



SMEs in the Aeronautical supply chain:

Expectations from the JTI cleansky



THE AERO SUPPLY CHAIN

➤ Capacity supplier

the supplier offers a supplement of working capacity to the Industry Leaders

➤ Speciality supplier

the supplier offers a technical know-how missing at the Industry Leaders (**global offer** from first design to final manufacturing with share of development cost)

SUPPLY CHAIN VS AC MANUFACTURER

in 2008



CAPACITY

- Aerodynamics (including propulsion integration)
 - Structure (Structures, doors, fuselage, nacelles/pylons, stabilisers, windows, wings...)
 - Prospective (and pre-projects)
 - Safety
 - Performance
 - Certification
 - Flight tests
 - Manufacturing
 - Integrating
 - Airworthiness
 - Product support
- Cabin arrangement

Systems Architects

SPECIALITY

- Systems:
 - Air conditioning
 - Auto flight controls
 - Communications
 - Electricity
 - Fire
 - Flight controls
 - Fuel
 - Hydraulics
 - Ice and rain
 - Indicating/recording
 - Landing gears and brakes
 - Lights
 - Navigation
 - Oxygen
 - Pneumatics
 - Water and waste
 - Auxiliary power

Equipment

Power Plant



THE CLEANSKY JTI

Smart fixed wing AC (AIRBUS, SAAB)

Green regional AC (ALENIA, EADS-CASA)

Green rotorcraft (Eurocopter, AgustaWestland)

Eco-design (Dassault Aviation, Fraunhofer Institute)

Sustainable green engines (Rolls-Royce, Safran)

System for green operations (Liebherr, Thales)

PARTICIPATION IN CLEANSKY JTI

As a consequence of the supply chain organisation:

**Entities offering support in capacity
might have some expectations**

**Entities offering support in
speciality have few at no
expectation (more particularly in
call for tenders)**



As a general conclusion:

**Integrated projects
and Joint Technology Initiatives
are dedicated at improving
specialities of Industry Leaders,
which will target at capacity
suppliers**