

supply chain  
**partner**

  
**Pattonair**  
umeco supply chain



**Pattonair, part of the Umeco group of companies, is one of the world's leading providers of distribution and supply chain management services for the aerospace and defence markets.**

Pattonair operates through a global network of facilities and expert teams located in Europe, North America and Asia. We enable customers to reduce cost, increase reliability and add value in the supply chain across the widest range of fully approved B and C class products.

We cover all customer needs from urgent product requirements to long range outsourcing partnerships designed to free customers from complex, high transaction load and non-value added activity.

For every type of customer our service is based on full understanding of their needs, personal care and the principle that we always deliver our promises.

Pattonair focuses on the different needs of customers through three service brands – Supply Chain Direct, Supply Chain Solutions and Supply Chain Partner. With each service Pattonair is driving greater efficiency from the supply chain for quality products.



  
**umeco**  
supply chain

Umeco is a leading listed international group of innovative companies in distribution and supply chain management, advanced composite materials and repair and overhaul services for the aerospace and defence industries. Umeco companies are dedicated to harnessing new methods to enhance customer performance and profitability.

**For customer-partners we provide customised, cost-reducing, long range outsourced supply chain solutions. Our dedicated infrastructure and integrated teams enable our customer-partners to focus on their core business, maximising productivity, service performance and revenues.**

**The service offer**

- Complete outsourcing of customer's non-core competence supply chain management activities for B and C class products, leading to Pattonair becoming an integral part in the customer's supply chain strategy in a completely aligned customer and vendor relationship.
- Service driven by a shared vision of success in the outsourcing partnership. Our contracts typically support multi-country facilities, with US\$20m+ annual sales and 5+ years duration.
- Partnership approach evident throughout the concept development and business case building consultancy phase: we believe in *consultancy + accountability*.
- Implementation managed using world-class project management techniques, continually working with customers to optimise their supply chain processes and developing new revenue earning streams for customers in the aftermarket.
- Procurement leverage and supplier management capability, logistics expertise and responsiveness release customers from complex, high



transaction load and non-value added activity. Consequently, we reduce Total Acquisition Costs (TAC) relating to procurement, expediting, booking in, inspection, warehousing, product movement, picking, output delays and consequent negative customer liaison, quality investigations, transport / freight, supplier development, finance and administration.

- Bespoke fulfillment solutions, underpinned by standardised processes are created and evolved to address specific customer requirements.
- Packaging to specific requirements for components that require onward shipping to internal or external customer locations, further reducing transactions and operating cost.
- The global and expanding network of Pattonair facilities matches key customer footprint, with inventory held at prime locations in Europe, North America and Asia. We believe in key customer proximity supported by local employees to build relationships and expertise in the customer's business, creating an environment of trust and continuous improvement, aided by sustained investment in the latest generation communication and ERP systems.

**The benefits**

- Pattonair's core value of 'Always put delivery first' guarantees proven industry leading product availability, removing uncertainty and cost from the customer's supply chain, then building reliability and value in.
- Industry leading, 100% Quality Assurance, with fully traceable and certified new product, inspected in-house by our skilled engineering team, including delegated First Article Inspection Report authority. We have delegated supplier approval from customer-partners and proactively audit and develop our supplier community above industry standards, minimising customer exposure.
- Long range, stable relationship, shared vision, common goals and genuine acceptance of commitment to partnership, reflected in risk and reward sharing aspects. Solutions evolve, ranging from new product design to outsourced aftermarket support that increases customer revenue streams by capturing all available lifecycle profit.
- Dedicated infrastructure and senior management team, with integrated team focused solely on the customer's worldwide organisation and supply chain to ensure strength of understanding in the relationship, proactive resolution of issues and maximisation of revenue sharing opportunities.
- Proven reduced Total Acquisition Costs (TAC) of up to 30% net, achievable via supplier rationalisation and delivering improved operational efficiency and realising intangible benefits, enabling customers to focus on their core competence.