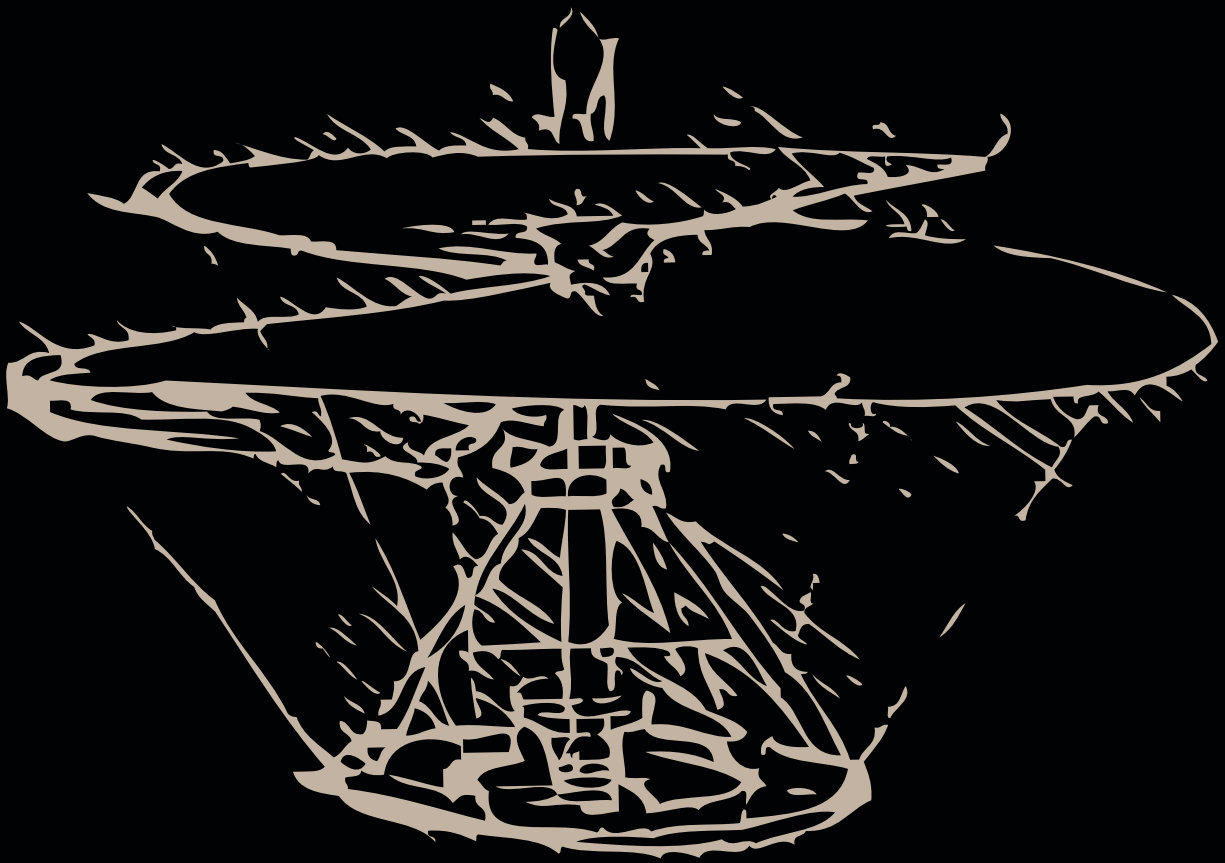


AEROSPACE & DEFENCE

An Evolutionary Approach to Capability Transformation



THE MISSION

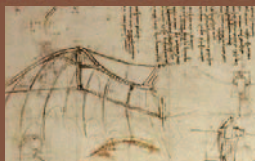
“The mission of the Expeditionary Combat Support System (ECSS) is to improve weapon systems availability through improving the effectiveness of U.S. Air Force Logistics.”

THE CHALLENGE

- Instant, secure, reliable access giving total asset visibility, across the USAF, from any place, at any time
- Enable business process re-engineering through the integration of technology
- Enable disparate logistics systems to work together seamlessly

THE ENABLER

IFS provides the US Air Force with class-leading Maintenance, Repair and Overhaul capability, integrated seamlessly at the heart of the ECSS enterprise solution.



EVOLVING CAPABILITY

The survivors in business, as in life, are those who best manage change. To compete and succeed we must ensure our capabilities continually evolve to deliver increased efficiency and effectiveness. This relentless drive of 'more for less' touches every one of us.

Across **Aerospace & Defence** this challenge is demanding a transformational change in operational and business processes and the relationships you have with your suppliers, customers and partners.



Relentless demand for change

Perhaps more than any other sector, Aerospace & Defence is driven by value and performance—demanding assets with a longer life, that are cheaper to maintain and quicker to deploy, with higher availability or time in the air. Here new ideas and techniques are continually influencing the way equipment is designed, manufactured and operated.

Agility is the key to dealing with change

The history of commercial aviation has been a history of adaptation and exploitation of innovative business and technical ideas. Those businesses who have not kept pace have paid the ultimate price and failed. As flag carriers have responded to the emergence of low cost ‘no-frills’ airlines, so the pace of change has intensified. Increasing competition and environmental issues are promoting innovation and driving efficiencies. To preserve margins, operators are demanding more cost-effective maintenance scheduling and optimum turn-around times.

In defence the change of emphasis from a static cold-war doctrine to capability projection and expeditionary warfare demands rapid deployment and flexibility in support. Meanwhile, the modernisation and automation of processes is a key priority. This drive for modernisation reflects two objectives—greater effectiveness and greater efficiency, to meet ever increasing operational and budgetary challenges.

In response, defence forces around the world are focused on capabilities that balance through-life cost and operational effectiveness. These challenges are increasingly being shared with industrial support chain providers, and in some cases, the responsibility for asset-availability and capability through-life is being shifted to industry service providers.

Developing more proactive service-based models to deliver aftermarket support is, therefore, becoming a key driver in Aerospace & Defence.

It is imperative to have business and logistics solutions that can adapt to change without becoming over-stretched or an inhibitor of change.

Collaboration between different players

Increased collaboration is becoming essential in Aerospace & Defence. The trend towards contracting for availability requires a holistic support chain to deliver the flow of end-to-end information from numerous touch points between suppliers, partners and end users.

In commercial aviation carriers are sharing much more information (and passengers) across industry alliances, and there is more outsourcing of repair, where the service is being provided by partners. Similar changes are also being experienced in the defence sector, where increasingly, the servicing and maintenance of assets is being carried out jointly between military and commercial organisations, both at forward or line and depot or in-depth maintenance.

Joint operations involving Air, Land, and Maritime forces within a coalition present huge challenges for collaboration. Commanders and their staffs need timely, reliable information in terms of the location and readiness of units; of equipment availability and the status of Logistic Support. Crucially, addressing these information needs across a mixed force with different information systems depends on the technology employed. Information systems must support common standards and provide functionality to enable military personnel, at all levels, to interact and exploit the power of information.

IFS’ commitment to an open and flexible architec-



ture, a suite of proven interfaces, robust security and ease of integration provide a unique foundation for achieving interoperability.

IT compatibility can become an issue and a blocker to collaboration. The ability to integrate seamlessly across organisational boundaries is crucial to success. Applications, therefore, need to be open and enable interoperability in this heterogeneous world.

Evolving your capability

To achieve agility your enterprise software application needs to be able to be changed quickly, with the minimum of effort and the minimum of staff re-training. With IFS Applications this agility arises from using technology more effectively than others.

It is over ten years since IFS embarked on building software using component architecture. Architecture that today allows operational and business processes to change by redefining the steps required to provide each service. The Service Oriented Architecture (SOA) approach provides the user with the opportunity to adopt change as it happens. In other words it gives the user the agility to restructure their operation without undergoing a major and costly upheaval.

IFS is known in the IT industry for advanced business solutions ‘made easy’—which delivers to you end-user business agility and lower long-term Total Cost of Ownership.

Interoperability made easy

The component nature of IFS Applications provides another advantage, that of easy connectivity to applications from other vendors. IFS is not a technology vendor and therefore offers its customers freedom of choice. In fact, it has always been the case that IFS has

provided this choice, choice that does not lock you into a particular technology or application product that then becomes too restrictive, too costly or no longer appropriate.

That’s why you’ll find IFS Applications is interoperable with legacy systems and interoperable with those from different suppliers where individual solutions are built as enablers of collaboration not inhibitors. It is also why we have built key partnerships with other suppliers, integrators and customers.

Understanding your challenge

All the functionality and technology in the world is of little use without the skills and understanding of your business. Our people come from an Aerospace & Defence background, which means we at IFS have the depth of experience and practical understanding of your market. We speak your language and see the opportunities and challenges that lie ahead.

IFS Applications provides deep functionality for Aerospace & Defence clients covering all stages in an asset’s lifecycle from initial design, through prototype development into manufacturing and in-service life, maintenance, repair, overhaul and to final retirement and disposal. Our capability is focussed on underpinning products and services where complexity, projects, and contracts are dominant factors.

IFS Applications is designed to encompass a ‘mixed mode’ way of working with complete end-to-end visibility. By offering breadth, depth and flexibility, we can provide our customers with the agility to change operational and business processes in response to changing customer needs. IFS becomes more than an enabler, it becomes your source of continued and agile competitive advantage.



Aerospace & Defence industry insight gained from a global perspective



ECSS

US Air Force (USAF),
Expeditionary Combat Support System (ECSS)—In partnership with Oracle, IFS provides maintenance, repair and overhaul capabilities deployed across the full-spectrum of the USAF's operations—on bases and in theatre, with 250,000 users. The ECSS mission is to improve weapon systems availability through improving the effectiveness of US Air Force Logistics. IFS MRO and Asset Tracking capability will improve combat readiness and maximise asset lifetime, while reducing costs.

JAMES

The **JAMES** vision is a “pan Defence Engineering and Asset Management (E&AM) solution comprising of converged, joint processes, policies and network enabled management information systems that support Front Line Commands (FLC) through optimised equipment availability and through-life support costs.” IFS is partnered with Lockheed Martin STS, delivering the first key increment of JAMES, managing all operational Land assets for the UK Army, providing information to commanders and logisticians on asset location, availability, readiness and configuration. We have also worked with the UK Royal Navy to develop its on-board and on-shore Unit Maintenance Management System, which is the preferred ‘front-end’ process and tool set and will be core to the future JAMES Maritime solution.

From its network of 79 offices, in 54 countries worldwide, IFS supports over 50 leading companies, including BAE Systems, Lockheed Martin and General Dynamics, to deliver on the most challenging programmes in Aerospace & Defence





BABCOCK

When **Babcock** purchased the Rosyth dockyard outright, it provided an opportunity to pursue a policy of continuous improvement, aimed at reducing costs and making the facilities more efficient. Babcock chose IFS as their applications partner because of IFS' understanding of the project-based engineering-to-order programmes business and the depth of functionality within IFS Applications. Crucially, IFS component architecture provided Babcock with the tools to replace legacy applications step-by-step, reducing risks and at a lower Total Cost of Ownership.

FINNAIR

IFS provides **Finnair Technical Services (FTS)** with an integrated MRO service solution to manage the complex daily maintenance operations for nearly 100 aircraft, along with all their parts and components. The comprehensive IFS MRO solution helps FTS to deliver enhanced reliability and efficiency and reduce turn-around times. Integrated within a full-spectrum enterprise system, IFS Applications also provides FTS with human resources, finance, sales & marketing, and business performance capability—key functions in the management of cash, resources and contracts.

SAAB

Saab Aerosystems, which produces the Gripen fighter aircraft, and Saab Aerostructures, a supplier of aircraft structures, selected IFS Applications to reduce IT costs and enable the exploitation of new business opportunities across a broader business base. IFS Applications supports the major part of Saab's production processes including the full product lifecycle where everything can be project enabled.

HAL

Hindustan Aeronautics Limited (HAL) is one of the largest Aerospace companies in Asia, dealing with the design, manufacture and overhaul of aircraft and helicopters, including engines and avionics.

IFS is at the heart of a dramatic business transformation programme—to enable HAL to increase its profitability by substantially reducing inventory, decreasing delivery cycles, reducing operational costs and improving productivity—expected to be used by more than 4,500 users, across 17 sites, to cover manufacturing as well as MRO of in-service assets. IFS Application's PLM functionality will cover the full lifecycle from design, manufacture, in-life service and MRO—making this one of the most comprehensive ERP projects in the world.



IFS Solution for Aerospace & Defence

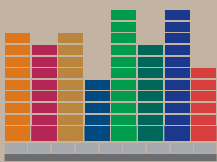
IFS has packaged its Aerospace & Defence pedigree and experience in a suite of solutions, focused on the changing needs of your business and designed for the challenges ahead. Fully flexible and interoperable, our Aerospace & Defence solutions are designed with evolution in mind, combining the breadth and agility of IFS' leading component-based ERP with the proven depth of IFS capability in Aerospace & Defence.

Visibility and collaboration across supply networks

Whether military or commercial, fleet operators face the same challenges—end-to-end visibility of asset status through extended supply chains; collaboration with dynamic networks of suppliers and partners, and managing complex demand-driven supply networks for maximum effectiveness and efficiency.

Speed of response is crucial in your business. Only an application as functionally rich as IFS Applications is able to gather the data you need to monitor KPIs, support decisions and review activity. Intuitive and informative, IFS Applications is easily accessible through different channels including role-based portals, and mobile devices. IFS provides the information you need, when you want it, wherever you are.

For the specific needs of Aerospace & Defence, IFS has developed a set of standard solutions and enablers.



Tapping into the power of technology

The IFS view on technology is that the winners in business are those who manage change best. IFS Applications is built for change using Service Oriented Architecture, a commitment to standards and proprietary and open source infrastructure. With over 100 integrated business components providing extended ERP functionality, IFS delivers business agility and lower long-term costs. It is no surprise that IFS is known for advanced technology 'made easy'.



Fleet and Asset Management

Designed to provide Fleet Operators with comprehensive asset visibility, fleet management, asset tracking and asset allocation capabilities.

Supply Chain Management

Configurable, comprehensive demand planning, inventory management and forecasting capabilities for all Aerospace & Defence organisations.

Business Performance

Flexible and configurable real-time enterprise-wide KPIs and dashboards supporting balanced scorecards and a continual improvement process.

Collaborative Solutions

Integration and accessibility made easy. Proven APIs across key legacy and 3rd party products, using EDI and XML messaging and secure Business 2 Business portals for customers and suppliers.

MRO Solutions

Project-Centric MRO for managing Asset MRO and heavy maintenance; Complex MRO for complex subsystems (e.g. Engine Overhaul) and Component MRO.

Project-Centric Manufacturing

Project-enabled Design and Manufacturing (D&M). All resources managed, planned and linked to the contract, the service schedule, the specification and the plan.

Through-life Asset Lifecycle Management

Combining the unique strengths of IFS in managing project-centric manufacturing and MRO as OEMs enter the after market.

Supporting best practice processes, such as the UK MoD Logistics Coherence Information Architecture (LCIA), IFS Solutions for Aerospace & Defence enable you to evolve your capability step-by-step, reducing risk and Total Cost of Ownership, with the agility to deliver in an ever-changing environment.

Delivering availability and efficiency through-life

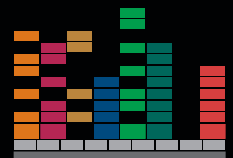
With tighter budgets and increasing demand for flexibility, managing and developing capability through-life is imperative. This means upgrading and enhancing systems and subsystems, extending platform life. Effective change management across ‘as designed’, ‘as built’ and ‘as maintained’ asset configurations is essential. Meanwhile, maintenance must deliver enhanced availability, reduced turn times and greater efficiencies. Irrespective of whether maintenance repair and overhaul (MRO) is delivered in-house, by a 3rd party or an OEM—suppliers have to deal with increasing complexity of product, contract and supplier relationships and management.

IFS’ project-centric enterprise approach means the integration of MRO functionality is an easy evolution. Across the lifecycle, all aspects of change can be planned, managed and accounted for within the same solution.

IFS has solutions to enable OEMs and MRO suppliers at all tiers, for the unique needs of Aerospace and Defence.

You only get what you need... Enabling Step by Step Capability Evolution

IFS Applications is known for its simplicity—start with the business components you need and add or change over time as your needs, your customers’ needs or your business model changes—delivering maximum agility, minimum risk and minimum cost.





HELPING OUR CUSTOMERS DELIVER MORE FOR LESS

For more than 10 years, IFS has delivered value-adding business solutions to customers in the **Aerospace & Defence** sector. Our product development is driven to meet the rigorous demands of this changing market, delivering an agile product to keep our customers ahead. Our focus is to enhance your operational capability—helping you to manage change, reduce costs and improve customer service.

We are able to deliver a comprehensive and unique business solution covering the complete lifecycle from: conceptual design, through manufacture, in-service maintenance repair and overhaul, and into retirement and disposal. Our product enables seamless co-existence with your existing systems and environments within complex and geographically dispersed user networks. Our people offer a wealth of **Aerospace & Defence** experience, and our products underpin the most challenging programmes in the **Aerospace & Defence** sector.

IFS offers the **Aerospace & Defence** industry a unique, evolutionary and agile approach to meeting the transformation challenge. By offering flexibility in a single product and a step-by-step approach to implementation we enable our customers to reduce risk and achieve class-leading business solutions with lower Total Cost of Ownership.

About IFS and IFS Applications

IFS (OMX STO: IFS), the global enterprise applications company, provides ERP solutions which enable organizations to respond quickly to market changes. The solutions allow resources to be used in a more agile way to achieve better business performance and competitive advantage.

Founded in 1983, IFS has 2,600 employees worldwide. With IFS Applications™, now in its seventh generation, IFS has pioneered component-based ERP software. The component architecture provides solutions that are easier to implement, run and upgrade. IFS Applications is available in 54 countries in 22 languages.

IFS has over 600,000 users across seven key vertical sectors: aerospace & defense; automotive; high-tech; industrial manufacturing; process industries; construction, service & facilities management; and utilities & telecom. IFS Applications provides extended ERP functionality, including CRM, SCM, PLM, CPM, enterprise asset management, and MRO capabilities.

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