

"Cylex has not only given us good service, but at times they have gone above and beyond."

– Steve Sadlak, MIS Manager, Aviation Systems International, Inc.

SUMMARY

Company

Aviation Systems International, Inc. (ASI) provides rotatable spares, avionics, instruments, engines and engine parts for most of the major aircraft in service to more than 800 customers worldwide.

Challenge

ASI was looking for a solution to provide multi-user, rapid access to documentation critical to the sale of its spare parts in the commercial aviation market.

Solution

ASI installed the CyLex Express Service that utilizes a centralized document vault for storing and managing electronic documents.

Benefits

No capital investment; easy-to-use, flexible software provided at no charge for up to ten view stations; rapid access to documents worldwide; free software updates.

Solution Details

CyLex Express Service provides ASI with an inexpensive way to store, maintain, and have rapid access to documents critical to the sale of spare parts to the commercial aviation market. The service provides document security, flexibility, and is simple to use.

Aviation Systems International, Inc.

Overview

Boca Raton, Florida-based Aviation Systems International, Inc. (ASI) provides rotatable spares, avionics, instruments, engines and engine parts for most major commercial aircraft to the aviation market. ASI acquires these parts by buying commercial aircraft that are not cost effective to completely overhaul, and disassembles the aircraft. ASI also purchases excess inventories from airlines and manufacturers to ensure an adequate inventory of parts for its customers.

Stringent Federal Aviation Administration (FAA) regulations govern the resale of aircraft parts. Some parts can be used only for a certain number of hours; some for a specified number of take-off and landing cycles. All aircraft parts must be tested to ensure that they meet FAA specifications, and some must be overhauled to bring them up to these specifications. Documents accompany all aircraft parts from the time they are manufactured to the time they are placed out of service. These documents are a history of when and where the part was overhauled, as well as a list of the aircraft in which the part was used. Federal regulations require that a huge quantity of paperwork be maintained in order to properly track each part. Often, as a sale is being negotiated, the customer needs to see the part's records before agreeing to make a purchase. The paperwork must be readily available to all of ASI's salespeople in order for them to be effective. With over 800 customers worldwide, this process was a time-consuming, expensive undertaking.

The CyLex Express Solution

Excessive document management led ASI to investigate document image management systems. "We had started looking

into document imaging two years before we got involved with the CyLex System," said Steve Sadlak, MIS Manager for ASI. After researching a number of systems, ASI found that the initial hardware and software investment was prohibitive. ASI chose CyLex Express Service, which provides a centralized document vault for storing and managing electronic documents. Instead of filing hard copies, as was done in the past, documents are now stored in electronic format. CyLex Express Capture Software provides all of the functions needed to scan, index and upload the documents as they are input to the system. CyLex Express View Software allows viewing of documents as well as printing to a local printer, if a hard copy is required. The new system makes storing, finding and working with documents extremely fast, easy and economical compared to managing paper files.

"We didn't have to pay for a lot of equipment up front. We purchased the scanner and ISDN communications link – they have already paid for themselves. CyLex provided the software as part of the service," Sadlak said.

ASI uses Pentium-based PCs running Windows 95 with a bar code scanning wand and bar code label printer to receive parts into inventory. As parts are received, pertinent information about the part such as part number, serial number, control number, etc. are entered into ASI's inventory system. A bar code label is printed out and attached to each part. Documents accompanying the parts are scanned and stored on the local hard drive using the Cylex Express Capture Software that controls scanner operation. The bar code label is then scanned with a wand and the part information is entered into the file index fields that are set up

for the documents by the Express Capture Software. All of the scanned documents are uploaded to the CyLex Express Document Vault at the end of the business day, but it can be done more frequently depending upon the number of parts received.

The stand-alone design of CyLex Express Software has proven to be a valuable asset. "For example, we received a shipment from a manufacturer of over a thousand items during a three day period. We were able to set up an additional

scanning and receiving station to handle this large shipment separately and did not have to interrupt the normal receiving process," said Sadlak.

ASI has three warehouses in South Florida and recently added another facility in France. Parts received at the French facility follow the same receiving and document uploading procedure. Using the CyLex Express documents on demand service, the documentation for all of ASI's spare parts is available from all of ASI's facilities regardless of part

storage location.

As a result of its success with the inventory document control program, ASI started scanning all additional documentation such as sales orders, purchase orders, airway bills, etc. pertaining to each part into the system. "This gives us a single place to go to get a complete record of all transactions. As new documents are generated, we can add them to the file. We are very happy with the success of this system," said Sadlak.

CyLex (si'leks) *adj.*, abbreviation for *cyberlexis*. 1. cyber (extracted from cybernetics: COMPUTER) and lexis (from the Greek for knowledge).
2. *n.*, Name of a leading organization in outsourced knowledge management services.

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