

For Immediate Release

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ILS and Component Control (CCI) announce SalesEdge and other solutions at ILS/CONNECT and Component Control Virtual Conference

Memphis, TN and San Diego, CA, July 9, 2020 – ILS and CCI are proud to announce and launch SalesEdge, in addition to multiple new solutions for their Aviation Aftermarket customers across the globe. All solutions will be announced and demonstrated at the [ILS/CONNECT and Component Control Virtual Conference](#) today, which already attracted 1,000+ Aviation Professionals and features various leading Aviation industry aftermarket executives, including multiple airlines as well as OEMs like Embraer.

“Our conference is themed winning in the New Normal, and we are very excited to be launching many solutions that the Aviation Aftermarket community needs to win”, says Todd Lewis, President and GM of Component Control. “Announcing ILS Bridge in April illustrated the first integration solution as a result of our joint development efforts. With the launch of SalesEdge and our other solutions, we’re taking sales productivity for our customers to a whole new level” says John Herrman, EVP and GM at ILS.

DELIVERING SIX NEW SOLUTIONS TO THE AVIATION AFTERMARKET IN 2020

SALESEGE

- SalesEdge is an intelligent RFQ and Smart Quoting Management Tool, designed for sellers who want to prioritize and quote with intelligence all incoming requests from potential buyers. Using AI and ML, Customers can recognize the highest-value RFQs quickly, benefit from Advanced filtering and sorting, and leverage RFQ consolidation from multiple marketplaces incl. ILS, StockMarket.aero, and PartsBase. SalesEdge maximizes time and effort and allows sellers to quote with all available information at their fingertips.
- Available later this month, SalesEdge can be deployed by ILS customers, as well as in combination with CCI’s Quantum (QC) ERP software providing unique functionality sets in real-time, e.g. enabling users to quickly quote via a streamlined browser interface that extends the existing ILS and QC experience, apply company policy based warnings and restrictions (e.g. preventing a quote/transaction), and much more. SalesEdge integration with CORRIDOR will be available in the fall, and customers can subscribe to SalesEdge via any CAMP Systems owned software company.

AUTOQUOTE

- Available today, AutoQuote allows sellers to automatically quote anything they set a price on, allowing sales organizations to be ‘always-on’ and free valuable time to focus on more complex sales opportunities. In addition, AutoQuote allows customers to set their own pricing limits, progressing their e-commerce capabilities.

IPC ANALYZER LIBRARY

- Available today, customers can use IPC Analyzer Libraries specific to Airframes and/or Engines to search by part catalog, part numbers and applicability, by ATA chapters, price, and other critical variables, to determine what combination of airframe and/or engine parts can deliver the most profit to their business. Using ILS' AI and Machine Learning driven Market Intelligence, customers can leverage insights from nose-to-tail to find those parts most demanded and valued to substantiate their plane and/or engine part-out purchase decision. Currently the IPC Analyzer Library includes a wide variety of Airbus, Boeing, Embraer planes as well as IAE V2500 and CFM engines, with many more added each month.

ILS and Component Control also announced solutions available for customer preview in 2020 e.g.;

- ADW – ILS' Aviation Data Warehouse, which is the underlying Big Data repository for ILS, provides customers in the aerospace and defense industry business intelligence across commercial/military airframes to support several business processes, and includes e.g. over 300M price points captured.
- QC RESPONSE MANAGER or QRC – reacting to the status that orders are set to, QRC automates the process by sending an e-mail from Quantum Control to the person that needs to give it attention to, allowing those users to approve, reject or update orders remotely, simplifying processes while improving data integrity.
- QC MOBILE WAREHOUSE or QMWH – supporting the various personas in a warehouse, e.g. Receiving (launched earlier) Physical Inventory Counting and Stock movements, as well as Stock Picking. Mobile Warehouse is a suite of applications that support these personas providing the ability to move from one order requirement to another without coming back to the Desktop PC.

As a long-standing ILS customer, Jared Butson, VP of Sales and Marketing at TurbineAero commented on the launch of SalesEdge "SalesEdge is an indispensable sales tool in the current environment for an Aviation Aftermarket sales professional. The ability to quickly prioritize your scarce time to focus on the most lucrative selling opportunities is critical, consolidate RFQs from other markets in addition benefiting from personalized AI/ML all integrated to your ERP to help you provide the best quote to your customer are major advances needed to win in today's market."

Said Sean Lanagan, President of the Enterprise Information Systems Business at CAMP, "I am very proud of being able to announce six new capabilities for our customers today, an unparalleled number of solutions especially in the current operating environment. We deliberately focused our solutions to accelerate our customers' ability to drive more revenue, while also being more efficient with their resources, and benefit from real-time integrated systems internally and externally. And, as we prove today with our Virtual ILS/CONNECT and Component Control conference, CAMP is committed to make sure our customers and partners win today and in the future. We are thrilled to share the value of our solutions, our vision and our roadmap, as well as best practices from our ILS and Component Control user community at today's conference. Lastly, we are honored to make a contribution with our conference proceeds to frontline healthcare workers fighting the pandemic and supply them with the protective gear they need. "

About Component Control

[Component Control](#), a [CAMP Company](#), is a leading developer and provider of MRO and Logistics Software solutions for the aviation industry. Supporting the core business of over 1,600 companies in over 60 countries, Quantum ERP is the undisputed leader in providing advanced aviation management software and services to original equipment manufacturers, aftermarket service divisions, component repair and overhaul companies, MRO facilities and part distribution/redistribution companies.

About ILS ([Inventory Locator Service, LLC](#))

For buyers and sellers of parts, equipment and services in the commercial and defense aerospace industry seeking to optimize their procurement, supply chain and MRO services, ILS provides the largest world-wide digital marketplace and aerospace business intelligence services. Trusted by the aerospace industry for over 40 years, ILS helps more than 27,000 users in over 100 countries make better decisions faster with the most comprehensive AI driven data services and the largest verified Aerospace part inventory world-wide. ILS is a [CAMP Company](#) which is owned by [HEARST](#).

About the ILS/CONNECT and Component Control Virtual Conference featuring QUE Group

The premier virtual conference for the Aviation aftermarket is taking place today, organized by ILS/CONNECT with Component Control and its user group, the Que Group. With the pandemic forcing cancellation of in-person conferences e.g. ILS CONNECT as well as CCI/ QUE Group conferences, both companies decided to bundle their forces and audiences and combine their events online and raise funds for COVID-19 relief. The conference is themed 'Winning in the New Normal' and addresses key challenges and solutions for the aviation aftermarket community to set itself up for success as it adjusts to a new normal. With well over 1,000 Aviation industry professionals signed up, the agenda features various leading Aviation industry aftermarket executives as well as speakers from ILS and Component Control on day one, with a second day reserved for QUE Group members.

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