

CYIENT

YOUR DEPENDABLE PARTNER FOR AFTERMARKET ENGINEERING SOLUTIONS

Increase servitization revenue and profitability with a leading, reliable partner

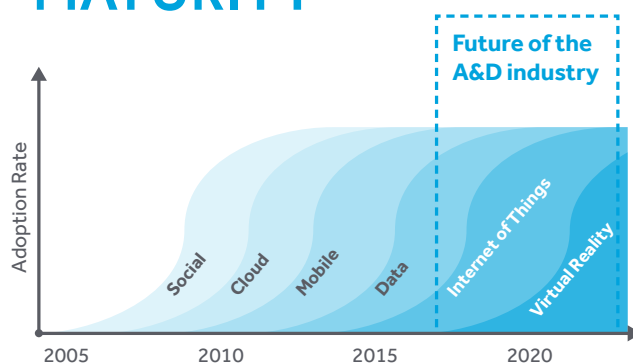
Servitization is completely reinventing the aerospace business model. The next-generation aerospace products are becoming more complex, and this is resulting in increased focus and greater OEM ownership of operational reliability.

The airline operators are relying even more on OEMs and Tier 1 suppliers for service expertise. Organizations are therefore shifting their strategy to a service-based model that generates revenue from serviceable parts, and this has led to greater OEM penetration in the maintenance, repair, and overhaul (MRO) market. Existing MRO companies are leveraging digital technologies such as Internet of Things (IoT), mobile analytics, cloud, data visualization, and preparation, to remain competitive.

Digital transformation is about bringing agility to data-driven decisions, re-imagining business processes, as well as developing data value streams to enhance services revenue and customer satisfaction.

Cyient's aftermarket solutions enable OEMs and Tier 1 organizations to increase servitization revenue and profitability, and transform the customer experience.

TECHNOLOGY MATURITY



We provide three main streams of aftermarket solutions:

Repair Engineering and Technical Documentation

- Technical publications
- Repair engineering
- Product technical support (answering airline queries on product manuals, repair limits, etc.)
- Part condition monitoring
- Salvage clinic
- Fleet management program support

Product Performance Engineering

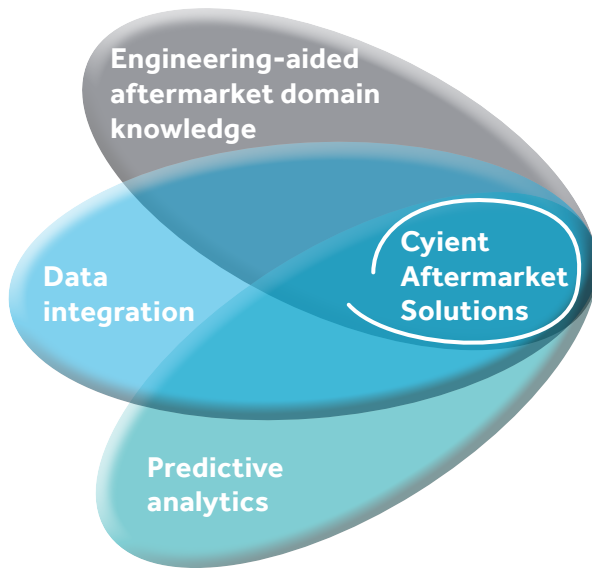
- Field event management
- Performance deterioration analysis using engine/aircraft health monitoring data
- Engine wash performance monitoring
- Product reliability analysis
- Engine work scope management

Digital Aftermarket Solutions

- Shop event forecasting
- Asset management portal
- Spares forecasting and inventory optimization
- Lease asset optimization
- Shop visit tracking and capacity analysis
- Maintenance cost analysis and reduction
- Technical records management for leased assets (engine, APU, aircraft, etc.)

Our unique business models enable value monetization from aftermarket operational data, assets and work scope; helping our clients achieve lower maintenance costs and higher system availability.

Cyient's digital aftermarket solutions combine digital technologies and the physics of product engineering to deliver reliable decision tools that provide insights, enabling clients to take rapid but informed decisions.



Engineering-aided aftermarket domain knowledge

30 million hours of engineering-aided aftermarket expertise in engines, systems, and aerostructures; providing best-in-class solutions.

Data integration

Validate, enrich, and combine data to enhance business value across aftermarket process and system silos. Utilization of the latest data prep and big data technologies to realize value from the disparate terabytes of data generated by new technology aircraft.

Predictive analytics

Our team of 50+ data scientists have extensive capabilities in developing advanced algorithms and data driven solution frameworks, combined with aerospace domain knowledge.

We work closely with our clients to understand their business challenges and develop tailored aftermarket solutions to meet their requirements.

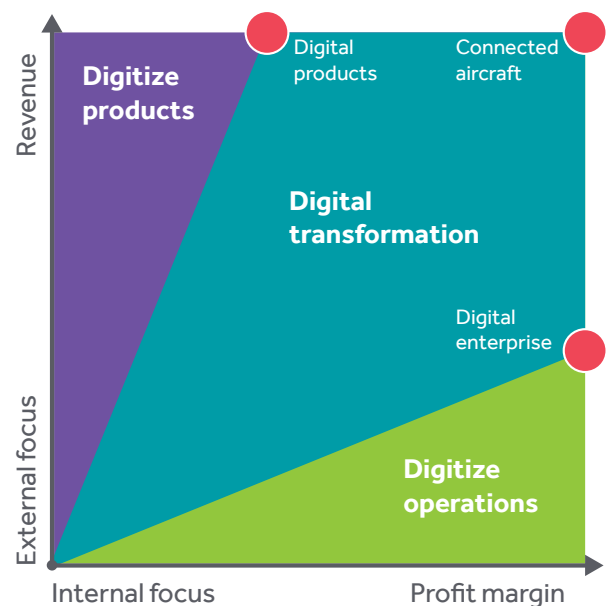
In digital transformation, technology is 'just' an enabler

The success of digital transformation lies in managing the delicate balance between digitization of market-facing products and internal processes.

KEY HIGHLIGHTS

- 35+ million hours of aerospace engineering experience, which includes over 5 million hours of MRO support
- \$1.7 million savings achieved by delivering effective warranty management software
- 30% reduction in publication cycle time
- More than 200 design concepts proposed
- Working on more than 60 processes across various aftermarket businesses
- Spare parts inventory reduction, resulting in cost savings of up to 10%
- Client drag reduction through 100% ownership of field events

At Cyient, we combine aerospace domain knowledge, data science, and digital technologies to enable digital transformation for our clients with an agile and outcome based approach aimed at building the connected products and organizations.



About Cyient

Cyient (Estd: 1991, NSE: CYIENT) provides engineering, manufacturing, geospatial, network and operations management services to global industry leaders. We leverage the power of digital technology and advanced analytics capabilities, along with domain knowledge and technical expertise, to solve complex business problems. As a Design, Build and Maintain partner, we take solution ownership across the value chain to help our clients focus on their core, innovate, and stay ahead of the curve.

Relationships lie at the heart of how we work. With nearly 14,000 employees in 21 countries, we partner with clients to operate as part of their extended team, in ways that best suit their organization's culture and requirements. Our industry focus spans aerospace and defense, medical, telecommunications, rail transportation, semiconductor, utilities, industrial, energy and natural resources.

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