



## Simplifying Complex Engine and Airframe Component Services

STS Component Solutions leverages Quantum MRO & Logistics software to transform its aftermarket operations

### The Challenge

The immense complexity of engine and aircraft component services at STS Component Solutions comprises background processes for sourcing, teardown, disposition, cost, logistics, sales, support and detailed regulatory data management for global engine and airframe parts distribution services. To further streamline operations, STS wanted to move from using disparate systems for accounting and ERP, into a modern solution that would integrate business processes across their division to become more efficient and responsive to their customer needs.

### The Solution

Designed specifically for aviation aftermarket services, STS selected Component Control's Quantum MRO & Logistics software to meet its accounting, ERP and Lot Costing integration needs and allow for expansion over time to encompass more integrated capabilities. With the Quantum accounting

module, compliance, auditability and quality control requirements are incorporated into simplified processes to better manage customer accounts, inventory, and sales. The Lot Costing module consolidates management of acquisition of inventory lots, the purchase, teardown and sale of engine and airframe components, and selling inventory consignments. To expedite online parts sales, STS uses Quantum's Parts Search App module to list updated inventory and receive RFQs through their website in real-time 24/7.

"A significant benefit of Quantum is found when business processes are structured around the Quantum database, giving us a business intelligence environment for maximizing our understanding of operational data and while continuously optimizing productivity," said Nick Chambers, Vice President of Operations at STS Component Solutions.

### STS Component Solutions

STS Component Solutions, a division of STS Aviation Group, supports some of the largest passenger and freight airlines and MROs in the world by providing dedicated support teams for each region, and marketing our aircraft components and services world-wide. STS Aviation Group is a diversified company that specializes in support services for the aerospace industry through its four divisions: on-call and scheduled line maintenance through STS Line Maintenance; inventory solutions for airframe and engine components through STS Component Solutions; aerospace specific staffing services through STS AeroStaff Services; and, Engineering Support including 24x7 DER services through STS Engineering Solutions.



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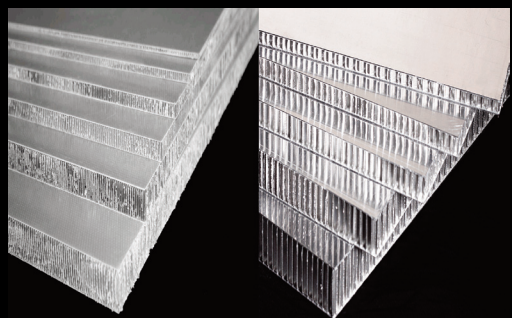


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## FltPlan growing, adding services

by Matt Thurber

For Ken Wilson, who grew up hanging around Danbury Airport and the family aviation business, the timing couldn't have been better. By the time the Internet became more than just a science experiment and turned into a real business opportunity, Wilson's college project, a flight-planning program with a useful navi-log, had been tested by many users and was ready to go online. The program was the progenitor of what became the popular free FltPlan.com flight-planning service.

At first, Wilson shared the program via the tried-and-true "sneakernet," passing it around on floppy disks, then in the late 1980s he posted it on the CompuServe and AOL networks. "Then the 'net came out," he said, and with the program online it was much easier to keep the airport and navaid data current. "It kept growing," he recalled, and after the Internet took off "we were one of the first with a free website," well before the concept of "freemium" products with free basic services and paid high-level products became the popular way to launch new technology companies.

FltPlan is much more than a basic free service and has since grown to support more than 140,000 pilots who use the system to file some 2.4 million flight plans per year or 6,500 per day. FltPlan offers free flight planning for North America, from Canada to the Caribbean and throughout Central America. Other free services include a weight-and-balance calculator with graphical display, fuel prices and an online pilot logbook.

FltPlan's paid services include handling, certified eApis for border crossing, including the new Mexico Apis, IS-BAO-compliant safety management system development and auditing, flight tracking, runway analysis (with Aircraft Performance Group) and the untrackable DCM (Dotcom) callsign service. The latter allows FltPlan customers to pay to use FltPlan's Dotcom callsign, which can't be tracked by flight-tracking companies.

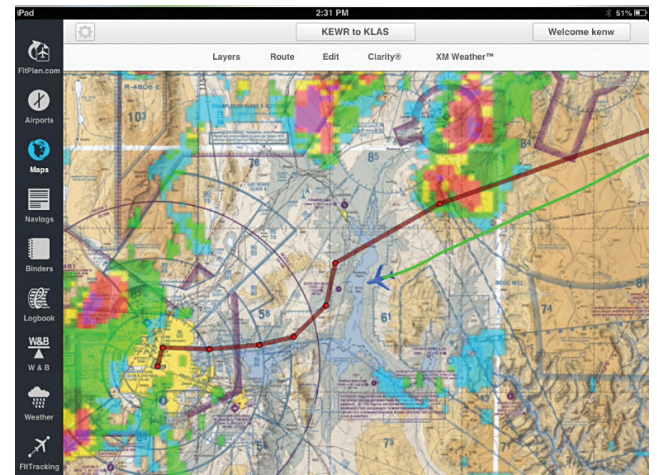
### The Market for Mobile Devices

As it did with the Internet, FltPlan was an early adopter with mobile devices, offering apps for the iPad, Android and BlackBerry devices. Wilson believes that Android tablets are quickly surpassing the capabilities of Apple's iPads and bring competition into the tablet market as the number of Android aviation apps grows. To that end, FltPlan paid for rapid decompression testing for four Android tablet types, ensuring that they meet the recommended standards in FAA Advisory Circular 120-76B for RTCA DO-160 testing. The four tablets are the Samsung

Galaxy Note 10 and Tab 3, Google's Nexus 10 and the Asus Memo Pad HD7.

FltPlan's new moving-map Go app also runs on both the iPad 2 (and later) and on most Android devices, and FltPlan is even testing Go on Amazon's Kindle Fire tablet (which runs a version of the Android operating system). "The days of the iPad being the exclusive in-flight device are on the way out," Wilson said.

For app developers, Android offers a huge advantage, according to Wilson. Any app, whether new or a revision, must go through Apple's vetting to be placed in the App Store, a process that can take



Weather overlays in the FltPlan Go app show Nexrad weather, also available using an ADS-B receiver.

a week or more, which could be a significant problem for an app that customers depend on. Apps in the Google Play store receive approval within two to three hours, he said, and thus fixing a minor bug in an Android app is much easier and quicker. Another advantage is that Android tablets are much less expensive than Apple's iPads.

The Go app uses the same data in the app or on FltPlan.com's website. "Since the service was born on the Web, FltPlan's servers save all flight-planning information and user documents," Wilson said. "Should a pilot's mobile device become unavailable, the pilot is just one Internet connection away from his data."

Features of the FltPlan Go app include a button to access the main FltPlan website, and buttons for airport data, charts, approach plates, a checklist feature, navlogs, weather, a scratchpad and a tool for drawing on approach charts and maps.

The checklist includes a switch to turn on voice readout. Maps and approach and taxi charts are geo-referenced. Other features include breadcrumb trails of flight path flown, rubber-band route planning, offline flight planning and editing and FBO and airport information with fuel prices. The goal is to make the iPad and Android versions of Go look and feel exactly the same, Wilson said.

FltPlan Go works with Sage-tech Clarity ADS-B receivers and Sirius XM Weather, and the company plans to add connectivity to other ADS-B receivers, according to Wilson. □