

Mxi's airline maintenance planning software limits cancellations and flight delays to lift bottom lines

With clients such as, Air Canada, Qantas, Air France KLM, Boeing and the U.S. Navy, Mxi is expected to post nearly \$40 million in revenues for 2008, a record for the company

Fast facts

Corporate profile

Founded in 1996, Mxi develops MRO process software that plans all aircraft related maintenance to decrease flight delays and cancellations. Current clients include Air Canada, Qantas, Air France KLM, The Boeing Company, and the U.S. Navy.

Airlines face many challenges in ensuring that planes are kept in safe working conditions at an affordable cost. As fuel prices continue to rise, airlines are seeking cost-cutting methods to minimize unnecessary expenses, such as overstocked inventories.

Why Ottawa

Ottawa is a top destination, offering visitors many attractions including over 30 festivals, such as the Tulip Festival, Winterlude and The Greek Festival.

The Ottawa McDonald-Cartier International Airport – rated second worldwide in airport satisfaction in 2006 by The Airport Customer Satisfaction and Performance Program – makes visiting Ottawa easy. Located 20 minutes from Ottawa's downtown, visitors can quickly travel by car and public transportation to the city core.

Business advantage

Mxi's approach to the MRO process allows clients to adopt maintenance best practices. The end result is an increase in labour productivity, improvement in aircraft "up time" and a significant reduction in operating costs.

From tracking nuts and bolts to planning for aircraft and engine upkeep, Ottawa-based Mxi Technologies helps airlines maintain fleets of million-dollar planes by scheduling maintenance and repairs and managing daily operations (dubbed the MRO process).

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Canada's Innovation Capital

Airlines face many challenges in ensuring that all planes are kept in safe working conditions at an affordable cost. As fuel prices continue to rise, airlines are now seeking cost-cutting methods to cut unnecessary expenses, such as overstocked inventories. They are also looking to adopt procedures to minimize revenue losses that are often associated with flight delays and cancellations as a result of unexpected maintenance requirements.

By planning for work and automating communication between departments, turnaround times for maintenance are reduced, with required materials and staff available when they are needed.

Mxi's Maintenix® software has six integrated components: Line Maintenance, Heavy Maintenance, Shop Maintenance, Materials Management, Maintenance Engineering and Finance.

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Using Mxi's Maintenix® software, Executive Jet Management has more than doubled its productivity, going from managing a fleet of 49 aircraft to 100 without increasing its fleet management staff. Mxi has allowed EJM to increase the average number of aircraft per manager from 4.1 to 6.7, which represents a productivity increase of 63%.

world's largest manufacturer of commercial jetliners and military aircraft, uses Mxi's software for its after-market support needs, including maintenance and engineering management.

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Future growth plans

Mxi has been profitable for 11 of its 12 years of operation and expects to post nearly \$40 million in revenues in fiscal 2008 – up from \$12 million in 2005. The company is planning on reaching \$100 million in annual sales by 2012.

Mxi employees own 98% of the business. The company has been rapidly increasing headcount, and with over 300 employees, are showing no signs of slowing down.

As part of this growth, Mxi has recently expanded its management talent, adding top executives from Entrust Inc., Cisco Systems Inc., Nortel Networks Inc., Worldheart Corp., QNX Software Systems, and Proctor & Gamble Inc. to the Ottawa team.

Contact information

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Business advantage

Mxi clients are among the most popular and trusted airlines and aviation companies. The Boeing Company, the



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