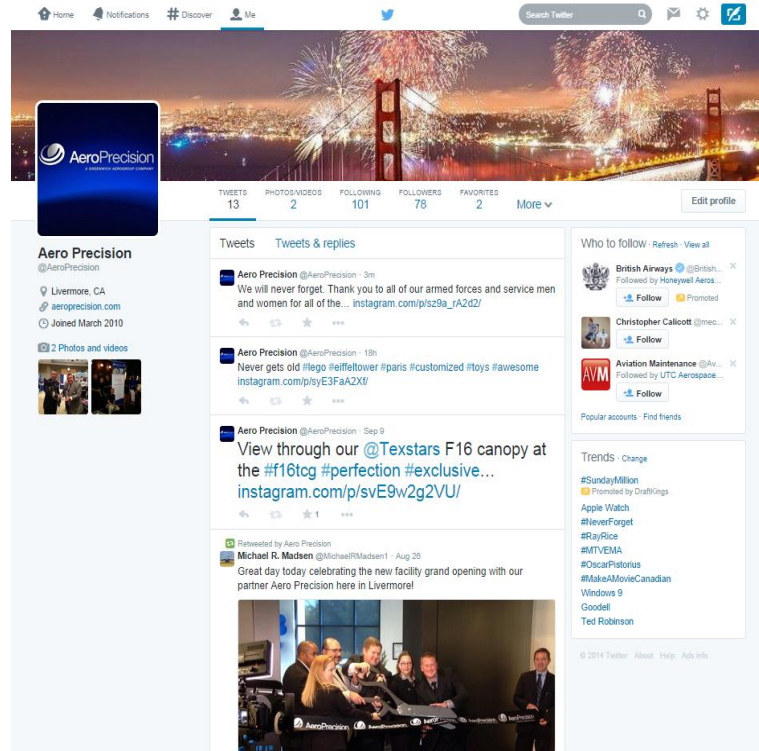


## Social Media



No matter where you are, you can connect with Aero Precision via LinkedIn, Facebook, Instagram, Twitter or even YouTube. See what we are up to, our products, where we have been and where we are going. Visit our website to connect.

#whereintheworldisaeroprecision





## We Supported:

60+ Military Forces Around the World

160+ Repair Facilities

25 US Government Agencies



- Structural Components
- Ball Screws
- Aircraft Lighting
- Mark IV Antiskid System



- Lighting
- Air & Thermal Systems
- Propeller System
- Electrical Power



- Hoists / Brackets
- Servos, HMUs
- HUPP Maintenance Kits
- Avionics /Upgrades



- Mechanical Components
- Wheels and Brakes
- Lighting
- Air & Thermal Systems

**Honeywell**

 **UTC Aerospace Systems**

 **CRANE**  
AEROSPACE &  
ELECTRONICS

 **CEF**  
AEROSPACE SOLUTIONS

 **TEXSTARS**  
AN AIR AIRSPACE COMPANY

 **ZODIAC**  
AEROSPACE

 **Parker** Aerospace

 **WOODWARD**

 **CIRCOR**  
AEROSPACE

 **EATON**  
Powering Business Worldwide

 **WESTWIND**  
TECHNOLOGIES

 **HUPP**  
AEROSPACE / DEFENSE

 **B/E**  
AEROSPACE

 **Pratt & Whitney**  
A United Technologies Company

 **ViaSat**

 **MARVIN TEST**  
SOLUTIONS

 **TRANSICOIL**  
AEROSPACE SOLUTIONS

 **PALL**

 **McNALLY INDUSTRIES**

 **EURAVIA**  
Power You Can Trust **PT6**



## **AERO PRECISION CASE STUDY**

Situation in the Past

The Solution

BI Dashboard Examples



## Situation in the past

- Aero Precision's home-grown Excel-based reporting tools provided reporting, but mainly at the company level
- Home-grown system lacked organized data, ease of use and flexibility.
- Most reporting activities were only partially automated, and required manual compilation.
- No automated workflow. (e.g., Human intervention required on a daily basis to maintain flash report)
- Lack of a “single source of the truth.”
- Technical constraints made it difficult to add additional fields to reports.
- More than 100 custom BI tables and SQL Procedures were required in order to provide the initial solution. Specialists familiar with these custom tables were the only individuals capable of writing reports.
- Lack of drill down and filtering capabilities led to report proliferation.

# Poll

---

Have you experienced any of the following at your organization?

- Lack of single source of truth
- Lack of drill down and filtering capabilities
- Significant manual effort required
- Limited end user self-service accessibility
- Technical constraints / inability to access reporting data

## The solution

- Senturus designed a data warehouse system that extracts, organizes and delivers data from Aero Precision's ERP system
- Information is organized the way that users look at the business.
- Subject areas delivered (in order): Quotes, Sales, Invoices, Purchases, Forecasts, Inventory, Quality and Finance subject areas
- Automated extracts provide updated data from ERP system to the subject areas.
  - Business users are able to trigger immediate refresh of the data – crucial capability for month-end close within Finance.
- Business users can easily track and analyze key performance metrics at deeper levels of granularity than before
- Self-service. Business users query and analyze the data themselves instead of having to ask IT for reports.
- Information is delivered to users based on their preferences (e.g. Dashboard, BI portal, Email, mobile)
- Automated data exchange with suppliers and customers

## Examples



### Daily Register - Dashboard

Latest Business Date: Sep-26-2014

	DAY	MTD	YTD
Invoices	\$576,465	\$14,220,750	\$120,265,373
Bookings	\$81,055	\$10,865,844	\$150,593,302
Book-Bill Ratio		0.76	1.25
Purchases	\$69,092	\$5,720,304	\$92,632,938
Quotations	\$5,999,412	\$171,012,119	\$1,879,094,904
OTP In Spares	91%	91%	89%
OTP In Repairs	0%	81%	80%
	Overall	OEM	Non-OEM
Hit Rate	13.88%	14.66%	9.47%

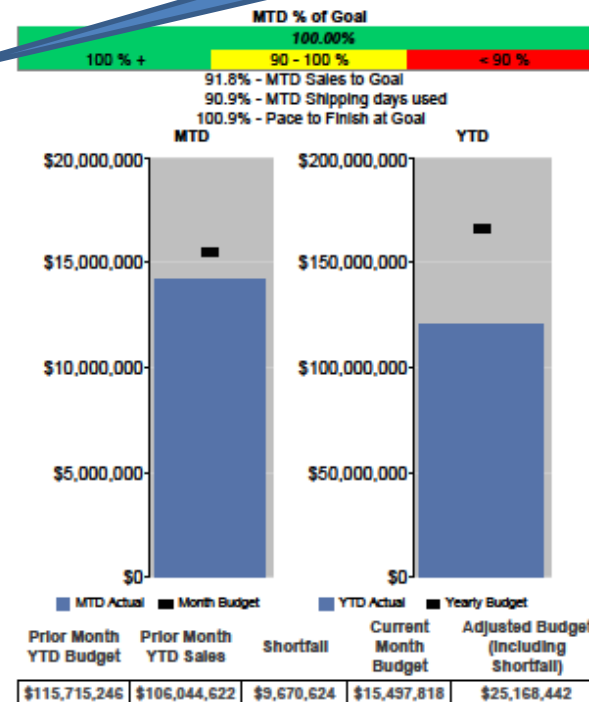
	Spares Total	Repairs Total	Programs Total	Open Amount
Bookings Backlog	\$129,696,031	\$11,058,575		\$140,754,606
Purchases Backlog				\$94,649,976

	Actuals	% of Goal	Run Rate %	Budget	Gap to Goal
MTD	\$14,220,750	91.8%	101.4%	\$15,497,818	\$1,277,067
YTD	\$120,265,373	72.3%	92.7%	\$166,417,990	\$46,152,617

	DAY	MTD	YTD	OPEN
Customer NCs	0	14	99	53
Internal NCs	4	58	412	70

Unposted Invoices	Ship Queue	Stock Receipts
\$80,781	\$600,394	\$300,480

This report in Cognos saves us 40 mins. a day to generate







## Sales Orders - Summary Details

Latest Business Date: Jan 30, 2015

Company	Extended Price
PAKISTAN AIR FORCE	<a href="#">\$1,370,250</a>
S&K AEROSPACE LLC	<a href="#">\$52,294</a>
ROYAL NETHERLANDS AIR FORCE	<a href="#">\$20,616</a>
CHILEAN AIR FORCE	<a href="#">\$3,650</a>
ISO GROUP INC.	<a href="#">\$3,336</a>
DEFENSE SUPPLY CENTER RICHMOND	<a href="#">\$1,601</a>
JET ACCESSORY CENTER	<a href="#">\$1,544</a>
FOKKER SERVICES BV	<a href="#">\$590</a>
AVIATION & DEFENSE INC.	<a href="#">\$400</a>
OGMA	<a href="#">\$275</a>
ST AEROSPACE SYSTEMS PTE LTD	<a href="#">\$90</a>
KEARSLEY AIRWAYS LTD	<a href="#">\$50</a>
<b>Grand Total</b>	<b>\$1,454,695</b>

Template Application	Extended Price
F16	<a href="#">\$1,390,866</a>
F4	<a href="#">\$53,627</a>
OTHER	<a href="#">\$4,240</a>
	<a href="#">\$3,336</a>
C130	<a href="#">\$2,359</a>
TFE731	<a href="#">\$268</a>
<b>Grand Total</b>	<b>\$1,454,695</b>

OEM Cage Code ID	Extended Price
AEROCONTROLEX	<a href="#">\$1,370,250</a>
HONEYWELL	<a href="#">\$54,428</a>
	<a href="#">\$24,666</a>
GRIMES	<a href="#">\$3,336</a>
UTAS	<a href="#">\$1,601</a>
ACE	<a href="#">\$275</a>
CEF	<a href="#">\$140</a>
<b>Grand Total</b>	<b>\$1,454,695</b>

Tier	Extended Price
T2	<a href="#">\$1,390,866</a>
T1	<a href="#">\$57,545</a>
T5	<a href="#">\$5,280</a>
T4	<a href="#">\$590</a>
T3	<a href="#">\$415</a>
<b>Grand Total</b>	<b>\$1,454,695</b>

Region	Extended Price
ME&A	<a href="#">\$1,370,250</a>
NO AMERICA	<a href="#">\$59,175</a>
EUROPE	<a href="#">\$21,530</a>
SO AMERICA	<a href="#">\$3,650</a>
SO ASIA	<a href="#">\$90</a>
<b>Overall - Total</b>	<b>\$1,454,695</b>



## Customer Quotes - Summary Details

Latest Business Date: Jan 30, 2015

Company	Unit Price
DEFENSE SUPPLY CENTER RICHMOND	\$1,171,724.10
AM-MAC INC.	\$1,054,464.75
S.I.T. CORPORATION	\$896,398.40
FBC ENTERPRISES LLC	\$825,230.05
COLOMBIAN AIR FORCE	\$589,330.00
KOREAN AIR LINE	\$457,740.00
NSPA	\$372,743.00
PAKISTAN AIR FORCE	\$367,817.00
D.A.P.A	\$187,360.00
MHD/ROCKLAND INC.	\$176,090.00
REPUBLIC OF KOREA AIR FORCE	\$167,000.00
GOLD WINGS AVIATIONS	\$163,214.25
ADVANCED MILITARY MAINTENANCE REPAIR OVERHAUL CENT	\$66,837.75
WB PARTS INC.	\$57,950.95
AIR ALGERIE	\$51,495.00
WOJSKOWE ZAKLADY LOTNICZE NR 2 S.A.	\$51,202.30
US COAST GUARD	\$44,186.80
SIMEX EQUIPMENT INC	\$35,210.80
SUMMIT AEROSPACE	\$35,109.25
BAGATI CORPORATION SDN	\$33,600.00
ST AEROSPACE SYSTEMS PTE LTD	\$28,720.00
OLYMPIC AVIATION	\$17,810.00
AEROSPACE AND DEFENSE AUSTRALIA	\$17,630.00
SAMSUNG TECHWIN CO., LTD.	\$15,000.00
ALTUM AEROSPACE	\$14,803.95

Template Application	Unit Price
P3	\$2,882,069.30
F16	\$934,095.05
OTHER	\$890,561.50
UH60	\$804,606.15
C130	\$773,103.84
F15	\$492,849.25
F18	\$178,510.40
(Missing)	\$92,174.00
CN235	\$59,186.80
F5	\$28,720.00
KC135	\$26,988.00
C5	\$17,188.20
E3A	\$14,483.80
T50	\$9,806.00
F4	\$1,600.85
TPE331	\$0.00
<b>Grand Total</b>	<b>\$7,205,941.94</b>

OEM Cage Code	Unit Price
GRIMES	\$3,020,280.85
OTHER	\$1,383,923.25
HONEYWELL	\$1,350,047.60
CEF	\$419,872.04
UTAS	\$363,099.10
PARKER	\$214,093.30
TEXSTARS	\$167,000.00
CRANE	\$148,348.25
EATON	\$80,235.40
BE	\$42,847.15
PWAeroPower	\$9,806.00
TRANSICOIL	\$3,000.00
BELL	\$2,167.00
ACE	\$880.00
HSC_MLA	\$364.00
<b>Grand Total</b>	<b>\$7,205,941.94</b>

Tier	Unit Price
T3	\$3,830,848.50
T1	\$1,382,869.10
T2	\$1,279,663.25
T4	\$567,223.44
T5	\$145,337.65
<b>Grand Total</b>	<b>\$7,205,941.94</b>

Region	Unit Price
NO AMERICA	\$4,372,481.64
NO ASIA	\$847,900.00
SO AMERICA	\$589,330.00
ME&A	\$500,291.25
SO ASIA	\$450,635.25
EUROPE	\$363,129.80
(Missing)	\$92,174.00
<b>Grand Total</b>	<b>\$7,205,941.94</b>

## All Sales Orders - Details

Latest Business Date: Feb 03, 2015

Entry Date	Last Modified	Company Name	Tier	Company Code	SO Number	Item Number	Part Number	Description	Cond Code	Qty Ordered	Unit Cost	Unit Price	Next Ship Date	Line Cost	Extended Price
02/03/15	02/03/15	SABENA TECHNIKS TAT GROUP	T3	SAB0002	47081	1	39-471	DUAL VALVE, CONTROL, ANTI-SKID BRAKE SYSTEM	TT&E	1		\$950.00	03/13/15		\$950.00
02/03/15	02/03/15	HILL AIRFORCE BASE	T2	9010908	47082	2	140-279	SENSOR, ANTI-LOCK BRAKE	FN	22		\$2,400.00	01/01/90		\$52,800.00
02/03/15	02/03/15	L-3 COMMUNICATIONS - INTEGRATED SYS	T4	06395	47083	1	8555M6	LIGHT, LANDING, AIRCRAFT	FN	1		\$14,100.35	01/01/90		\$14,100.35
02/03/15	02/03/15	UEMURA CORPORATION	T2	UEMURASEI	47084	1	695037	SEAL, PLATE	FN	2		\$1,100.30	01/01/90		\$2,200.60
02/03/15	02/03/15	OGMA	T3	9011045	47085	1	25452	COVER BATTERY RETAINER	FN	3		\$320.00	01/01/90		\$960.00
02/03/15	02/03/15	DEFENCE SCIENCE & TECHNOLOGY AGENCY	T2	DTA005	47086	1	5003828-10	CANOPY AFT PRESSURE DRY SEAL, F-16 B/D	FN	12		\$850.00	06/03/15		\$10,200.00
02/03/15	02/03/15	CHILEAN AIR FORCE	T1	CAFM	47087	1	AL1020M4	HORIZ. STAB TRIM ACTUATOR	AU	1		\$0.00	01/01/90		\$0.00
02/03/15	02/03/15	DEFENSE SUPPLY CENTER RICHMOND	T1	DSC0001	47089	1	177759-2	BEARING BALL, ANNULAR	FN	7		\$425.00	01/01/90		\$2,975.00
02/03/15	02/03/15	ABLE ELECTRONICS	T4	1MPH7	47090	1	2606046	PACKING, PREFORMED	FN	44		\$30.00	04/07/15		\$1,320.00
02/03/15	02/03/15	FBC ENTERPRISES LLC	T3	63NX8	47091	1	WC00319F1640F	FILTER ELEMENT, FLUID	FN	107		\$260.00	01/01/90		\$27,820.00
02/03/15	02/03/15	FBC ENTERPRISES LLC	T3	63NX8	47092	1	RC858SL0872	INDICATOR, PRESSURE, FILTER	FN	55		\$332.35	01/01/90		\$18,279.25
02/03/15	02/03/15	ELITE AEROSPACE, INC	T4	1WFQ3	47093	1	3166685-1	TUBE ASSEMBLY, METAL	FN	4		\$352.50	07/07/15		\$1,410.00
02/03/15	02/03/15	ALCO SERVICES INC.	T7	6W4E0	47094	1	369259-15	LEAD, IGNITION, GTCPS5-SERIES APJ	FN	1		\$1,150.00	01/01/90		\$1,150.00
Overall - Total										260					\$134,165.20



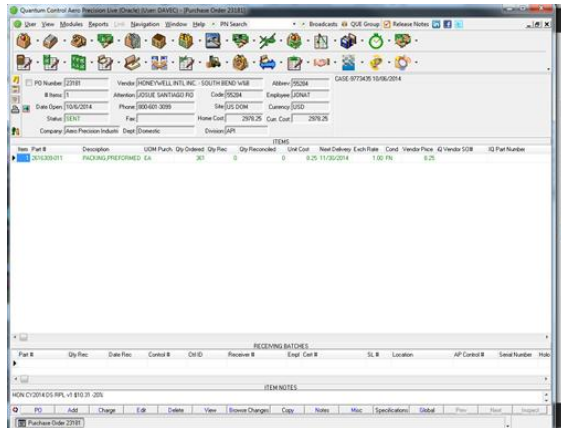
## CQ Hit Rate Summary - Overall

Latest Business Day: Jan 30, 2015 12:00:00 AM

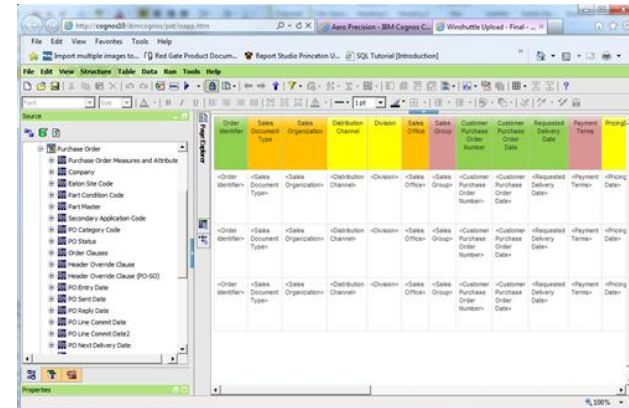
Company Tier	Hit Rate	Sales in (000)	SO Lines	Template Application	Hit Rate	Sales in (000)	SO Lines	Cage Code	Hit Rate	Sales in (000)	SO Lines	Sub Region Name	Hit Rate	Sales in (000)	SO Lines	Class Code	Hit Rate	Sales in (000)	SO Lines
T1	25.7%	\$123,072	3,587	K77	380.2%	\$7,124	29	HUPP	284.5%	\$1,642	4	NO ASIA	59.7%	\$52,678	1,402	COMEU	58.4%	\$19,328	741
T2	22.6%	\$46,917	1,522	RC800	222.9%	\$2,261	54	ESCO	100.0%	\$11,160	8	ME&A	40.0%	\$54,857	1,613	MILEU	26.7%	\$46,014	1,755
T4	5.5%	\$9,708	530	GSE	64.4%	\$14,392	62	AEROCNTROLEX	86.4%	\$11,414	37	EUROPE	18.6%	\$23,238	1,287	BRO	23.7%	\$88,238	2,133
T3	5.4%	\$18,092	2,094	TS0	54.7%	\$7,023	449	EATON	52.7%	\$10,093	275	NO AMERICA	8.2%	\$58,496	2,733	R/P	18.4%	\$6,889	1,073
T5	4.5%	\$6,469	466	TFE731	53.8%	\$26,525	115	PWAeroPower	40.8%	\$6,998	466	SO AMERICA	7.7%	\$5,979	376	AGENT	12.9%	\$2,549	93
T7	3.6%	\$125	30	F15	45.1%	\$46,944	1,131	McNALLY	36.5%	\$109	10	SO ASIA	4.5%	\$7,339	728	IMILB	9.1%	\$7,972	377
Overall - Calculated	15.5%	\$202,383	8,229	T34	33.5%	\$32	2	TEXSTARS	31.8%	\$2,221	54		0.0%			FBO	7.3%	\$6,347	899
				KT1	26.2%	\$1,942	78	MTS	28.0%	\$594	2	Missing	-4.6%	(\$204)	90	OEM/A	7.3%	\$1,230	70
Overall - Calculated	15.5%	\$202,383	8,229	E3A	25.6%	\$2,744	64	BE	26.5%	\$1,599	183	Overall - Calculated	15.5%	\$202,383	8,229	USMIL	5.3%	\$22,796	1,060
				C17	21.2%	\$1,784	46	ACE	22.3%	\$18	12					N/A	2.1%	\$1,022	27
				F16	15.7%	\$25,995	1,316	CEF	21.9%	\$14,538	1,226					COMBR	0.0%	\$0	1
				F4	13.1%	\$412	18	PARKER	20.1%	\$7,706	345					Overall - Calculated	15.5%	\$202,383	8,229
				CH47	12.4%	\$2,385	189	TRANSICOIL	19.7%	\$3,677	66								
				F18	11.7%	\$8,285	407	PPG	18.9%	\$179	45								
				CH53	10.7%	\$967	37	CRANE	17.1%	\$6,350	356								
				C130	9.7%	\$23,401	2,045	PALL	16.4%	\$3,095	242								
				CN235	9.6%	\$4,094	139	WOODWARD	16.0%	\$1,685	90								
				MK90	9.1%	\$45	5	CIRCOR	15.0%	\$624	38								
				IDF	8.8%	\$58	5	HONEYWELL	13.6%	\$76,670	2,204								
				KC135	8.2%	\$436	50	AMFUEL	12.8%	\$1,142	38								
				AH64	8.0%	\$531	44	UTAS	11.8%	\$8,312	262								
				F5	6.8%	\$1,393	205	GRIMES	10.3%	\$16,194	532								
				UH60	6.3%	\$6,624	413		8.2%	\$15,329	1,610								
				P3	4.5%	\$679	112	CWC	8.1%	\$104	9								
				OTHER	4.2%	\$14,329	942	BELL	2.8%	\$764	32								



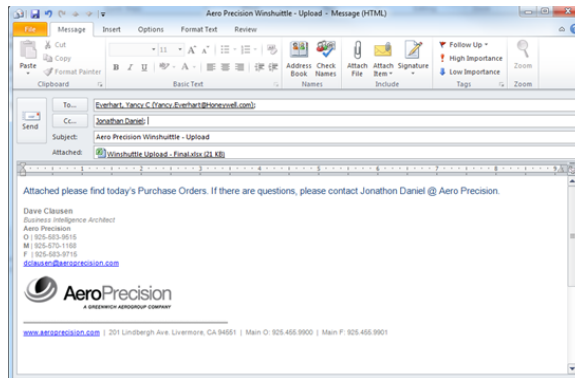
## Automated PO Uploads to Honeywell



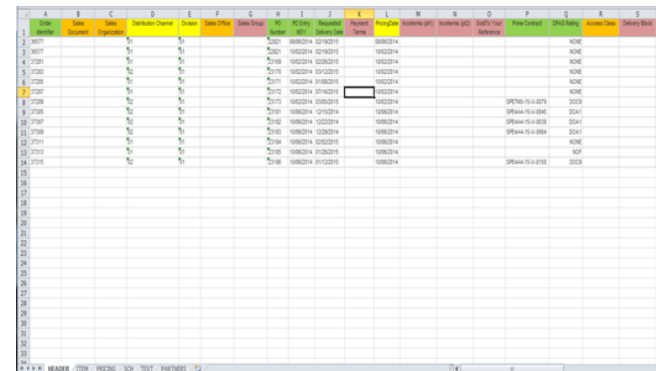
PO entered in Quantum



PO uploaded to Cognos 2X daily

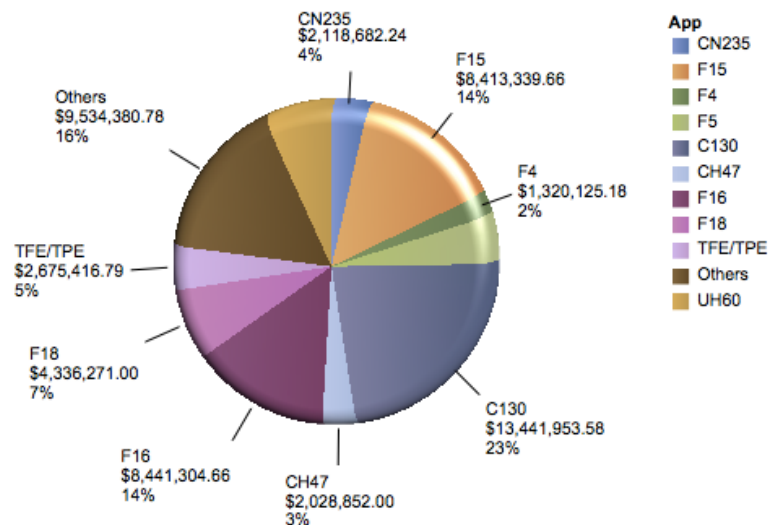


Cognos sends PO to Vendor for processing



Extracted PO placed in formatted XLSX upload file

## Inventory by Application



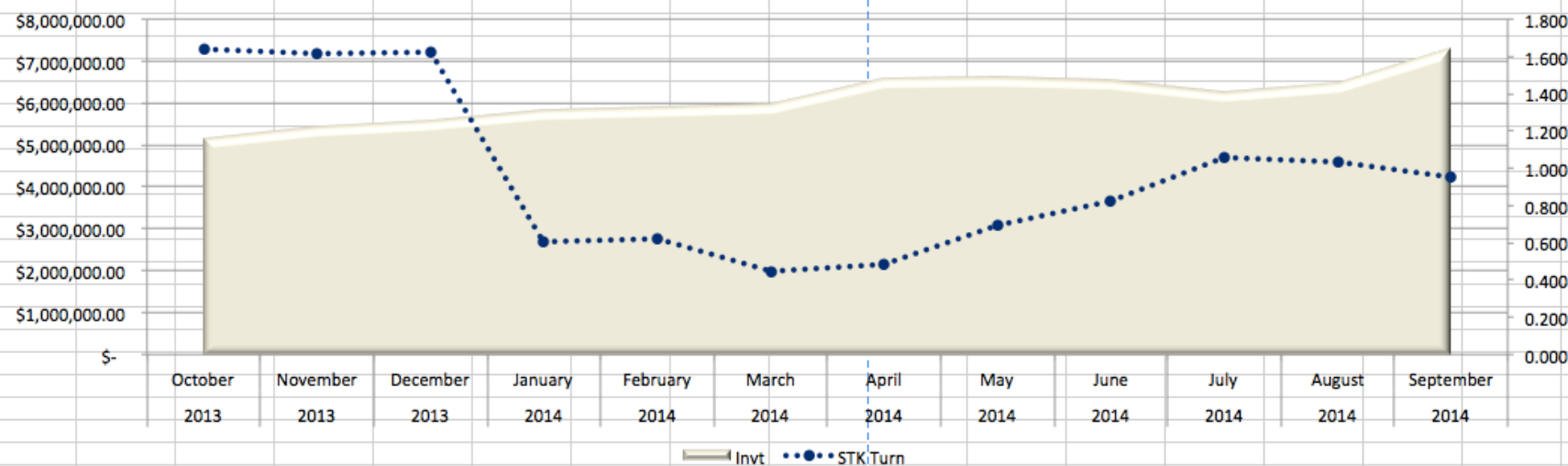
Application	Stock Value	% of total (Stock Value)
CN235	\$2,118,682	3.59%
F15	\$8,413,340	14.24%
F4	\$1,320,125	2.23%
F5	\$2,774,890	4.70%
C130	\$13,441,954	22.75%
CH47	\$2,028,852	3.43%
F16	\$8,441,305	14.29%
F18	\$4,336,271	7.34%
TFE/TPE	\$2,675,417	4.53%
Others	\$9,534,381	16.13%
UH60	\$4,006,395	6.78%
<b>Overall - Total</b>	<b>\$59,091,611</b>	



## Stock Turn

Year	MTH	Inv	Total COGS	STK Turn	MTHLY COGS
2013	October	\$ 5,173,942.19	\$ 8,468,649.99	1.637	\$ 470,886.48
2013	November	\$ 5,433,985.97	\$ 8,753,588.01	1.611	\$ 284,938.02
2013	December	\$ 5,586,494.37	\$ 9,063,206.46	1.622	\$ 744,854.00
2014	January	\$ 5,843,412.43	\$ 3,546,596.29	0.607	\$ 780,747.25
2014	February	\$ 5,927,674.26	\$ 3,697,826.45	0.624	\$ 151,230.16
2014	March	\$ 6,001,756.72	\$ 2,679,181.59	0.446	\$ 246,525.68
2014	April	\$ 6,613,409.00	\$ 3,178,981.21	0.481	\$ 499,799.62
2014	May	\$ 6,620,829.40	\$ 4,570,206.87	0.690	\$ 1,391,225.66
2014	June	\$ 6,568,590.62	\$ 5,420,342.82	0.825	\$ 850,135.95
2014	July	\$ 6,273,538.08	\$ 6,637,667.54	1.058	\$ 1,217,324.72
2014	August	\$ 6,505,210.59	\$ 6,725,831.94	1.034	\$ 88,164.40
2014	September	\$ 7,323,653.96	\$ 6,942,510.87	0.948	\$ 216,678.93
AVG		\$ 6,156,041.47	\$ 6,942,510.87	1.1277557	

## UTAS Monthly Stock Turn



US GOVT		VP: JOE MASSUCCO		Director: TONY SCHWARZ		Region Mgr: LAURA CROWLEY	
		2011 Sales	2012 Sales	2013 Sales	2014 Target	2014 Sales	2014 Backlog
		8,433	11,479	13,621	17,432	17,681	19,849
							4,208
OEM	Agreement	Target Items		2014 Target	2014 Sales	2014 Backlog	Platform / Qty
AMFUEL	NE	C-130 Fuel Cells CH-47 Fuel Cells F-15 Fuel Cells F-18 Fuel Cells		567	528	77	A-10 :A/C/OA-10(351) F-15 :C(218), D(36), E(219) F-16 :A/B(14), C(855), D(162) F-18 :E(289), F(282), G(114) F-5 :F/W(43),
BE	No Agreement						
CEF	E	C-130 Actuators, Ball screws, Gearboxes, Landing Light, Screwjacks, Pallet Lock Assy, Wing/Flap Actuator CN-235 Computer, Drive Assy Flex Shaft		7,861	7,479	2,288	
CIRCOR	No Agreement	CH-47 LG & Subassy, Potentiometer F-16 NWSA, Hyd Brake Metering Valve, Manifold & Solenoids F-18 Ejection Seat Potentiometer, LG Actuator		97	148	1	
CRANE	NE	C-130 Mk IV BCS, Parts Kits, Fuel Pumps, Valves, Propeller Control Motor, Dehydrator CH-47 Battery Charger, Proximity Switch CN-235 Fuel Flow Transmitter, Valve, Shaft, Display, Transformer Rectifier Unit, Low Fuel Level Pump F-15 Pressure Switch, WST, Anti-skid Brakes & Valves, Proximity Switch, Hyd Fluid Indicator, Anti-lock Sensor, F-16 Rotary Pump, WST F-16 Anti-skid System, Slide/Sleeve Assy, Skid Valve, Restrictor, Proximity Switch, Transducer, Servovalve, Safety Relief Valve H-60 Converter, Battery Charger, Pumps UH-1 Oil Pump Repair Kit		887	1,083	5	AH-64 :A/D/E(689), (170 on order) Bell 206(TH-57) :119 Bell 206(TH-67A) :179 CHMM-53 :E(184), K(227 on order) CH-47 :D/F(513), (159 on order) HH/MH-60G/LUH-60M :102, (121 on order) MH-47 :D/E(172), (3 on order) MH-60 :A/K/L(59), R(378), (191 on order) SHHH/UH-60A/BF/W/L :163 UH-1H-1 :65 UH-1H-60A/L/M :1842, 349 on order UH-1 :H/V(74), N(53), Y(61), (97 on order)
EATON	Not Available	UH-1 Rynlok, Hose Assy, Couplings, Chip Detectors & Collectors & Zappers		2		1	
EURAVIA							
GRIMES	E-Lights			1,102		59	
HONEYWELL	SBSA	C-130 Starter, Valves, Cooling Turbines, Heat Exchanger, APU, Lighting, FADEC, TCAS Processor, Vert Velocity Indicator, Generator CH-47 Starter, Gearbox, Lights, Search Light, Landing Light, RFI Filter, INU, FCC CN-235 Control Frequency, INU, Cabin Pressure Controller, CPOV, Lighting, Valves F-15 Disc Brake, Heat Exchanger, Generator, ADG, OCU, Valves, Lighting, Safety Relief Valve, Bearing Housing, Carter & Plug Assy, INU, Shutoff Valve Regulator, Fuel Nozzle Assy, Position Indicator, Fuel Valves F-16 Fuel Control (C&D models), F100 Nozzle Actuator, EPU, Lighting, Coalescer Assy, CENC Counter Assy, Air Press Shutoff Valve, Water Separator, Cooling Turbine (C&D models), Fuel Pump Controller, MFD, CIVV Actuator F-16 W&B, LG Transducer Assy, HX, APU, Cooling Turbine, Lights, Reactor H-60 Generators (Main & APU), Valve, Air Turbine Starter, Lighting, Stator Blower, Anti-ice Valve, Bearing, Flow Limiter, Heat Exchanger, Cooling Turbine, Bellows Assy, APN-209 Radar Receiver UH-1 Starter Speed Sensing Switch, UHF Radio		4,189	5,710	936	AC-130 :U/H/W(37) C/LC-130 :E/H(288) C-130 :J(90), (29 on order), T(20) CN-235 :2 EC-130 :H(14), J(7), HC-130 (SAR) :J(5), (31 on order), N/P(29) KC-130 :J(44), (3 on order)
HSC_MLA	E-F15 CSD, F16 CSD	F-15 CSD F-16 CSD		6		19	
HUPP	E	H-60 PMI Kits					
MCNALLY							
MTS		C-130 Triumph Brake Flap, Nothrup Nav Unit Repair, Essex LOX Converter Valve, Cobham Oxygen Regulator, Concorde Battery, Pac Scientific Tension Regulator, Whittaker Valve Repairs CH-47 Thrust					



All Orgs

Profit and Loss - 2014 Forecast - SEPTEMBER for the month of Sep 2014

Current Month Actual	% of Act Sales	Current Month Forecast	% of Forecast Sales	Curr Month vs Forecast Variance	Prior Month Actual	% of Act Sales	Curr Month vs Prior Variance	Description	YTD Actual	% of Act Sales	YTD Forecast	% of Forecast Sales	YTD Variance	Prior YTD Actual	% of Act Sales	Curr YTD vs Prior YTD Variance
<b>Sales</b>																
15,090,342	100.31%	10,233,357	100.47%	4,856,985	10,188,415	100.14%	4,901,926	Sales	121,604,967	100.28%	116,925,833	100.45%	4,679,134	119,814,703	100.27%	1,789,264
(43,864)	-0.29%	(31,177)	-0.31%	(12,688)	(14,352)	-0.14%	(29,512)	Freight Out	(390,414)	-0.27%	(317,326)	-0.27%	(73,088)	(389,642)	-0.27%	(78,772)
(3,078)	-0.02%	(16,862)	-0.17%	13,784	(258)	0.00%	(2,820)	Sales Discounts								
0	0.00%	0	0.00%	0	0	0.00%	0									
<b>15,043,399</b>	<b>100.00%</b>	<b>10,185,115</b>	<b>100.00%</b>	<b>4,858,284</b>	<b>10,174,063</b>	<b>100.00%</b>	<b>4,899,446</b>									
<b>COGS</b>																
10,751,398	71.47%	7,404,007	72.69%	(3,347,329)	7,051,514	69.31%	(3,699,823)	Cost of Sales	85,509,964	70.52%	82,423,314	70.81%	(3,086,650)	82,516,562	70.81%	(3,033,402)
26,543	0.18%	24,703	0.24%	(1,839)	22,205	0.22%	(4,338)	Freight In	280,020	0.23%	278,180	0.24%	(1,840)	279,180	0.24%	(840)
19,356	0.13%	10,881	0.11%	(8,474)	7,093	0.07%	(12,263)	Shipping Supplies	105,269	0.09%	96,792	0.08%	(8,477)	104,815	0.09%	(4,454)
4,617	0.03%	12,038	0.12%	7,420	14,495	0.14%	9,878	Late Delivery Penalties	201,217	0.17%	186,061	0.16%	(15,156)	185,905	0.16%	(15,312)
10,412	0.07%	29,009	0.28%	18,597	14,955	0.15%	4,543	L C Bank Charges	226,627	0.19%	353,211	0.30%	126,584	352,676	0.30%	126,049
394,730	2.62%	122,224	1.20%	(272,506)	56,690	0.56%	(338,039)	Other Expenses	2,395,370	1.98%	1,862,186	1.60%	(533,184)	1,862,186	1.60%	(533,184)
<b>11,206,993</b>	<b>74.50%</b>	<b>7,602,862</b>	<b>74.65%</b>	<b>(3,604,131)</b>	<b>7,166,952</b>	<b>70.45%</b>	<b>(4,040,041)</b>	<b>COGS Total</b>	<b>88,716,467</b>	<b>73.16%</b>	<b>85,199,744</b>	<b>73.19%</b>	<b>(3,516,723)</b>	<b>87,682,742</b>	<b>73.19%</b>	<b>(3,516,723)</b>
<b>3,836,405</b>	<b>25.50%</b>	<b>2,582,456</b>	<b>25.35%</b>	<b>1,253,949</b>	<b>3,006,853</b>	<b>29.55%</b>	<b>829,553</b>	<b>Gross Profit</b>	<b>32,544,998</b>	<b>26.84%</b>	<b>31,205,638</b>	<b>23.78%</b>	<b>1,339,360</b>	<b>31,205,638</b>	<b>23.78%</b>	<b>1,339,360</b>
<b>Commission Expense</b>																
78,112	0.52%	376,733	3.70%	298,622	38,584	0.39%	(38,528)	Commission Expense	2,001,088	1.65%	2,299,710	1.96%	298,622	848,669	0.80%	(1,152,419)
<b>3,760,294</b>	<b>24.98%</b>	<b>2,205,723</b>	<b>21.66%</b>	<b>1,552,571</b>	<b>2,967,269</b>	<b>29.17%</b>	<b>791,025</b>	<b>Adjusted Gross Profit</b>	<b>30,543,910</b>	<b>25.19%</b>	<b>28,905,928</b>	<b>22.07%</b>	<b>1,637,982</b>	<b>25,380,089</b>	<b>26.65%</b>	<b>5,163,811</b>
<b>Selling Expenses</b>																
52,201	0.35%	63,804	0.63%	11,603	72,778	0.72%	20,575	Travel, Meals & Entertainment	578,344	0.48%	639,773	0.55%	61,430	559,005	0.50%	(19,338)
13,128	0.09%	14,167	0.14%	1,039	12,447	0.12%	(680)	Telephone	121,904	0.10%	123,033	0.11%	1,039	101,598	0.11%	(20,306)
12,115	0.08%	46,231	0.45%	34,115	14,888	0.15%	2,773	Advertising/Marketing/ Tradeshow	305,044	0.25%	330,849	0.28%	25,805	209,041	0.22%	(96,002)
(4,055)	-0.03%	0	0.00%	4,055	411	0.00%	4,465	Promotion	66,498	0.05%	63,837	0.05%	(2,661)	28,197	0.03%	(37,301)
<b>73,389</b>	<b>0.49%</b>	<b>124,202</b>	<b>1.22%</b>	<b>50,813</b>	<b>100,522</b>	<b>0.99%</b>	<b>27,133</b>	<b>Selling Expenses Total</b>	<b>1,071,890</b>	<b>0.88%</b>	<b>1,157,592</b>	<b>0.99%</b>	<b>85,712</b>	<b>896,642</b>	<b>0.95%</b>	<b>(173,038)</b>
<b>General &amp; Admin Exp</b>																
1,056,696	7.02%	1,039,861	10.21%	(16,835)	855,880	8.41%	(200,816)	Payroll Related Expenses	8,923,898	7.36%	8,915,371	7.68%	(8,527)	7,891,574	8.35%	(1,032,324)
88,215	0.59%	102,620	1.01%	14,605	74,508	0.73%	(13,707)	Consulting	627,860	0.68%	842,461	0.72%	14,601	673,878	0.71%	(153,984)
21,018	0.14%	19,400	0.19%	(1,618)	7,625	0.07%	(13,380)	Travel, Meals & Ent - G&A	289,405	0.24%	237,471	0.20%	(51,934)	206,021	0.22%	(83,384)
7,756	0.05%	825	0.01%	(6,931)	5,185	0.05%	(2,571)	Dues & Subscriptions	72,351	0.06%	65,420	0.06%	(6,931)	63,371	0.07%	(8,980)
929	0.01%	18,500	0.18%	17,571	57,584	0.57%	56,655	Legal and Accounting	98,611	0.08%	116,184	0.10%	17,573	195,040	0.21%	96,428

P&L fully automated from the GL in Quantum to our Report at the regional level

## Summary

The Senturus solution provides significant benefits that help Aero Precision maintain its competitive edge.

- Strategic Alignment
  - Provides tracking, reporting and analysis of key performance indicators at all levels of the “3D” company growth strategy: Customers, OEMs and Platforms.
- Reduces cost of business intelligence
- Increases fact-based decision-making
- Accommodates changes in the source systems without impacting business users
- Improves productivity and performance

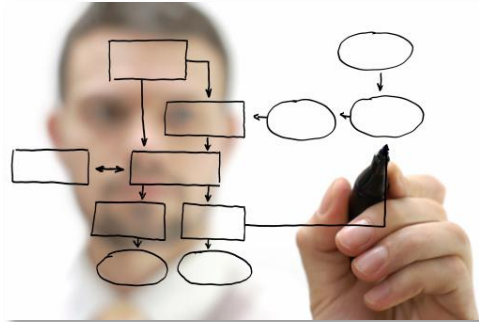


**SENTURUS**

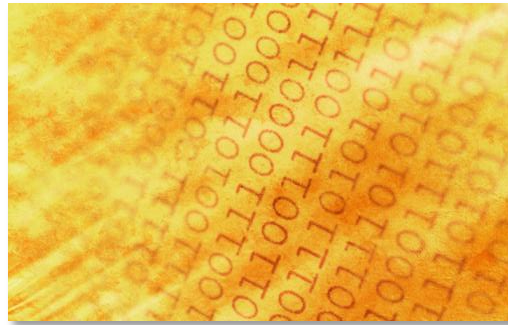
## **SENTURUS INTRODUCTION**

Who we are

# Senturus: Business Analytics Consultants



Business  
Intelligence



Enterprise  
Planning



Predictive  
Analytics

## Our Team:

Business depth combined with technical expertise.  
Former CFOs, CIOs, Controllers, Directors



# 800+ Clients, 1400+ Projects, 14 Years



SEPHORA



KELLY-MOORE  
PAINTS™



Fb FREMONT BANK



CRC  
HEALTH GROUP



NETGEAR®  
Connect with Innovation™

U.S. AIR FORCE



Genentech  
A Member of the Roche Group



National  
Semiconductor



MEYER®



lisi AEROSPACE

BIO-RAD

GILEAD



TriNet  
Ambitions realized™



shutterfly®



KORBEL  
CALIFORNIA CHAMPAGNE



## **ADDITIONAL RESOURCES**

# BI Optimization Assessment

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One hour complimentary consulting session with the Senturus Architecture Team:

- Assess your challenges
- Provide high level guidance
- Provide next steps towards potential resolution
- No cost, no obligation

To set up consultation call, contact us at  
[Sales@Senturus.com](mailto:Sales@Senturus.com)

# Upcoming Events

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[www.senturus.com](http://www.senturus.com)



## **IBM COGNOS 10.2.2 NEW FEATURES FOR PROFESSIONAL AUTHORS**

LIVE DEMONSTRATIONS AND DISCUSSION

Thursday, February 26, 2015 - 10am PT/ 1pm ET/18:00 GMT -  
90 minutes

[DETAILS](#)



# Resources Library on Senturus.com

The screenshot shows the Senturus website's Resources Library. The header features the Senturus logo and a navigation menu with links to HOME, SERVICES, EXPERIENCE, TRAINING, EVENTS, RESOURCES, ABOUT US, and CONTACT. The main banner displays the word "RESOURCES" over a background image of an open book. Below the banner, the "RESOURCES" section includes a descriptive paragraph and a search bar with a "GO" button. To the right, the "LEGENDS" section has "FEATURED" and "NEW" tabs. Below that, the "TOPICS" section lists various topics with checkboxes and counts. At the bottom, a table header shows "RESOURCE TITLE", "TYPE", and "GO".

**SENTURUS** HOME SERVICES EXPERIENCE TRAINING EVENTS **RESOURCES** ABOUT US CONTACT

## RESOURCES

This is a comprehensive library of our past webinars, demonstrations, white papers, presentations and helpful hints easily sorted by the topics to the right. All of them are free. We constantly add new materials, so please check back often to see our latest content.

SEARCH RESOURCES

Enter search term... **GO**

SORT BY

Popularity Date Title Type

**RESOURCE TITLE** **TYPE** **GO**

### LEGENDS

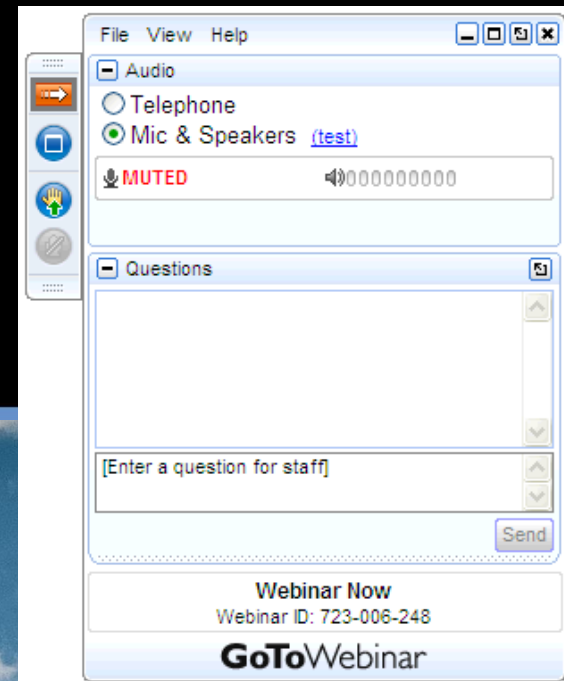
**FEATURED** **NEW**

### TOPICS

- ☐ ACORN (1)
- ☐ ANAPLAN (1)
- ☒ BUSINESS VALUE TOPICS (17)
- ☒ IBM COGNOS (59)
- ☐ INNOTAS (1)



Q & A



# Thank You!

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