

# Supporting Military Customers: Specialized Solution to Fulfill Unique Requirements

## CASE STUDY

### OEM CHALLENGE:

When a major military system OEM decided to modernize its landing gear assembly for the A-6E, AH-64, C-2A, E-2C, EA-6B, SH-60B, OV-10 and T-37 aircraft, they determined that their current product no longer fit long-range, strategic plans. However, many of the OEM's existing customers continued to use the legacy system and required on-going spare parts and support.

To ensure the long-term viability of this legacy product line, while concurrently freeing up resources to focus on production lines for new generation aircraft and product upgrades, the OEM required a third-party to take over the manufacturing and support of this system.

Complicating the issue, the OEM also had a broad portfolio of other products across all segments of the aviation market and a large customer base including the U.S. Government,

all Tier 1 OEMS, and a multitude of aftermarket maintenance providers. This made it vitally important to the OEM that any third party licensing solution did not cause disruption to its customer base.



### ONTIC'S EXTENDED LIFE SOLUTION:

Ontic was well-situated to support this product line. They had previously tailored Extended Life Solutions for this OEM with several existing licenses for gearboxes, actuation and motor products. Moreover, Ontic was an experienced manufacturer of military aviation systems and parts and had the infrastructure in place to serve the U.S. military's unique demands.

When Ontic entered into the licensing agreement, their proven adoption process provided a seamless transition. This included dedicating qualified personnel, establishing the technical infrastructure for landing gear production and assembly, as well as creating the supply chain from Ontic's vast distribution network.



The support of more mature product lines under license enables us to continue to service our customers with legacy products and systems in a more cost-effective and time-efficient manner.”

- Vice President, Military Business & Landing Gear Services

## ONTIC'S EXTENDED LIFE SOLUTION CONTINUED

Ontic quickly transferred the product line and unique customer support processes, which included the development of customized technical data packages for each customer order. These actions ensured that existing contracts were fulfilled as promised and that the OEM's strategic customer relationships were maintained.

In addition to the smooth transition, Ontic also provided a royalty income stream that supported the OEM's earnings on a regular basis, while still providing the transparent pricing breakdown required by government customers.

In total, Ontic's Extended Life Solutions provided benefits not only to the OEM, but to end-user customers as well.

## OEM Benefits

- › Dependable royalty income
- › Ability to focus on next generation of aviation technology and products
- › Assurance of long-term support for a legacy product line
- › Ability to reallocate people and space resources



Barrel Caster Assembly

### ABOUT ONTIC:

Ontic's extensive legacy products portfolio is managed and supported from our center-of-excellence facilities based in Chatsworth, California, Cheltenham, UK and Singapore.

Ontic is the:

- › Leading global provider of factory new parts and repair and overhaul services for legacy aerospace products in the commercial, military and business aviation markets
- › Authorized manufacturer and MRO services provider of over 4,500 unique parts that touch every major aircraft system
- › Trusted partner to a diverse, global customer base with more than 3,000 customers worldwide

Ontic is a wholly owned subsidiary of BBA Aviation plc, with more than 50 years of aerospace product manufacturing and aftermarket support experience. Ontic has partnered with the world's leading aerospace OEM's, including Honeywell, UTC Aerospace Systems, Safran, Thales, Eaton, and a number of other OEMs.

### To learn more about Ontic Extended Life Solutions, contact:

**Robert Sadler**

+1 855 668 4235 (US/Canada Toll-Free)  
robert.sadler@ontic.com

**Neil Perrett**

+44 (0) 7717 693553  
neil.perrett@ontic.com