



Sean Lanagan    President and CEO, CAMP Systems  
Phone            +1-901-794-5000  
Media contact    eschmidt@ilsmart.com

## **ILS, CORRIDOR and Quantum Control power new era of aviation part sales with integrated eCommerce solution**

***With SalesEdge™ Commerce, Aviation Parts suppliers can market and sell 24/7 using a branded eCommerce storefront platform integrated with their website, ILS Marketplace presence and CORRIDOR or Quantum Control ERP.***

Merrimack, NH, October 17, 2023 – Co-developed by [ILS](#) (Inventory Locator Service) and leading aerospace ERP software providers [CORRIDOR](#) and [Quantum Control](#), SalesEdge™ Commerce provides the only native ERP and marketplace integrated eCommerce platform for the Aviation Aftermarket.

By enabling Aviation Parts suppliers with custom branded storefronts and materials co-listed in the ILS Marketplace and integrated with their ERP, parts suppliers can:

- Provide best in class online parts purchasing experiences to their customers,
- Improve their operational sales productivity, drive growth and reach more markets,
- Protect their investments in workflows, company brand and IP (intellectual property) and extend the value of the ERP and Marketplace presence they already have.



### **Addressing comprehensive aviation industry requirements**

Fueled by the consumerization of IT and accelerated by the pandemic, B2B aviation professionals increasingly want more efficient ways to buy parts. B2B aviation suppliers have struggled to meet this demand with other solutions and technologies significantly burdening internal resources requiring the deployment of expensive, and complex IT technologies not specifically designed for the Aviation aftermarket or participate in eCommerce markets that compromise their independence and prior investments.



## Introducing SalesEdge™ Commerce

With SalesEdge™ Commerce, buyers and sellers now have more efficient means of parts procurement and sales. Buyers receive the B2B purchasing experience expected with aviation material, including the ability to securely buy online with terms set with the supplier, review critical material characteristics and certifications, plus track order status and delivery. Part sellers can increase revenues by opening new channels of business, save time and effort by automating their sales processes, and deliver a better experience for their customers by enabling online purchasing. Key capabilities and benefits of SalesEdge™ Commerce include:

- **Best in-class purchase experiences** - Buyers benefit from a streamlined, automated buying process enabling faster, 24/7 ordering capability with less effort and more visibility into orders and options including single page checkout, repeat ordering and custom pricing for corporate accounts.
- **Drive Growth and increase Sales and Marketing Productivity** - Suppliers gain by increasing their market reach, improving sales productivity with workflow automation leveraging the existing modules in their ERP, and executing integrated campaigns across their branded storefront and ILS marketplace presence. Also, the solution includes all modern digital marketing tools like SEO and Content management, Landing Pages, and allows sellers to analyze Search history and User Behavior.
- **Designed for the aviation aftermarket** – SalesEdge™ Commerce is purpose-built to handle all types of aviation part sales, from consumables to expendables and rotables, complete with part pedigree information. The solution is offered by Aerospace Marketplace ILS and trusted ERP providers CORRIDOR and Quantum Control, together serving nearly 10k global customers with extensive experience in aviation supply chain software.
- **Investment protection** – By providing a native integration with their ILS Marketplace presence, Quantum Control or CORRIDOR ERP, sellers extend the value of their existing workflows and platforms used to run their business today.
- **Payment functionality** – Buyer experience during the checkout process will replicate how they purchase with their supplier today and offer credit card options for new customers. The native ERP integration enables buyers to use their accounts and purchase within available credit limits, net terms, or execute a transaction directly with credit card.
- **Implementation and Centralized support** – Configuration and deployment services are included as well as proactive monitoring and customer support is provided by a centralized Storefront, Marketplace & ERP support team.

## Executive perspectives

Said Sean Lanagan, CEO at CAMP Systems *“customers in our eco-system are keen to advance their commercial reach and improve productivity, while offering superior customer buying experiences to their customers at any time, from any device, and from any location – including shop floors. Our vision was validated by our customers who all wanted to add eCommerce to their digital strategy yet wanted to ensure they could do so while protecting all the investments in processes, knowledge, people and systems made over time.*

*With SalesEdge™ Commerce, we are excited to enable them with a complete natively integrated eCommerce capability with our Quantum Control or CORRIDOR ERP and ILS Marketplace platforms that allows them to seamlessly serve their customers using their own branded storefront leveraging the tools they use every day to manage their complex business processes. It also allows us to extend our SalesEdge™ product family providing more advanced sales automation and intelligence capabilities to our customers’ sales teams. Aviation parts suppliers want to focus on their core competencies and not on systems integration, and with SalesEdge™ Commerce can now benefit from an all-in-one solution designed to support their unique Aviation industry needs.”*



#### Western Aircraft

- According to John Kochel, Director of Parts and Logistics at [Western Aircraft](#), *“We knew we wanted a storefront that was developed, integrated and supported by the Aviation software partners our business depends on – CORRIDOR and ILS. Contributing to the design of SalesEdge™ Commerce realizes that vision. We are excited to unveil to our customers this new integrated online purchasing journey that was designed with them in mind.”*

#### VSE Aviation

- *“[VSE Aviation](#) is committed to continued improvement and enhancing the customers' experience. We are excited to partner and expand our relationship with Quantum and ILS to deliver full eCommerce capabilities and solutions to our customers in 2024. This new offering will improve the satisfaction and engagement of our global customers and provide them with improved access to the full range of products and services offered by VSE Aviation”, stated Karen Goode, Vice President and Chief Information Officer for VSE Aviation.”*

#### Aircraft Accessories of Oklahoma

- [AAOs](#) Cole Popplewell said that *“our family-owned repair station and parts business is focused on providing excellent parts service and purchase experiences to our aviation customers. While we want to extend that capability online and use our existing CORRIDOR ERP and ILS Marketplace presence, we can't be bogged down by having to integrate various systems with uncertified APIs from unproven vendors. SalesEdge™ Commerce is the right system for our needs, and we can't wait to realize its full potential to our business.”*

#### AvioTrade

- Said Veronica Martinez, Director, Programs & Planning at [AvioTrade](#) – *“Our mission is to increase sales and the distribution of our direct manufacturer lines, including rotatable parts, chemicals, consumables, ground support equipment and on-board service materials with current and new customers around the globe 24/7. SalesEdge™ Commerce is an indispensable element in that strategy and we are keen to extend the value of our Quantum ERP, ILS marketplace presence as well our website to attain our goals.*

### How to Get Started

Existing Quantum Control, CORRIDOR and ILS customers are invited for a personalized SalesEdge™ Commerce demo and solution scoping meeting. SalesEdge™ Commerce implementations will be facilitated with joint eCommerce and ERP professional services teams which include ILS, CORRIDOR or Quantum Control experts. SalesEdge™ Commerce is available to CORRIDOR and Quantum ERP solution customers with active ILS subscriptions, and customers can contact their representatives at ILS, Quantum Control or CORRIDOR for more information.

### For more information

Visit us at NBAA (booth C10030) or other events where a demo can be provided or get more insights at [the SalesEdge Commerce demo site](#). As always, ILS, CORRIDOR or Quantum Control customers can contact their respective account teams for further details.



### **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 28,000 users in over 100 countries make better decisions and predictions 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.

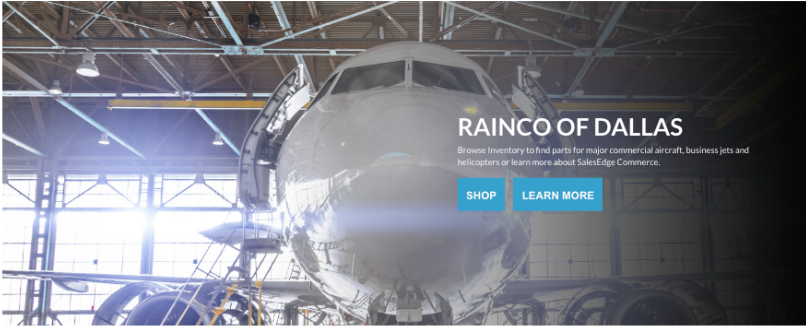
### **About Quantum Control**

Quantum Control 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 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. Quantum Control is a [CAMP company](#) which is owned by HEARST.

### **About CORRIDOR**

Continuum Applied Technology is the global provider of Cloud-based CORRIDOR Next Gen Aviation Service Center software and consulting services headquartered in Austin, Texas, USA. Supporting aircraft service centers and maintenance organizations of all type specialties, CORRIDOR customers range from single-location service centers to enterprise-level multi-facility repair station networks, as well as OEMs with thousands of technicians worldwide. Originally founded by a group of lifetime aviation professionals, Continuum is a [CAMP company](#) which is owned by HEARST.

[Link to demo video](#)



## RAINCO OF DALLAS

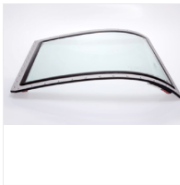
Browse inventory to find parts for major commercial aircraft, business jets and helicopters or learn more about SalesEdge Commerce.

[SHOP](#)
[LEARN MORE](#)

### FEATURED INVENTORY



501-1453-01  
Item #: 381501145301LTN0244



101-384025-23  
Item #: 8867101-384025-232022000143



522-4140-001  
Item #: 3815224140001LTN0296



RA1J7-1  
Item #: RA1J7-1\_0315

[VIEW INVENTORY](#)

### About Us

Rainco (not a real company) is a supplier based in Dallas, Texas. We carry rotables, expendables and consumables for operators for all major commercial aircraft, business jets and helicopters. All our parts and components are fully traceable and tagged, and our inventory includes OEM, USM and PMA parts.

The Rainco storefront is created to demonstrate SalesEdge Commerce by ILS.

[REQUEST DEMO](#)
