

# Gen2

## The Next Standard

How to Improve Your Business Process with  
Spec2000 Gen 2 Procurement





## Procurement Reality Check

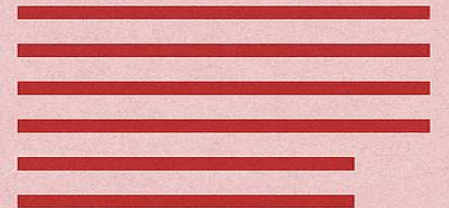


Backbone of the aviation e-procurement business.

- Designed in the 80's when transactions were costly
- Limited one-line orders
- 'Silence Is Acceptance' concept
- Cryptic unreadable codes
- Status updates poor or missing

# LEGACY

## SPEC 2000





## Procurement Reality Check



Spec2000 Gen 2 Procurement provides

- ✓ Modern and living standard introduced in 2019
- ✓ Supports Multi Line Orders and Quotes
- ✓ YES-NO-ASK Negotiation Framework
- ✓ Human Readable Modern XML
- ✓ Real-time PO & Shipment status updates

# GEN 2

## SPEC 2000 GEN 2

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Where are we on the  
Gen2 Procurement  
Journey?

## The Gen2 Procurement Journey

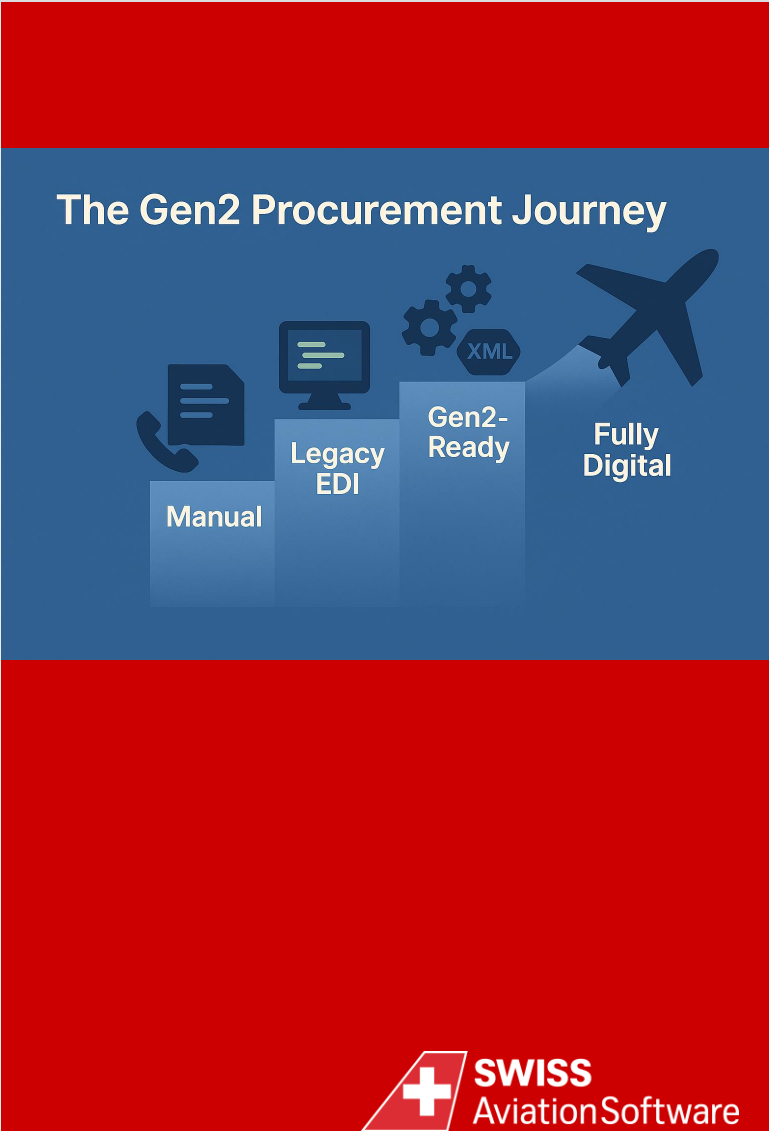




# Where are we on the Gen2 Procurement Journey?

Level	Description	Typical Situation	Limitations
1 – Manual	Orders via emails, PDFs, phone calls	Fragmented tools, no data standards	Slow, error-prone, opaque
2 – Legacy EDI	Spec2000 classic (single-line, rigid), point-to-point connections	Airlines & suppliers using legacy SITA/ARINC or portals	Limited visibility, cumbersome changes
3 – Gen2-Ready	Internal ERP & processes upgraded to handle Gen2 (multi-line, XML, rule engines)	System technically ready, but few partners using Gen2	Benefits blocked by low adoption
4 – Fully Digital	Real-time, rule-driven, multi-party procurement	Buyers, sellers & platforms connected through Gen2	-

Most of the industry is stuck between **2** and **3**. The spec and systems are ready, but the ecosystem hasn’t caught up.



**YES**

Supplier can freely edit this field

**NO**

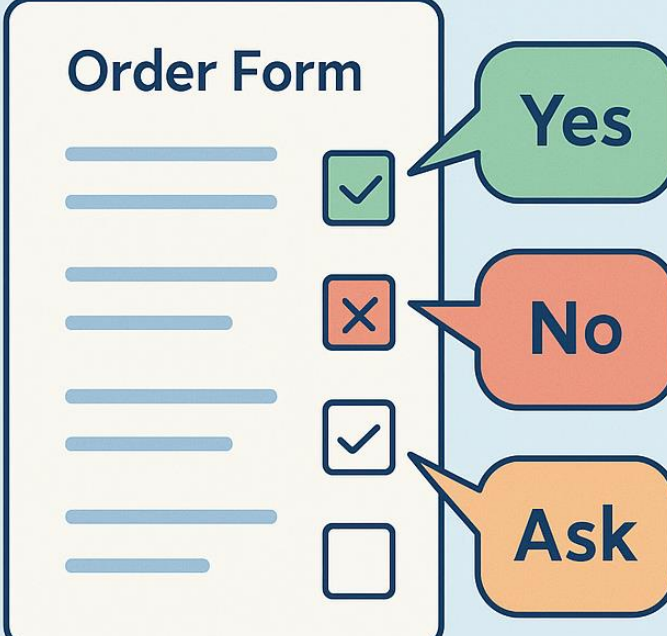
Field is locked; no changes allowed

**ASK**

Supplier must request approval before editing

### Benefits

- Clear boundaries for suppliers, less back-and-forth.
- Smarter automation – system enforces rules instantly.
- Reduces errors and misunderstandings.
- Mirrors real-life negotiation in a structured, digital way.



The diagram illustrates an 'Order Form' with four rows of input fields. Each row has a corresponding control icon to its right: a green checkmark, a red 'X', a white checkmark, and an empty square. To the right of the form, three speech bubbles are shown, each pointing to one of the control icons. The first bubble is green and labeled 'Yes', pointing to the green checkmark. The second bubble is red and labeled 'No', pointing to the red 'X'. The third bubble is orange and labeled 'Ask', pointing to the white checkmark. The empty square icon has no bubble associated with it.

# Fulfilment Plan Clearer, Smarter Commitment

## Example of Key Features



### **Transparent Execution**

Communicates how the order will be fulfilled (e.g., quantities, locations, timelines, serial numbers).



### **Flexible Scenarios**

Split Shipments across locations or dates, propose substitutes or partial deliveries or provide detailed batch or serial number information.



### **Linked with YES / NO / ASK**

Seller applies changes where allowed, requests approval where needed.

## Benefits

- Buyers gain early, precise visibility.
- Reduces surprises and manual clarifications.
- Aligns both sides on a realistic delivery plan.



# Our Adoption Strategy In 3 Steps



## ALIGNING DATA STRUCTURE

- Moving fields from order header to line
- Introducing status handling
- Adapting order framework



## BUSINESS RULES TO FEATURES

- Implementing checks and blocks
- Introducing acceptance & rejection framework
- Enforcing yes/no/ask concept



## CONNECT INTERFACE & SYSTEM

- Writing the new Spec2000 Gen2.0 interface messages
- Linking the interface with the corresponding system behaviours
- Connecting with 3rd party and launching test phase





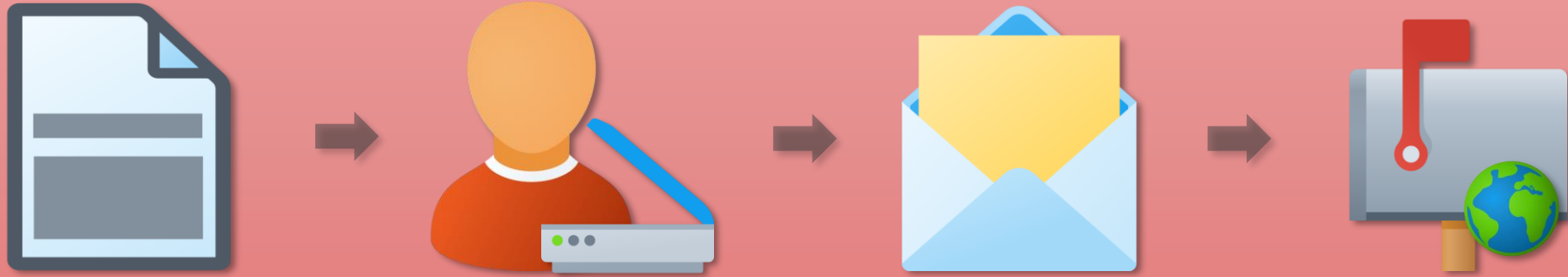
# What does it all bring?



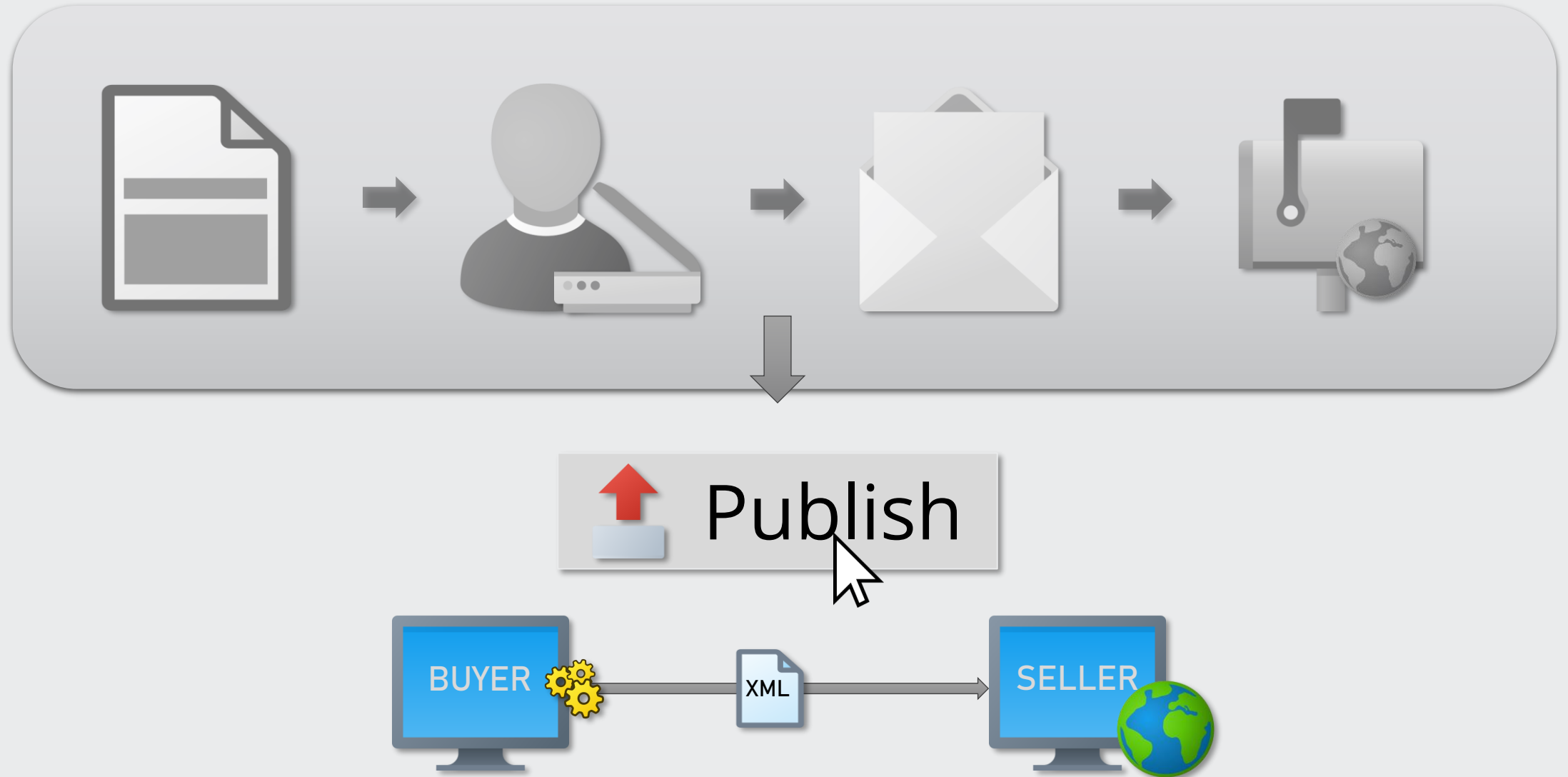
## ENABLING PAPERLESS FOR OUR CUSTOMERS

- Efficiency increased by removing manual steps (email, printing, faxing, etc.)
- Reduced risk of human error or misunderstanding
- Decision making process supported by the system
- Enabling the introduction of new technologies (AI, machine learning, rule-based decisions, etc.)
- Electronic Approval Control and Audit trail

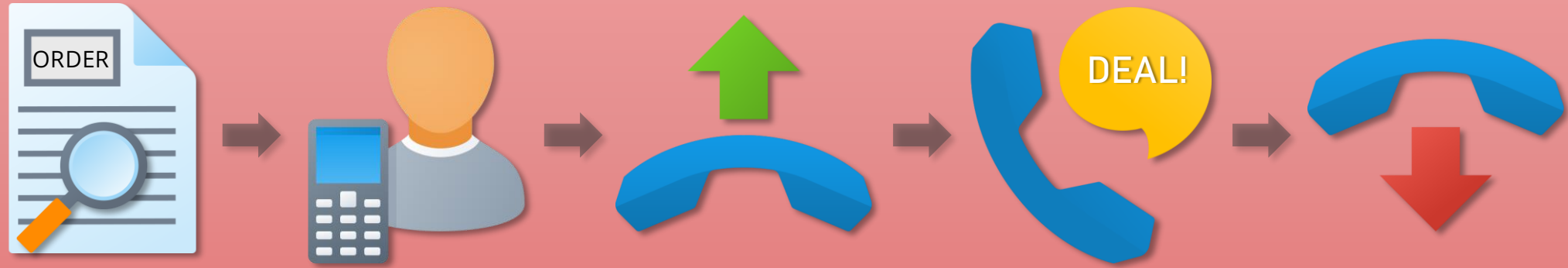
# Enabling Fully Digitalised Procurement



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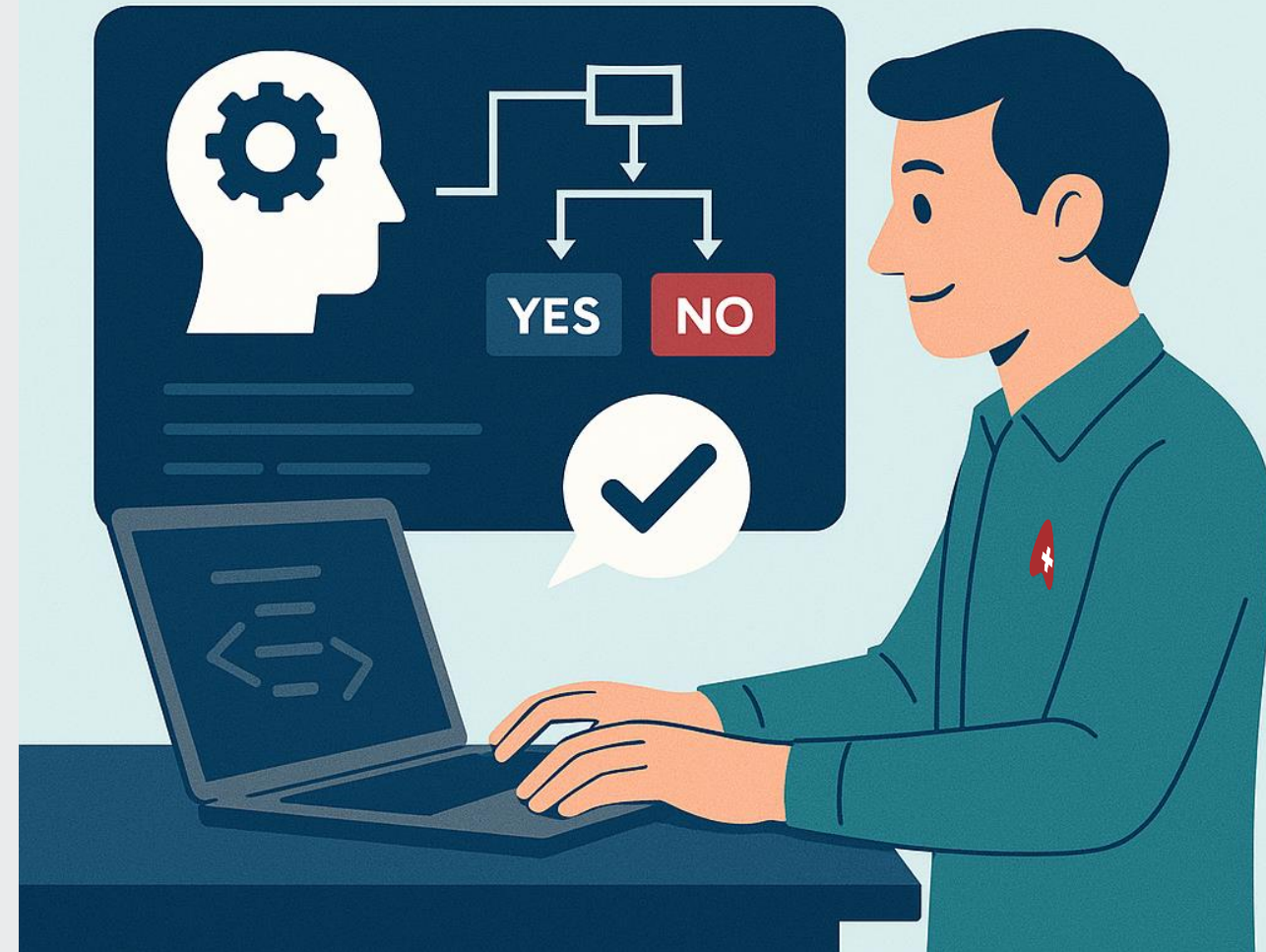






## The Machine Supports the Decision Making

- Digital data replaces manual checks and missing information.
- Users get **real-time visibility** on quantities, prices, lead times, and alternates.
- Built-in rules and thresholds let the system **approve**, **reject**, or **escalate** changes automatically.
- Contextual insights guide buyers instead of forcing guesswork.
- Fewer manual steps → fewer errors, **faster** cycle times.



# Enabling Fully Digitalised Procurement

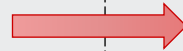
## BUYER



Orders 500 bolts at  
Unit Price: 1,20\$

- ✓ Vendor Checked
- ✓ Part No. Checked
- ✓ Price change within margins

CHANGE ACCEPTED



Auto-generates the  
Sales Order



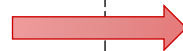
A few  
seconds



Asks for a new Unit Price  
of 1,25\$



Proceeds with the order  
fulfilment



# Enabling Fully Digitalised Procurement

## BUYER

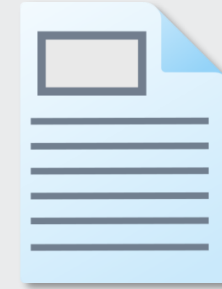


Orders oil for replenishment

✓ No critical part request linked.

CANCELLATION ACK.

## SELLER



Auto-generates the Sales Order



Cancels the order because of unavailability.



Cancellation is acknowledged.



So why  
are we  
still  
stuck?





Nothing  
worth  
having  
comes  
easy.

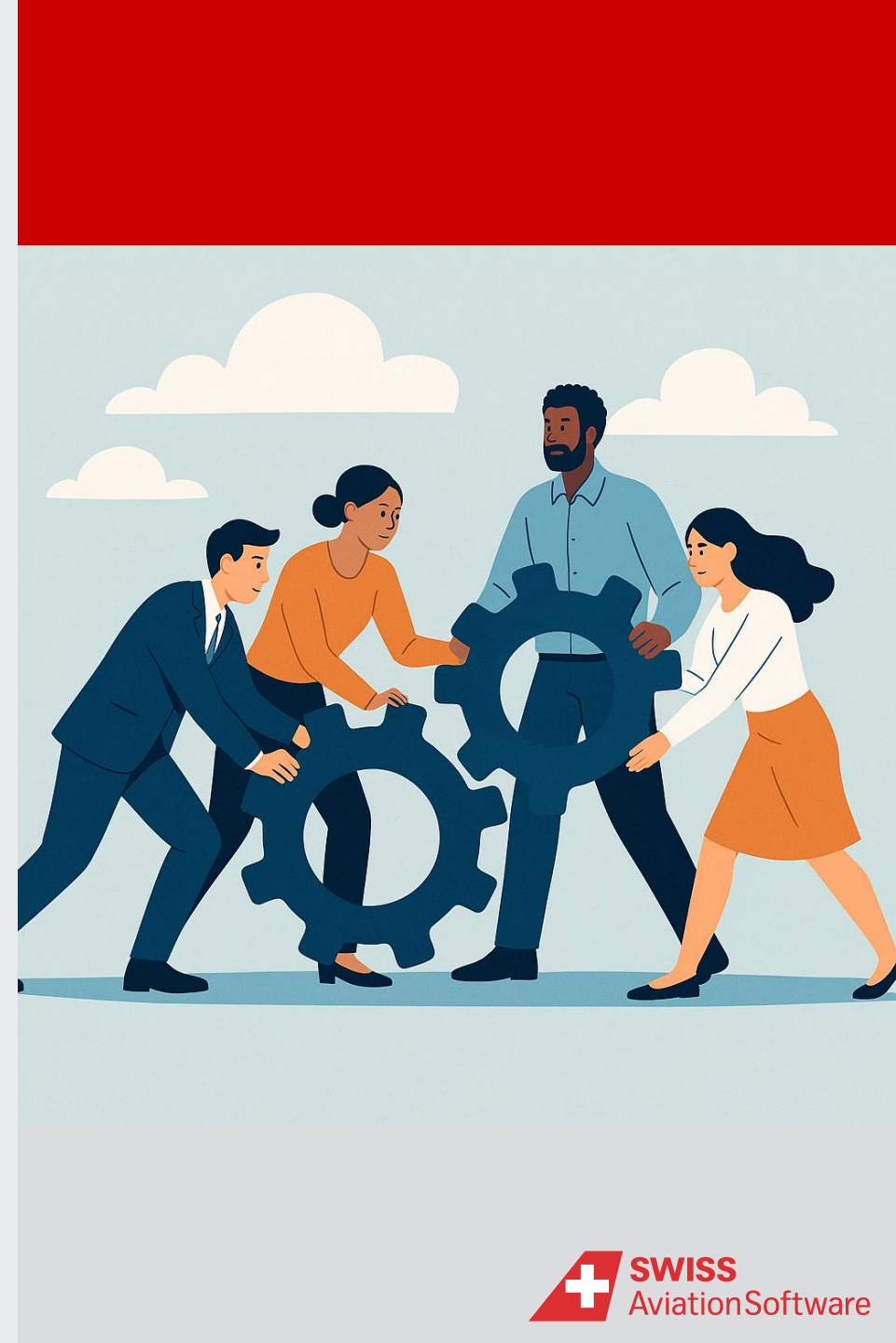
- Theodore Roosevelt





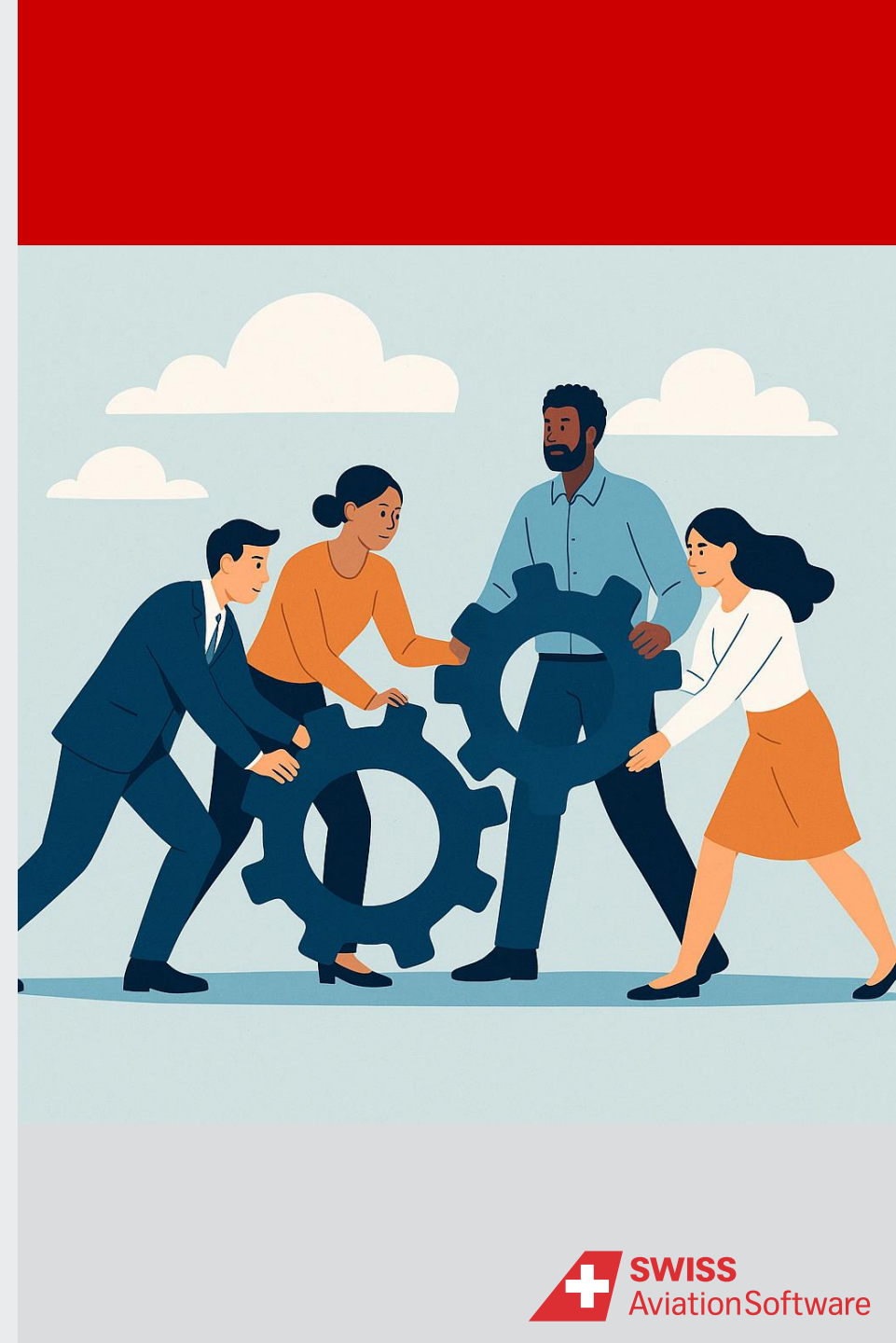
# Why We're Still Stuck

- ❌ Complex implementation, hard to maintain
- ❌ Cultural Inertia – «if it isn't broken, don't fix it»
- ❌ Unclear ROI – cost concerns block investment
- ❌ Partners waiting for each other (chicken-and-egg)
- ❌ Limited collaboration and shared experience



# How We Move Forward ➡

- Complex implementation, hard to maintain
  - ✓ Start with small pilots to prove value and build confidence
- Cultural Inertia – «if it isn't broken, don't fix it»
  - ✓ Educate teams and raise awareness of tangible benefits
- Unclear ROI – cost concerns block investment
  - ✓ Highlight value in contracts & RFPs to justify adoption
- Partners waiting for each other (chicken-and-egg)
  - ✓ Be the early mover that tips the scale!
- Limited collaboration and shared experience
  - ✓ Join our ATA Working Group and share success stories



# GEN 2 IS READY. ARE YOU ?



Spec2000 Gen2 is not just an upgrade.  
It's the standard that will define the next decade of aviation procurement.

Let's build it, let's use it, let's own it.