



MOOVINV™



MOOVINV™
MARKETPLACE



JULIE
AGILE SOURCING

April 2024

Why MOOV **IN** V ?



The V formation improves the efficiency of flying birds.

Each bird can achieve a reduction of reduced drag and as a result increase their **range**.

MOOVINV has a similar approach by facilitating the **reduction** of aerospace raw material inventories and by increasing a companies range of exposure in selling these excess inventories.

Agenda

1. About Us
2. MOOVINV Certified Surplus Raw Material Marketplace *(small video)*
3. JULIE - Agile Sourcing Solution
4. Questions and Next Steps

About us




MOOVINV™
MARKETPLACE

- MoovinV Creation: **2017**
- Global Presence: Headquarter Canada + 3 subs NA, Europe, Asia
- AS9120B Certified
- **Our offers:**
 - Marketplace platform
 - Sourcing services
 - JULIE Software
- Direct and Indirect staff: **40**
- 1> Billion \$ raw material available on the marketplace + another Billion coming soon ...


MOOVINV™
MARKETPLACE
Granby, Qc
Head Office
(CANADA)


MOOVINV™
MARKETPLACE
Europe
Paris
(FRANCE)


MOOVINV™
MARKETPLACE
Asia
Taipei
(TAIWAN)


MOOVINV™
MARKETPLACE
USA
Phoenix,AZ
(USA)


MOOVINV™
MARKETPLACE
MEXICO
CHIHUAHUA
(MEXICO)


JULIE
AGILE SOURCING


MOOVINV™
MARKETPLACE

International MoovinV divisions

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Marketplace VIDEO

Raw Materials Sourcing Challenges

Supply Chain
Disruptions

Global
Economic
Uncertainty

Regulatory
Compliance

Quality
Assurance

Cost Pressures

Logistics
Challenges

Supplier
Relationship
Management

Technological
Changes

Market
Volatility

Environmental
and Ethical
Concerns

**Challenge to recruit buyers
(industry knowledge, experience...)**

Meet



Just **U**se **L**ike an **I**nternal **E**xpert

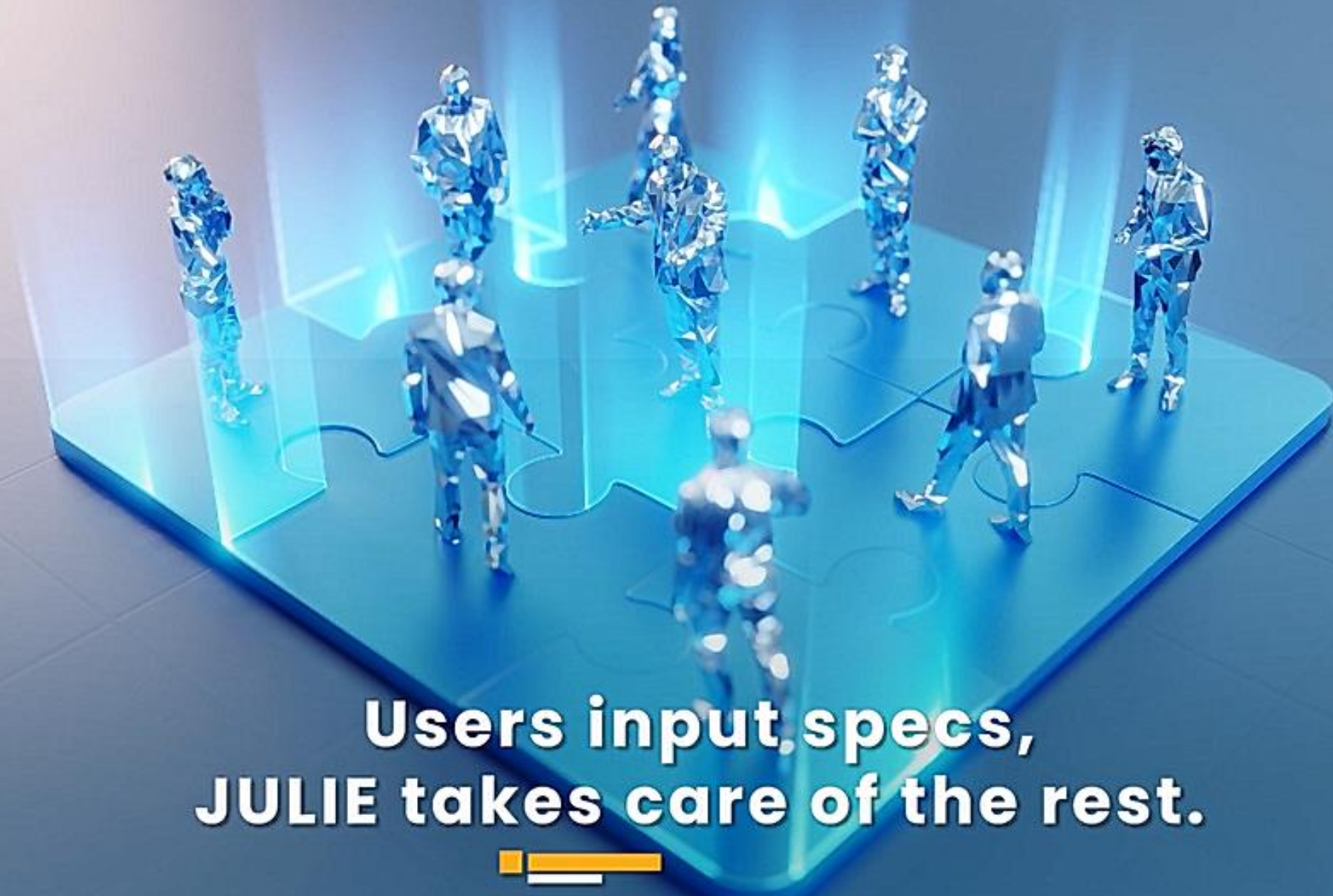
A NEW AGILE SOURCING SOFTWARE

- **TO SUPPORT YOUR RAW MATERIAL SOURCING CHALLENGES**
- **JULIE** is the **Aerospace** Industry's largest and smartest comprehensive metal sourcing platform for accessing global metal suppliers and their raw materials. Now, it has been extended to the **Automotive** and **Medical** Industries
- Strategically designed **using AI** and **complex databases**, **JULIE** quickly identifies suppliers for your metal requirements
- **Cross references all national standards of alloys**
- **Automates RFQ process to suppliers, analyses quotations & generates PO's**
- **Refines supplier searches to align with specific criteria**





MOOVINV™
MARKETPLACE



**Users input specs,
JULIE takes care of the rest.**



REQUESTS

Requests Dashboard

+ New Request

Filter Last Update greater than "2024-02-04"

#96 Mecachrome RFQ num.: Acier A36 Status Search for Suppliers Created: 19 Feb, 2024 Last Activity: 19 Feb, 2024 Assignee(s): R +	#95 Reich Tool & Design RFQ num.: Super Alloy 21-2N Status Pending for Supplier Response Created: 19 Feb, 2024 Last Activity: 19 Feb, 2024 Assignee(s): R +	#94 Pratt & Whitney RFQ num.: Steel 9310 Status Proposal Sent to Client Created: 19 Feb, 2024 Last Activity: 19 Feb, 2024 Assignee(s): R +	#93 Mecachrome Canada RFQ num.: Aluminium Any grades, if possible the cheapest Status Proposal Sent to Client Created: 15 Feb, 2024 Last Activity: 15 Feb, 2024 Assignee(s): R +
#92 GLOBSI India Sourcing RFQ num.: Nickel 625 Status Pending for Supplier Response Created: 19 Feb, 2024 Last Activity: 19 Feb, 2024 Assignee(s): R +	#91 Premier Aerospace Corp. RFQ num.: Nickel Aluminium Bronze C63000 Status Proposal Sent to Client Created: 13 Feb, 2024 Last Activity: 15 Feb, 2024 Assignee(s): R +	#90 Rasakti RFQ num.: Nickel Inconel 718 Status Analyzing Quotes Created: 13 Feb, 2024 Last Activity: 14 Feb, 2024 Assignee(s): R +	#89 MHI Canada RFQ num.: Aluminium MIL-T-7081 6061-T6 or WW-T-700/6 Status Analyzing Quotes Created: 13 Feb, 2024 Last Activity: 13 Feb, 2024 Assignee(s): R +
#88 Groupe FMI RFQ num.: Aluminium A380, Aluminium A380 Status Pending for Supplier Response Created: 12 Feb, 2024 Last Activity: 19 Feb, 2024 Assignee(s): R +	#87 Sierra Space RFQ num.: Superalloy MP35N Status Analyzing Quotes Created: 8 Feb, 2024 Last Activity: 14 Feb, 2024 Assignee(s): R +	#86 General Dynamics RFQ num.: Brass 556 Status Search for Suppliers Created: 6 Feb, 2024 Last Activity: 7 Feb, 2024 Assignee(s): F +	#85 Safran Transmission Systems RFQ num.: Stainless Steel 304L, Stainless Steel 304L, Stainless Status Analyzing Quotes Created: 2 Feb, 2024 Last Activity: 2 Feb, 2024 Assignee(s): R +

- MENU
-
- Requests
 - CRM
 - VMS
 - Reporting
 - Reporting Dashboard
 - Table View

JULIE Request Dashboard

- All requests on one view
- Can be switched to list view
- Filter by Supplier, Time, Status, ...

Materials Sourcing BOM

← Request #67

ADI Tunisie Client RFQ num.: - Created: 17 Jan, 2024 Last Activity: 20 Feb, 2024 Pending for Supplier Response

[Materials](#) [RFQs](#) [Supplier Quotes](#) [Client Quotes](#) [Purchase Orders](#)

+ Add Material

Requested Materials

Item No.	Alloy Type	Grade	Shape	Spec	Quantity	Dimensions	
#1	Steel	34CrMo4	Round Bar	NCT15-122-08	1 pieces	T/D35mm × L5m	Details
#2	Steel	4135	Round Bar	NCT15-122-08	1 pieces	T/D35mm × L5m	Details

Item #1

Alloy	Thickness / Diameter (OD)
Steel	35mm
Grade	Inner Diameter
34CrMo4	N/A
Shape	Wall Thickness
Round Bar	N/A
Temper / Condition	Width
N/A	N/A
Specification	Length
NCT15-122-08	5m
Requested Quantity	
1 pieces	
Program / Type of Use	Approved Source
N/A	N/A
Additional Info	
Diameter can be minimum of 33 mm up to 35 mm maximum.	

JULIE Request Details

- List of items / materials to request (BOM)
- All details per item
- Attach specification documents, compliance details
 - Information to forward to the supplier
 - Information to keep internal

Choose material

#4 Inconel 718 Plate

Alloy	Grade	Shape	Quantity	Specification	Temper / Condition
Inconel	718	Plate	3 pieces	DMD0424-23	N/A
Dimensions	Request for	Program / Type of Use			
T/D100mm x W310mm x L310mm	buy	N/A			

✓ EQUIVALENT NAMES FOR THE MATERIAL

JULIE Supplier Selection

- Global suppliers for your selected materials
- Knows materials to be in the supplier's assortment
 - Supportive suppliers with right-targeted RFQs
 - Satisfied buyers w/o annoying tactical tasks

Requested Grade Equivalent Grades No Grades (All Suppliers)

Suppliers Filter

<input type="checkbox"/>	Grade	Supplier Name	Website	Country	State/Province	City	Address	Categories	Zip/Postal Code
<input type="checkbox"/>	718	AAA AIR Support		US	California	Gardena	13723 Harvard Place	Distributor	90249
<input type="checkbox"/>	718	ASM Aerospace		US	Florida	Pompano Beach	2501 NW 34th Place Ste B28,	Distributor	33069
<input type="checkbox"/>	718	Acnis International		FR	Lyon	Chassieu	17 rue des Frères Lumière	Distributor	69680
<input type="checkbox"/>	718	Aerometals & Alloys		FR	Lyon	Chassieu	60-62 avenue du Progrès	Distributor	69680
<input type="checkbox"/>	718	Alloy Metals Company		US	California	Santa Fe Springs	9900 Bell Ranch Drive Suite 109	Distributor	90670
<input type="checkbox"/>	718	Alloys International		US	New york	Ronkonkoma	150 Remington Blvd.	Distributor	11779
<input type="checkbox"/>	718	Avion Alloys Inc.		US	Florida	Boca Raton	4722 NW Boca Raton Blvd. Suite C110	Distributor	33431
<input type="checkbox"/>	718	AÉRO-VAC Alloys and forges		US	Washington	Kalama	2615 N Hendrickson Dr	Distributor	98625
<input type="checkbox"/>	718	CGM Métaux		FR		Argenteuil Cedex	11 rue Jean-Pierre Timbaud	Distributor	95103
<input type="checkbox"/>	718	California Metal & Supply Inc.		US	CA	Santa Fe Springs	10230 Freeman Ave	Distributor	90670
<input type="checkbox"/>	718	Carpenter Technology Corporation - Latrobe		US	PA	Latrobe	2626 Ligonier Street	Mill Distributor	15650
<input type="checkbox"/>	718	Carpenter Technology Corporation - Reading		US	PA	Reading	101 West Bern Street	Mill Distributor	19601

Choose material

#4 Inconel 718 Plate

Alloy	Grade	Shape	Quantity	Specification	Temper / Condition
Inconel	718	Plate	3 pieces	DMD0424-23	N/A
Dimensions	Request for	Program / Type of Use			
T/D100mm x W310mm x L310mm	buy				

▼ EQUIVALENT NAMES FOR THE MATERIAL

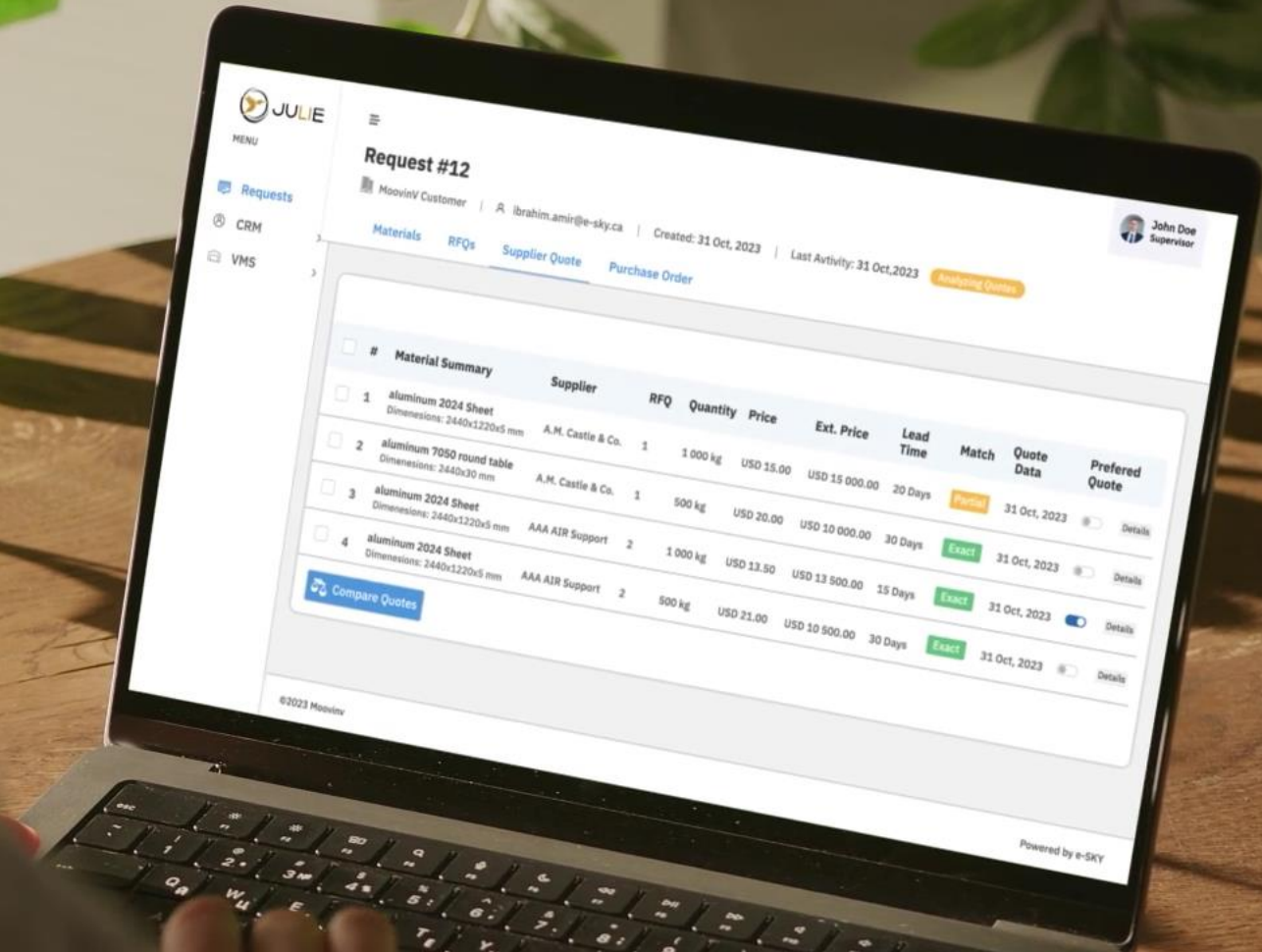
JULIE Equivalent Material Grades – JULIE knows!

- International recoding of material designations
- Drawing designation not common in target location?
- Local suppliers have no availability?
- Buyer does not know material name in other continents or trade names of supplier companies?

Requested Grade **Equivalent Grades** No Grades (All Suppliers)

Suppliers Filter

<input type="checkbox"/>	Grade	Supplier Name	Website	Country	State/Province	City	Address	Categories	Zip/Postal Code
<input type="checkbox"/>	718	AAA AIR Support		US	California	Gardena	13723 Harvard Place	Distributor	90249
<input type="checkbox"/>	718	ASM Aerospace		US	Florida	Pompano Beach	2501 NW 34th Place Ste B28,	Distributor	33069
<input type="checkbox"/>	ATI 718 ...	ATI Europe, Düsseldorf		DE		Düsseldorf	Heltorfer Str. 1a	Mill Distributor	40472
<input type="checkbox"/>	ATI 718 ...	ATI Flat Rolled Products GmbH, Remscheid		DE		Remscheid-Bergisch	In der Fleute 17	Mill Distributor	42897
<input type="checkbox"/>	ATI 718 ...	ATI Metals		US	PA	Pittsburgh	1000 Six PPG Place	Mill Distributor	15222
<input type="checkbox"/>	Superimphy 718 ...	AUBERT & DUVAL Deutschland GmbH, München		DE		München	Gotthardstraße 42	Mill Distributor	80686
<input type="checkbox"/>	718	Supplier Grades s International		FR	Lyon	Chassieu	17 rue des Frères Lumière	Distributor	69680
<input type="checkbox"/>	718	Superimphy 718 SY 718		FR	Lyon	Chassieu	60-62 avenue du Progrès	Distributor	69680
<input type="checkbox"/>	Alloy 7	PYRAD 53 N PER 718		GB	Buckinghamshire	Stokenchurch	Unit D, The Heights Business Park, Ibstone Rd	Distributor	HP14 3BG
<input type="checkbox"/>	Alloy 7	PER718 PYRAD 53 N W NiCr19NbMo		GB	Buckinghamshire	Stokenchurch	Stokenchurch	Distributor	HP14 3BG
<input type="checkbox"/>	ATI 71	NB 1 NiCr19Fe19Nb5Mo3		US	PA	Brackenridge	100 River Rd	Mill Distributor	15014
<input type="checkbox"/>	ATI 71	CNL w gheny Technologies Incorporated,		US	PA	Pittsburgh	1000 Six PPG Place	Mill Distributor	15222-5479



JULIE

Request #12

MoovinV Customer | Ibrahim.Amir@e-sky.ca | Created: 31 Oct, 2023 | Last Activity: 31 Oct, 2023

John Doe Supervisor

Materials RFQs Supplier Quote Purchase Order

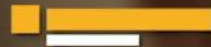
#	Material Summary	Supplier	RFQ	Quantity	Price	Ext. Price	Lead Time	Match	Quote Data	Preferred Quote
1	aluminum 2024 Sheet Dimensions: 2440x1220x5 mm	A.H. Castle & Co.	1	1 000 kg	USD 15.00	USD 15 000.00	20 Days	Partial	31 Oct, 2023	Details
2	aluminum 7050 round table Dimensions: 2440x30 mm	A.H. Castle & Co.	1	500 kg	USD 20.00	USD 10 000.00	30 Days	Exact	31 Oct, 2023	Details
3	aluminum 2024 Sheet Dimensions: 2440x1220x5 mm	AAA AIR Support	2	1 000 kg	USD 13.50	USD 13 500.00	15 Days	Exact	31 Oct, 2023	Details
4	aluminum 2024 Sheet Dimensions: 2440x1220x5 mm	AAA AIR Support	2	500 kg	USD 21.00	USD 10 500.00	30 Days	Exact	31 Oct, 2023	Details

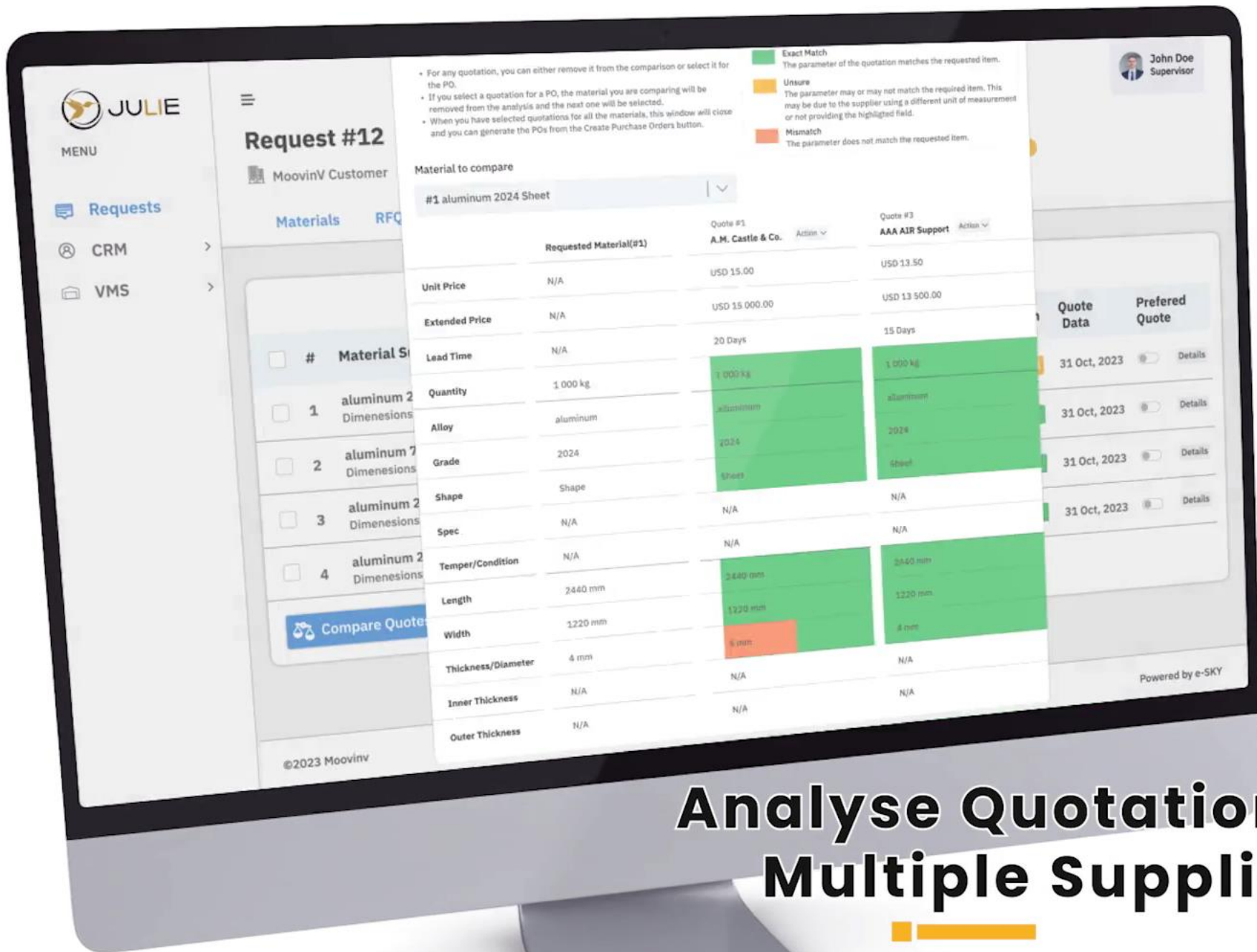
Compare Quotes

©2023 MoovinV

Powered by e-SKY

JULIE swiftly pinpoints global suppliers using AI and a vast proprietary database.





Analyse Quotation from Multiple Suppliers.

Save time to create Compliance Reports

- Supplier/country performance
- Best/worst performing
- Single source supply identification

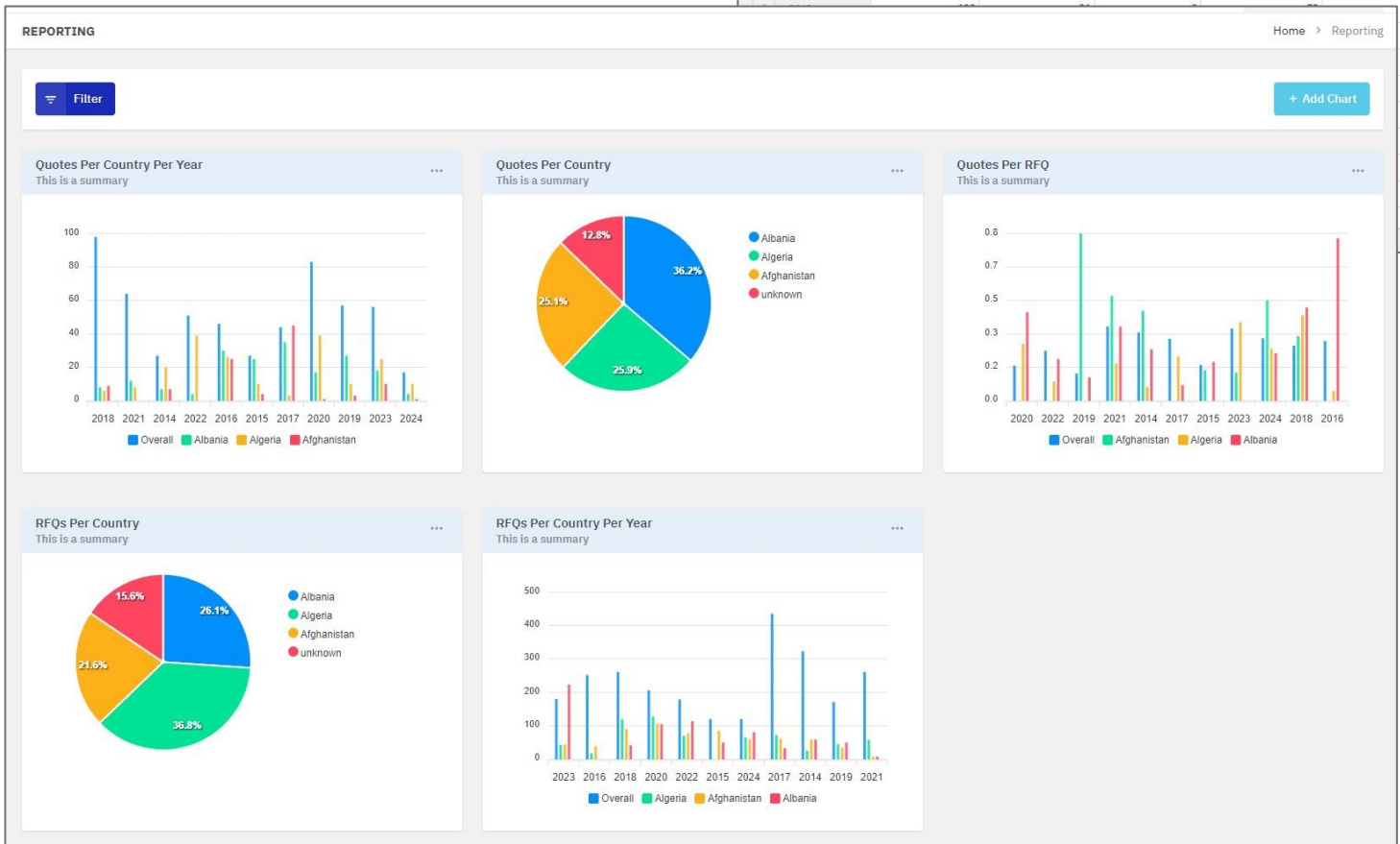
REPORTING Home > Reporting

[Filter](#) [+ Create Chart Configuration](#)

Supplier Data

	1	2	3	4	5	6	7	8	9	10	11	12
1 YEAR												
2 COUNTRY												
3 SUPPLIER	Total Sum of RFQs	Total Sum of Quotes	Total Sum of Open	Total Sum of NoReply	Total Sum of Days4Reply	Total Sum of Days4Quote	Total Sum of QuotesVol	Total Sum of OrderVol				
4 > 2014	248	47	43	158	166	106	5 059 632	3 328 936				
5 > 2015	273	41	94	138	133	134	4 912 435	5 561 806				
6 > 2016	233	81	37	115	188	154	6 688 363	4 683 896				
7 > 2017	174	32	20	122	123	145	3 215 831	3 877 753				
					120	119	3 320 728	4 140 703				
					170	204	5 881 020	5 385 269				
					104	137	4 043 417	3 091 769				
					199	202	6 319 996	5 411 948				
					224	220	7 342 540	6 332 244				
					94	96	2 001 167	2 616 959				
					39	17	854 326	746 258				
	1 560	1 534	49 639 455	45 177 541								

WebDataRocks



- Pivot tables to get to the bottom of it
- Pivot tables for diagram customization
- **Power BI data source**

Instant reports for improved supplier assessment

- Highest response ratio
- Quickest response
- Best price



JULIE

AGILE SOURCING

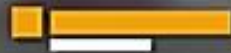
Get access to the industry's
**LARGEST DATABASE OF GLOBAL
METAL SUPPLIERS and their RAW MATERIALS**



DIN



**Cross references all
National Standards of Alloys.**



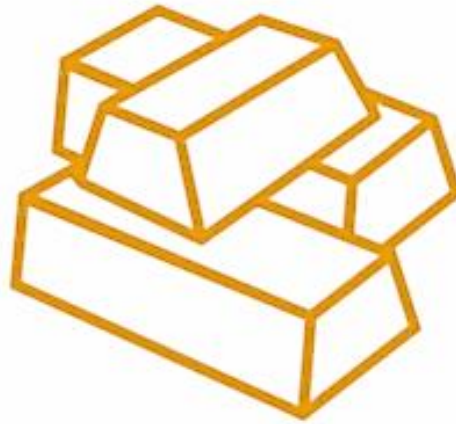


BENEFITS



OPTIMIZING EFFICIENCY

User-Friendly Training
and Rapid Material.



EASY METAL SOURCING

1000+ Verified Suppliers
around the Globe.



PRECISION RFQ TARGETING

Only Send RFQs to Companies
with desired Stock.



You gain what?

- Cost savings by comparing a broader selection of supplier quotations with less effort
- Precise targeting of your RFQs to suppliers able to deliver your requests
- Knowing what and how to request to get the best price and availability
- Automation and assistance from request to order

JULIE will disruptively improve your business!



How much does it cost to have access to **JULIE 1,0** ?

\$1250 usd per user per month

ROI Example:

- **JULIE** will save at least 25% of operation time per buyer +/- \$22 500 per year
- **JULIE** will help to bring at least 3% cost saving on raw material spent \$30 000 based on \$1M spent /year

Julie licence per year \$15 000 usd

ROI of 3.5 month or min of \$40k saving per year

Intangible :

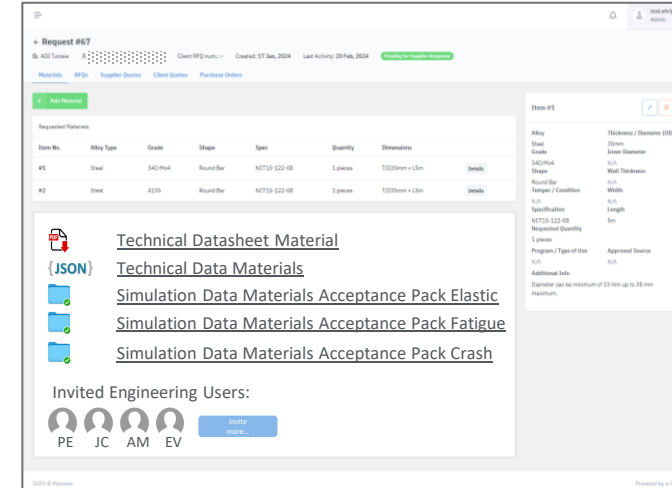
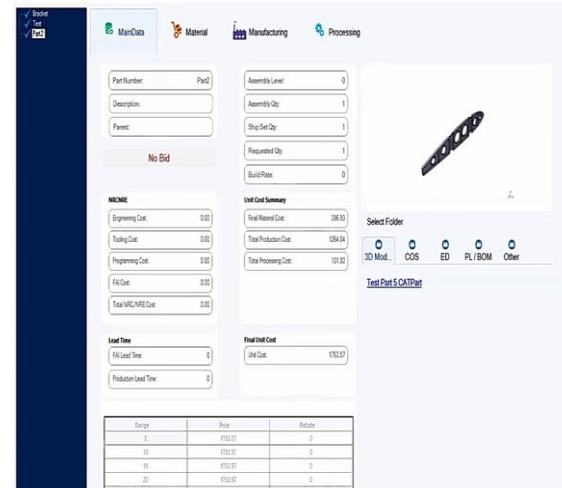
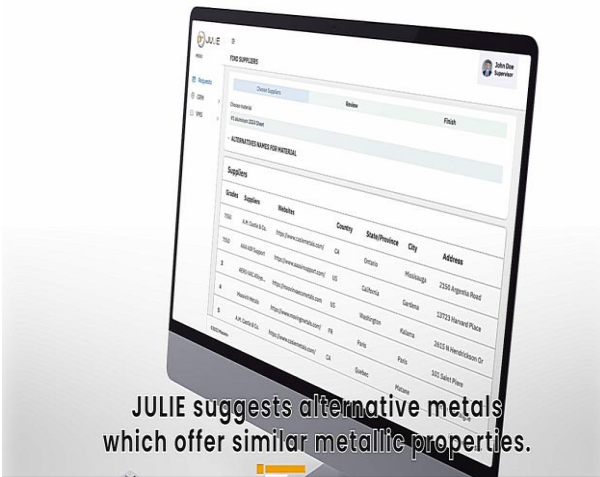
- No learning curve, no training by an experience buyer needed
- Use **JULIE** and replace an experienced buyer
- Let your buyer doing value added task

Roadmap to Add **AI** to our software **JULIE 2.0**

Alternative materials feature

Should cost analysis feature

MAT GPT



Alternative materials feature

JULIE Engineering Acceptance/ Approval Module

- Cut cost and time for material replacement
- Quickest way to evaluate material with cost savings or improved availability
- Get material datasheet as PDF and digital data file
- Get FEA model data
- AI driven data prediction
- No waiting time to run validation simulation
- Validation tests only on prior accepted candidates
- Data sources you trust
- Trace back prediction to data sources used
- Automate CAE acceptance
- Approve back into PLM/ERP

+ Add Material

Requested Materials

Item No.	Alloy Type	Grade	Shape	Spec	Quantity	Dimensions	
#1	Steel	34CrMo4	Round Bar	NCT15-122-08	1 pieces	T/D35mm x L5m	Details
#2	Steel	4135	Round Bar	NCT15-122-08	1 pieces	T/D35mm x L5m	Details

Technical Datasheet Material

Technical Data Materials

Simulation Data Materials Acceptance Pack Elastic

Simulation Data Materials Acceptance Pack Fatigue

Simulation Data Materials Acceptance Pack Crash

Invited Engineering Users:

Paul E.

Jeff C.

Anna M.

Eric V.

Invite more...

Item #1

Alloy	Thickness / Diameter (OD)
Steel	35mm
Grade	Inner Diameter
34CrMo4	N/A
Shape	Wall Thickness
Round Bar	N/A
Temper / Condition	Width
N/A	N/A
Specification	Length
NCT15-122-08	5m
Requested Quantity	
1 pieces	
Program / Type of Use	Approved Source
N/A	N/A
Additional Info	
Diameter can be minimum of 33 mm up to 35 mm maximum.	

- **Model by WICEBOOK AI Services, Phoenix (AZ)**
- **Mat-GPT AI Model and Cloud Service**
- Technical Behavior Prediction Tool/API
- Trainable with your technological data assets
- Raise your data treasure!

Should cost analysis for make or buy

JULIE

True should cost

- Know price trends in advance
- Can estimate a large volume of parts detail
- Save Time
- Experience (expert verdict)
- Progressive (price trend AI)
- Risk-Based
 - Disruptive Innovation
 - Includes Progressive
 - Adds Risk Prediction
- Expert probability >50%
- Progressive >50%
- Risk-Based probability >70%

File Quote Tools External RFQ Export

955Y5555-1

955Y6666-1

955Y7777-1

955Y8888-1

MainData
Material
Manufacturing
Processing

Part Number

Description

Assembly Level Parent Part Number

NRC /NRE

Engineering Cost:

Tooling Cost:

Programming Cost:

FAI Cost:

NRC/NRE Cost:

Unit Cost

Final Material Cost:

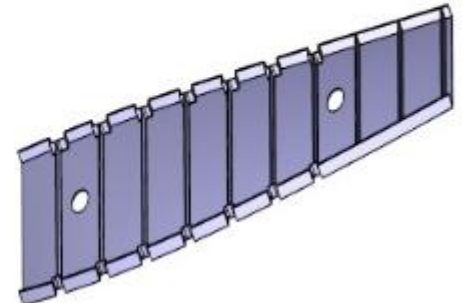
Total Production Cost:

Total Processing Cost:

Lead Time

FAI Lead Time:

Production Lead Time:



[View 3D Model](#)

Final Quote Cost

1151.01

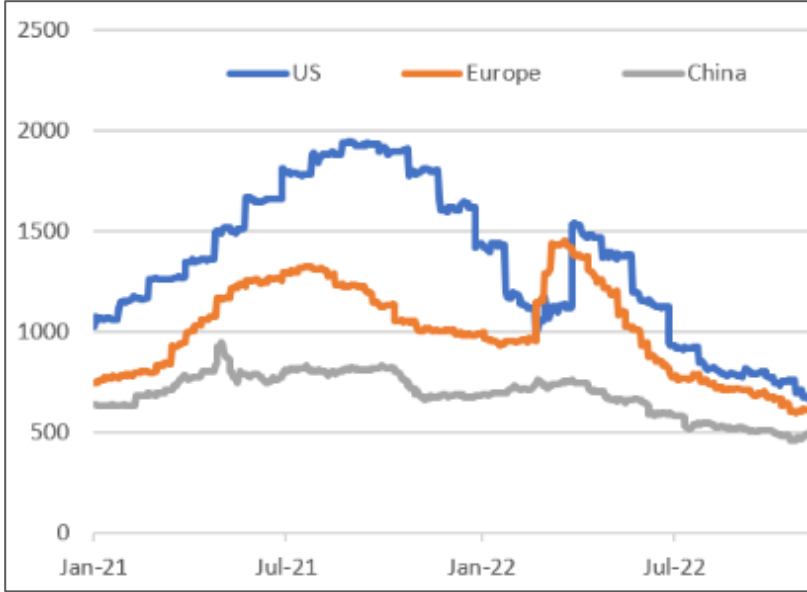
Should cost analysis, Cost Estimation, Prediction of Cost Evolution

JULIE Cost Prediction Module

- Know price trends in advance
- Plan split of order volume
- Save costs
- Experience (expert verdict)
- Progressive (price trend AI)
- Risk-Based
 - Disruptive Innovation
 - Includes Progressive
 - Adds Risk Prediction
 - Foresee crises impacts
 - Predicted impacts of e.g.:
 - COVID 19
 - Ukraine war
 - Successfully used in:
 - Travel industry
 - Crisis intervention
- Expert probability >50%
- Progressive >50%
- Risk-Based probability >70%

+ Add Material

Requested Materials						
Item No.	Alloy Type	Grade	Shape	Spec	Quantity	Dimensions
#1	Steel	34CrMo4	Round Bar	NCT15-122-08	1 pieces	T/D35mm x L5m Details
#2	Steel	4135	Round Bar	NCT15-122-08	1 pieces	T/D35mm x L5m Details



Material: Steel 4135
 Product: Round Bar
 Dimension: T/D35mm x L5m
 Volume estimate: 294 in³
 Cost estimate US: 2000 USD
 Cost estimate EU: 1850 USD
 Cost estimate CN: 1700 USD

Short Term: ↗
 Long Term: →
 International: CN →, EU →
 Volume: **Buy now**
 Estimation: Experience
 Date of prediction: 2022/11/20

Experience

Risk-Based

Progressive

Item #1 ✎ 🗑

Alloy	Thickness / Diameter (OD)
Steel	35mm
Grade	Inner Diameter
34CrMo4	N/A
Shape	Wall Thickness
Round Bar	N/A
Temper / Condition	Width
N/A	N/A
Specification	Length
NCT15-122-08	5m
Requested Quantity	
1 pieces	
Program / Type of Use	Approved Source
N/A	N/A
Additional Info	
Diameter can be minimum of 33 mm up to 35 mm maximum.	

- **Model by WICEBOOK AI Services**
- **LGRM AI Model/Cloud Service**
- Global Risk Prediction Tool/API
- Trained with your data assets
- Raise your data treasure!

Should cost analysis, More than just Raw Materials... 3D Geometry research

JULIE Make Or Buy Module

“We did a similar part/assembly in project XYZ, what did we use and what did it cost?”

- Upload drawings
- Choose preferred manufacturing settings
- Huge part, component, supplier database
- Patented geometric similarity
- AI driven comparison of geometry and specification
- Find experienced suppliers by proof of supplier quality
- Integrate your past sourcing projects/experience

+ Add Material

Requested Materials

Item No.	Alloy Type	Grade	Shape	Spec	Quantity	Dimensions	
#1	Steel	34CrMo4	Round Bar	NCT15-122-08	1 pieces	T/D35mm x L5m	Details
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Item #1

Alloy	Thickness / Diameter (OD)
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Shape	Wall Thickness
Round Bar	N/A
Temper / Condition	Width
N/A	N/A
Specification	Length
NCT15-122-08	5m
Requested Quantity	
1 pieces	
Program / Type of Use	Approved Source
N/A	N/A
Additional Info	
Diameter can be minimum of 33 mm up to 35 mm maximum.	

Search parts...

Catalogs Partners My Org

CAD Parts

Drag files to upload 3D Model
or
Browse Files

Succeeded 2

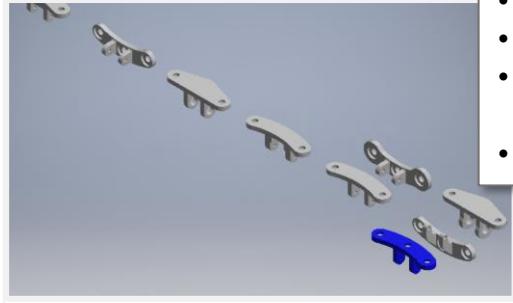
- 08/04/2022 3:00 PM BindingClamp.step
- 09/03/2022 11:20 AM HouseModel.stl

Results Of Binding Clamp

/ Analysis / Binding Clamp

Part BindingClamp.step

Material Steel

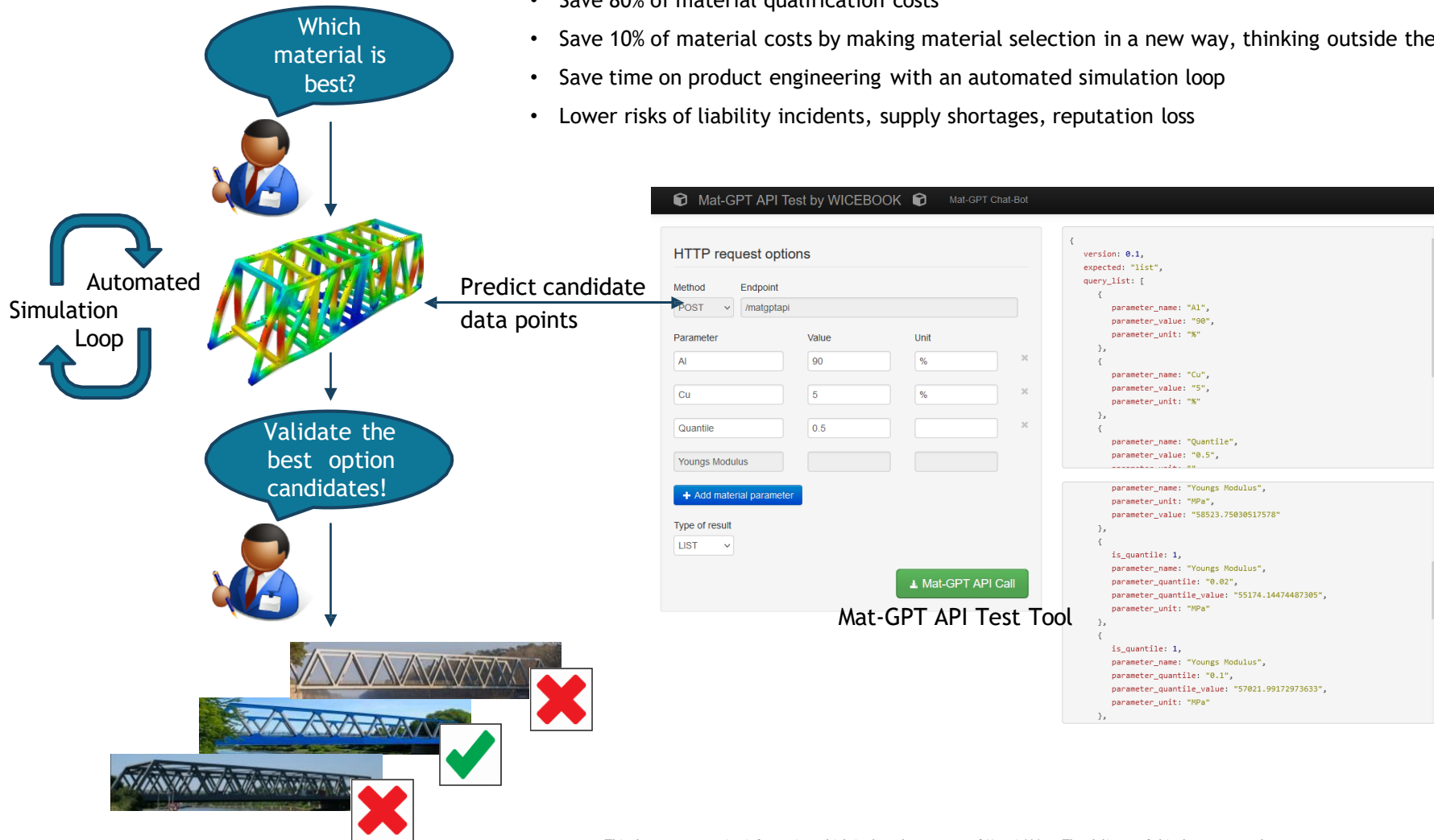


- **Patented 3DPartFinder technology**
- **Integrated Cost Estimation Model**
- Verified supplier experience
- Your past projects as key to fast and efficient sourcing and quoting
- Raise your data treasure!

Mat-GPT – Materials Generative Pre-Trained Transformer

Mat-GPT Use Case: Predictive Materials Selection for Product Engineering

- Save 80% of material qualification costs
- Save 10% of material costs by making material selection in a new way, thinking outside the box
- Save time on product engineering with an automated simulation loop
- Lower risks of liability incidents, supply shortages, reputation loss





ERP SOFTWARE



CAD SOFTWARE



**Ability to Integrate with third party
ERP and CAD Software.**



Questions?



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