

***E*-SPEC: “CUSTOMIZED” COMPLETION ...**

From the color of the carpets to the electronic equipment, the new e-Spec database centralizes and secures the complete list of possible options for Falcon aircraft completion.

The indisputable success of the Falcon family in the field of executive aircraft is due, to a great extent, to the conformity of the models proposed to users' needs – business firms or organizations for the most part, but also private operators – whether it be in terms of operational and technical performance, range, or ease of maintenance for example. It is also due to the diversity and the quality of the interior completion.

Customers choose their own particular completion options from a comprehensive catalog. This involves both optional avionics equipment (for example

weather radar or a satellite receiving antenna) and more conventional items for comfort or decoration such as the general arrangement of seats and furniture, the types of lounge chairs and their upholstery, food-preparation and kitchen equipment (carts, table utensils, dishes...) or else a possible audio-video system, etc.

It is imperative to manage these completion items and their constituent parts as well as possible, and as soon as the order is taken.

During the manufacturing phase and for each aircraft delivered, it is necessary to keep very close track of them.

**FROM THE “EXOTIC”
OPTION TO THE
SO-CALLED “DEVIATION”
OPTION, A FULL RANGE
TO CHOOSE FROM THE
CUSTOMER**



It is in this context that Sogitec developed e-Spec, a database that will contain all of the completion specifications for the various aircraft and will be shared by those concerned by this process: customers, sales engineers, design engineers, production and product support technicians.

Completion projects are created using catalogs containing all of the possible options, updated regularly. The e-Spec software will also contain these catalogs.

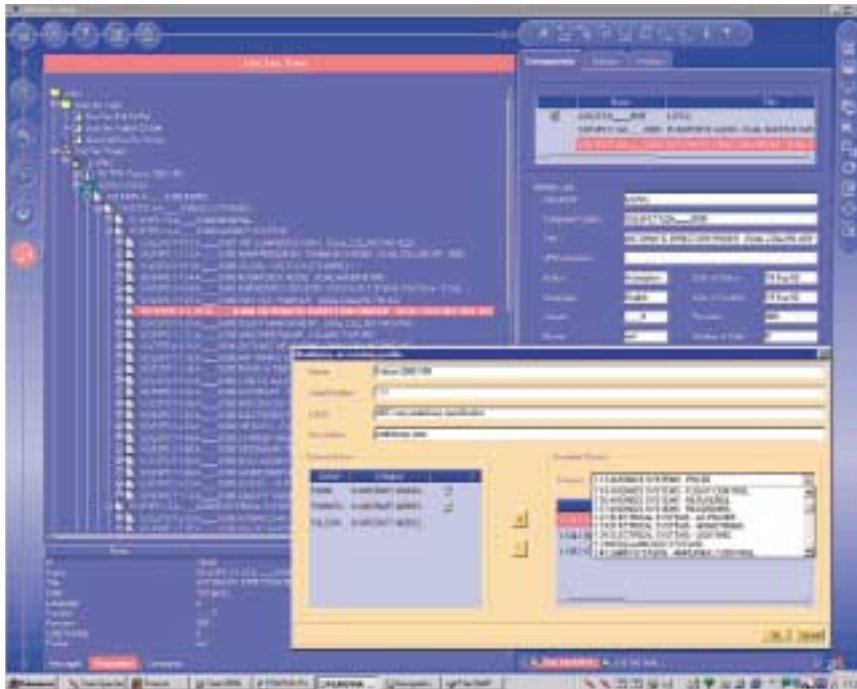
The configurations and rules for the possible combinations of the options are indicated in this software.

The e-Spec software also shows any possible incompatibilities between certain options, just as are shown any options that are necessarily complementary.

The system also makes it possible to create "exotic" options (not in the catalog), which will be designed by the design office, or



PACKAGES FOR THE FALCON CUSTOMER ?



pected modifications. In this case, the changes are printed out, submitted to the customer for approval, then incorporated by updating of the specification.

A DATABASE DEPLOYED BETWEEN SAINT-CLOUD AND ARKANSAS



Technically, e-Spec is composed of a Doctec database deployed throughout three sites: Saint-Cloud, Teterboro (New York) and Little Rock (Arkansas). Previously, each of these sites had its own tools.

choose "deviations" (variations of existing options) which will afterwards be incorporated in the database.

Using e-Spec for the first time consists of navigating in the database in order to select the options by interactive dialog for the purpose of establishing an initial specification which will be printed out and given to the customer.

The implementation of e-Spec will make it possible to centralize all information in a single database, secure and consistent, produce the various specifications, establish the steps in their development, integrate exotic options and other deviations or else extract statistics concerning the recurrence of such or such an option.

This specification can, at this time, be considered as a contractual document.

Once the customer's choice has been confirmed, work gets underway and progress is reviewed in his presence. The e-Spec database will take into account possible requests for changes in the specification with respect to the contract signed, once the consent of the specialists involved is obtained.

And all this with optimized security, particularly appreciated with respect to the terms of the contract, with all the benefits of reliable and immediately available traceability.

Certain unpredictable events – for example, the failure of a supplier to deliver – may exist and lead to unex



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