



CASE STUDY

Accelerating ROI Analysis for Strategic Aerospace Asset Purchases.

OVERVIEW

A global aerospace MRO provider accelerated ROI analysis for high value assets by replacing slow spreadsheets with Impresa™ MRO software. The integrated platform unified repair histories, vendor data, and resale projections, enabling ROI evaluations in minutes instead of days. This automation improved accuracy, accelerated deal closures, reduced compliance risk, and freed analysts for strategic projects, strengthening competitiveness and profitability in the aviation aftermarket.

CHALLENGE:

An aerospace MRO and aftermarket services provider needed a faster way to evaluate aircraft component purchases, engines, landing gear, avionics, and other assemblies. Traditional ROI assessments required labor-intensive spreadsheets and data reconciliation, slowing purchase decisions in the highly competitive aviation MRO market. The lack of automation created risk, as delayed evaluations meant losing profitable opportunities to more agile competitors.

SOLUTION:

To address these challenges, the company deployed Impresa™ MRO, a purpose-built MRO management software platform designed for the aviation aftermarket. As an integrated aircraft MRO ERP solution, Impresa centralized pre-purchase asset analysis by combining repair cost histories, vendor catalogs, and resale projections into a standardized framework. This cloud-based capability allowed teams to generate ROI calculations in minutes, replacing slow manual processes with automated, data-driven insights.

Unlike generic financial modeling tools, Impresa MRO software was developed specifically for aerospace use cases. This ensured greater accuracy when evaluating investments in engines, landing gear, and other high-value used serviceable material (USM). With tailored dashboards and aviation-specific workflows, the platform provided the speed, precision, and reliability required to compete in today's complex aftermarket environment.



RESULTS:

By leveraging Impresa MRO software, the company cut asset evaluation times from several hours to less than ten minutes. This acceleration improved decision-making agility and allowed deals to close significantly faster, strengthening the organization's responsiveness in a competitive marketplace. The efficiency gains also liberated skilled staff from repetitive administrative work, enabling them to focus on higher-value activities that directly impacted profitability.

Standardized ROI models further improved purchasing accuracy and consistency across the organization. At the same time, embedded compliance features ensured lifecycle traceability, providing confidence in both financial and regulatory reporting. Collectively, these benefits enhanced operational effectiveness, reduced risk, and reinforced the company's position as a trusted leader in the global aviation MRO aftermarket.

TESTIMONIAL:

"We've always had to hack through spreadsheets and pricing data. Doing the analysis in minutes instead of hours could change how a lot of people evaluate purchases. I even know smaller brokers who could use a tool like this." – Director of Conversion Programs

ABOUT THE COMPANY

This aerospace organization is a global MRO and aftermarket services provider specializing in complex aircraft maintenance, modifications, and component support. With a history of serving both commercial and defense operators, the company is recognized for delivering cost-efficient solutions that extend aircraft lifecycles and enhance operational readiness. Its commitment to quality, safety, and innovation has positioned it as a reliable partner for airlines, lessors, and aviation stakeholders worldwide.

ABOUT IMPRESA:

Impresa Corp delivers next-generation aviation MRO software that unifies people, parts, tools, files, and data into a single, orchestrated platform. Designed by aerospace professionals, Impresa MRO helps airlines, OEMs, and third-party providers reduce turnaround time (TAT), improve compliance, and lower total cost of ownership. With flexible self-hosted deployment and real-time visibility, Impresa enables organizations to meet today's challenges and the future demands of aviation maintenance. Learn more at impresa-us.com.

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