

Alphen aan den Rijn

Proponent AI related use cases



Worldwide Distributor of aircraft parts

We serve 5054 (Airline, MRO, OEM) Customers worldwide
with parts from 1100 Suppliers



COAST AIR

BALL GLIDE



WINGS
Electro Sales Company™



AAXICO



HCPacific
EMPOWERING YOUR SUPPLY CHAIN

Quoting Support

Challenge: Next to 800K of online requests we get 113K RFQ lines by e-mail per month, can we save time, help the customer experience?

Solution: Emails are categorized into RFQ. Then the content (Text, Xlsx,PDF) is recognized and categorized by using Spacy, CLF, Sherlock and Form recognizer

The screenshot displays a web interface for processing RFQs. On the left, under 'Actual Email', there is a 'Process Manually' button and a form with fields for 'PART 10-40', 'QTY :', and 'UOM EA'. The email content is shown below, with key parts highlighted: 'F2528974401000 PART QTY : 4 QTY EA UOM P/N : 10-40 PART' and 'Desc : GRID ASSY QTY : 2 QTY EA UOM'. At the bottom of the email view are green and red checkmark buttons. On the right, under 'Edit and save the record', there is a table with columns for SN, PART, QTY, UOM, and Action.

SN	PART	QTY	UOM	Action
1	F2528974401000	4	EA	✎ 🗑 ⚙
2	10-40	2	EA	

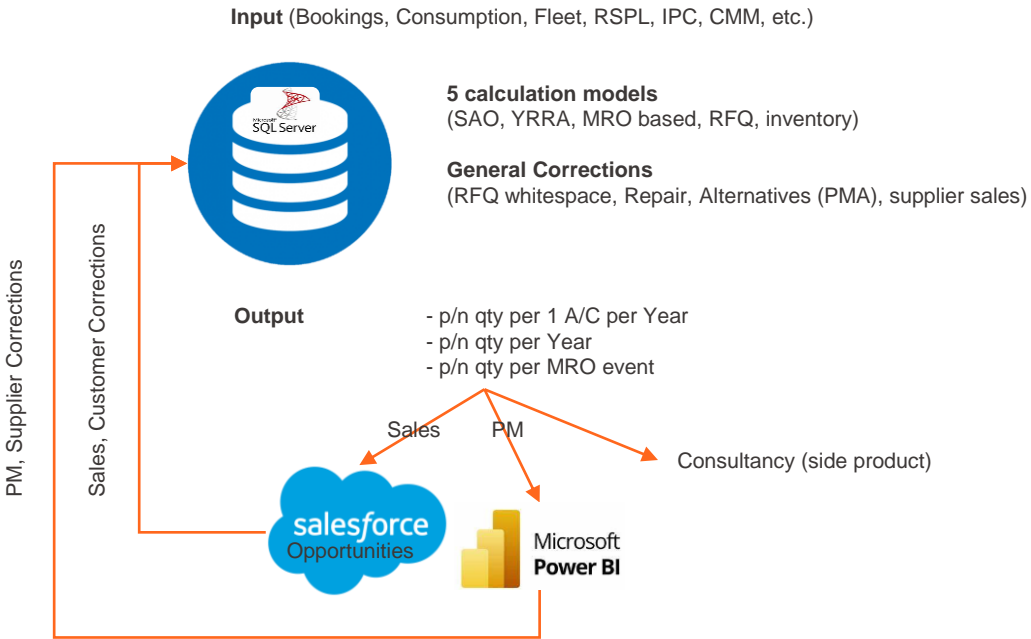
Email RFQs are ready for quote in about a minute at this moment.

The remaining emails are trained by CRMs in the quoting tool, or requires attention of a human 😊.

MarketPro

Challenge: With millions of part numbers, and customers with mixed fleet and parts with multiple applications we want to predict the market and create sales opportunities, at scale

Solution: After many false predictions, we went from Purely using ML to a hybrid making use of many models to compare. Then customer and supplier feedback is used for finetuning.



What did we learn?

- Hard to explain AI reasoning.
This is why we broke it down into steps and nr of inputs per prediction as well as mixed it with Bi
- Share Use cases i.s.o. Technology
- Involve other departments early especially if it disrupts their work or interests.
- FOMO?
 - Start when it solves a business problem (save USD or time)
 - Experiment
www.theresanaiforthat.com



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