



Satair CEO Bart Reijnen shakes hands with Toshiaki Kobori, Deputy SVP Engineering and Maintenance Centre, ANA

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All Nippon Airways of Japan signs for Integrated Material Services (IMS) solution from Satair and

becomes the fifth Asia-Pacific carrier to select IMS

All Nippon Airways (ANA) of Japan has signed a multi-year IMS contract with Satair – an Airbus services company – for a long-term, fully integrated end-to-end supply chain package covering expendable material for the airline’s continuously growing 18-strong A320 family fleet, comprising A320CEO and NEO and A321CEO and NEO.

The service from Satair commenced in December 2017 and includes planning, sourcing, purchasing, logistics and inventory management covering some 15,000 part numbers with a possible increase in the part number scope to follow.

Toshiaki Kobori, Deputy SVP Engineering and Maintenance Centre, ANA stated: “We are very pleased to have signed this contract with Satair and look forward to folding out our relation over the coming years in the IMS setup. Our expectations are high and we trust that Satair will deliver.”

The coverage includes all expendables materials needs of ANA. A collaborative on-site team consisting of both Airbus/Satair and ANA staff working in one office are creating a truly integrated and seamless operation to deliver the service.

Stéphane Ginoux, President of Airbus Japan said, “By establishing a dedicated team at ANA, we have become closer and can provide the most responsive support in a timely manner to our long-standing customer in the country. Together with our experts from Satair, we will offer the most comprehensive solutions and after-services to the airlines.”

Bart Reijnen, Chief Executive Officer of Satair commented: “We are delighted to welcome ANA to the growing number of Asia-Pacific carriers who have selected our IMS product offering. This is our first long-term commitment with ANA on the Airbus aftermarket and the airline will benefit strongly from having a significantly reduced cost of ownership with a guaranteed performance level provided by Satair.”

He added: “Airlines want to focus on their core business of serving passengers’ needs and entrust operational support activities such as materials management to experts. Satair provides integrated solutions by breaking old traditions and partnering up with our customers and OEM partners. Our solutions are tailor-made for the supply chain requirements of airlines, MROs and OEMs who want to outsource their non-core activities –

such as material management – to ensure total availability where and when they need it. Satair is well placed in the market to exceed ANA's expectations to provide this service in a great long-term partnership. We look forward to earning the trust in us over the many years to come.”

IMS was introduced by Satair as a strategic initiative to respond to customers' growing requirements for a fully flexible and integrated expendable supply solution in a collaborative approach and service for all aircraft types. With IMS, Satair is directly involved in supporting the aircraft availability, which goes well beyond a traditional customer-supplier relationship.

About Satair

Satair is a truly global company and world leader in the commercial aerospace aftermarket, committed to delivering excellence in everything it does and ensuring that both ends of the aerospace industry are continuously connected. Satair provides genuine OEM parts distribution and offers an exhaustive and innovative multi-fleet service portfolio to OEMs and customers. In addition, the company provides genuine Airbus Material Support and is the sole Airbus authorized distributor for a wide range of Proprietary Products and Services accessible through the trading partner Airbus SAS. Satair is a stand-alone company and AIRBUS services company. To learn more about Satair, visit www.satair.com, or follow the company on Twitter: @Satair_aviation

About ANA

ANA is the largest airline in Japan by revenues and passenger numbers. Founded in 1952, ANA flies today on 85 international routes and 116 domestic routes. The ANA group has 39,000 employees and a fleet of about 260 aircraft. In FY2016, it carried 52.1 million passengers and generated revenues of 1.77 trillion Japanese yen. ANA has been a member of Star Alliance since 1999 and has joint-ventures with United Airlines on trans-Pacific and Asia routes, and with Lufthansa, Swiss International Airlines and Austrian Airlines on Japan-Europe routes. Its Frequent Flyer Program, ANA Mileage Club, has more than 26 million members. ANA was voted Airline of the Year for 2013 by Air Transport World Magazine, and in 2017 was awarded five stars for the fifth consecutive year by the world's leading Airline and Airport review site, SKYTRAX. ANA is the launch customer and biggest operator of the Boeing 787 Dreamliner.

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