



AVIATION PARTNERSHIPS

ON DEMAND SUPPLIER SOURCING & PROCUREMENT SUPPORT FOR THE AVIATION INDUSTRY

In the fast-paced world of aviation, we bring a professional, friendly, and innovative support to elevate your supplier discovery & management, tendering and procurement processes. Tailored for businesses in the aviation industry, our end-to-end solution combines cutting-edge technology with a wealth of industry experience.

HOW WE CAN HELP

Discover & Evaluate Suppliers | Request Quotes & Run Tenders | Streamline Source-to-Pay (S2P) Processes | Consultancy & Projects

SOURCING CHALLENGES FACING AVIATION BUSINESSES



COST & VALUE

Escalating costs & decreasing value due to poor market conditions and supply chain challenges compounded by inefficient and manual procurement systems.



PROCESS

Manual with limited standardisation causing inefficiency and a lack of transparency across sourcing, tendering, supplier management & onboarding, and payment activities.



SUPPLIER MANAGEMENT

Complex and inconsistent with a lack of activity tracking and visibility of communication. Poor service levels from existing suppliers and difficulty locating quality alternatives.



CONTRACT TERMS

Contractual terms and SLAs are unsuitable to address and improve service failures.



RISK & COMPLIANCE

Insufficient compliance and regulatory control, with issues auditing the source to pay process and supply chain. Stakeholder approval workflows are unclear, causing errors, delays, and accountability issues.



VISIBILITY & DATA INSIGHTS

Limited supplier information, reporting tools and control of processes to aid decision making and identify opportunities to increase value.



TEAM

Difficulties adapting to market conditions and shortfalls in expertise. Scaling to meet project demands and accommodate growth proves challenging, especially during peaks or team changes.



KEY SOLUTION BENEFITS



IMPROVE
EFFICIENCY



ENHANCED
DECISION MAKING



SAVE
COST



IMPROVE
COMPLIANCE



SCALE
QUICKLY



ENGAGED
STAKEHOLDERS



STRONGER
SUPPLY CHAIN



MITIGATE RISK

HOW WE HELP OUR PARTNERS

- Operate more efficiently by automating manual tasks, approvals & workflows, eliminate paper, reduce errors and introduce systems to run faster procurement activities.
- Lower operating costs and agree beneficial contractual terms through competitive tenders for more effective negotiations.
- Quickly scale to meet changing market conditions, project requirements, and team changes with on-demand eSourcing digital tools combined with resourcing support.
- Manage suppliers, track activity and communication, and monitor risk through a secure, modular platform with centralised supplier contracts, efficient onboarding, and reporting.
- Strengthen supply chains by using technology to quickly discover and evaluate alternative suppliers.
- Improve decision making with detailed procurement spend insights, comprehensive supplier analysis and reporting dashboards.
- Improve collaboration, visibility, and regulatory & internal policy adherence with the implementation of a comprehensive Source-to-Pay ecosystem.
- Empower teams and stakeholders and encourage compliance with transparent approval and sign off processes across all sourcing and payment activity.

DISCOVER & EVALUATE SUPPLIERS

Transform how you search for suppliers and analyse markets.

We help our customers discover, evaluate, and analyse potential suppliers.

We use AI to explore the worldwide aviation supplier market through our cloud-based solution. Minimising supplier discovery time from weeks to minutes with state-of-the-art search technology and Big Data capabilities. A process that consolidates thousands of websites, over 220 million supplier records and billions of data points to produce unbiased, insightful, and interactive reports and dashboards.

We execute highly targeted searches based on your criteria to create specific supplier lists with:

- Detailed company profiles and supplier rankings
- Unparalleled Environment, Social, and Governance (ESG) analysis and metrics with risk categorisation
- Latest trends, news and events at a market and individual company level



BENEFITS:

- Enhance your supplier evaluation and decision-making processes with comprehensive supplier information.
- Accelerated decision-making processes in supplier selection - 90% less time to find the right suppliers.
- Identify up to 40% more alternative suppliers.



MARKET INSIGHTS:

- Global & local sourcing options
- Compare & rank suppliers
- Quickly understand markets



MITIGATE RISK:

- Respond quickly to supply chain disruptions
- Access global supplier options

REQUEST QUOTES & RUN TENDERS

ON-DEMAND SOURCING SOLUTIONS



Quotes



RFIs



RFPs



e-auctions

USING BEST-OF-BREED E-SOURCING SOFTWARE

Our simple but highly effective and secure software drives an average **40% efficiency improvement** and **16% cost savings** when compared to outdated email and spreadsheet approaches. It has been employed to facilitate over **40,000 tenders** and quotes for products and services, with a value of more than \$15billion.

HOW WE CAN HELP

- Request quotes and run tenders for any goods or services
- Asset disposal & reverse e-auctions
- Project manage major airport service RFPs

From simple quotes to complex, multi-service, multi-stage, tenders.



STREAMLINE SOURCE-TO-PAY (S2P) PROCESSES

For a more efficient and profitable business.

Are your processes inefficient, manual, frustrating, difficult to audit, and time consuming?

Is your supply chain fragile and costly?

Transform and automate your Source-to-Pay process with a state of the art, best in class, modular suite of digital tools.



We provide consulting and project support, powered by industry leading software, designed to help our customers:

- Reduce Costs
- Streamline Processes
- Increase supplier value
- Enhance supplier management and compliance
- Mitigate supply chain risks
- Improved insights and decision making

800+
companies have
automated with
our partner's tools

CONSULTANCY & PROJECTS — ON DEMAND SUPPORT

Simple, on-demand, support to compliment and supplement your own team

HOW WE CAN HELP

- Expert support to scale during periods of growth or high demand
- Short term requirements due to changes in your work force
- Seasonal fluctuations in workload
- Manage a major tender or alternative supplier search
- Outsource challenging parts of your sourcing process
- Evaluate your processes and run a cost benefit analysis of digital tools vs manual
- Overcoming unexpected disruptions to your supply chain

FLEXIBLE ENGAGEMENT TERMS

- Projects and assignments
- Retained
- On-demand

SPECIALITIES

- Airport service consultancy and sourcing for startup airlines
- Pricing evaluation and benchmarking
- Tender writing
- Airport Service contracts and SLAs
- Asset disposal e-auctions



WHY PARTNER WITH US

A TRUSTED PARTNER

At Link, we are fully committed to the highest levels of customer service and using innovation to drive value and partnerships.

We are your go-to source for on-demand supplier sourcing and procurement support tailored for the aviation industry. We leverage cutting-edge digital tools and industry expertise to deliver exceptional value, profit improvements and process efficiency to our partners.

INDUSTRY EXPERIENCE

Our team has extensive aviation experience spanning various sectors, **including commercial and business airlines, ground handling, FBOs, MROs, fuel and airports**. We bring a comprehensive understanding of the industry. Our expertise was gained as both suppliers and buyers, we've managed and participated in over **\$3billion of successful tenders** and transactions.

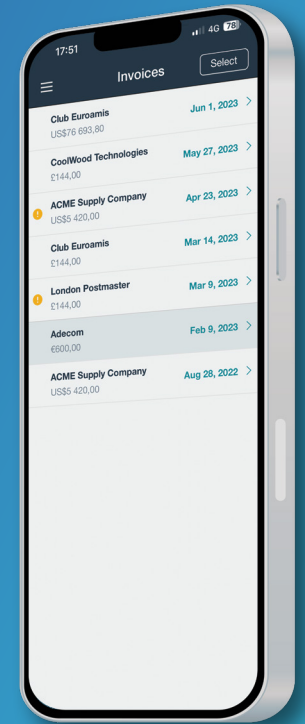


WHAT USERS SAY ABOUT OUR DIGITAL TOOLS

“For eTendering, a fantastic, feature-rich platform that is easy to use and delivers on excellent support. From an overall experience viewpoint, it is a great solution, we had an audit recently and the tool featured heavily as part of that. The auditability of the messaging function was invaluable in ensuring we met best practice requirements.”

“The products are designed in such a way that they are very easy to set up and use. We have successfully used the product with both SMEs and big multinational companies.”

“Great software and an extremely knowledgeable and friendly team in support.”





AVIATION PARTNERSHIPS

HOW CAN WE HELP YOU?

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REQUEST MORE INFORMATION >