



**JULIE**

A G I L E S O U R C I N G

**The smart, AI powered ecosystem  
for your supply-chain**

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**JULIE**

A G I L E S O U R C I N G

# MoovinV Group

- Founded 2017 in Montreal - Canada
- **MoovinV** connects industries, data and people to build smarter and more sustainable supply chain thanks to Julie, a unique AI driven Ecosystem dedicated to supply chains
- Solutions designed by and for industry. Our clients face the same challenges and constraints
  - Secure their supply chain
  - Control and optimize costs
  - Address environmental issues
- Global organisation



MoovinV = Moov - in - V  
Economic and efficient like birds flying in V-Formation

# A global Presence with a dedicated team of experts

- Headquarter in Montreal - Canada
- USA - Phoenix – Arizona
- Mexico - Chihuahua
- France - Paris Headquarter for Europe and Africa
- Germany – Dresden – Berlin
- India - Bangalore

# MoovinV Values

- **Operational intelligence:** AI in service of human decision-making not the other way  
At MoovinV we build technologies that simplify industrial complexity
- **Industrial excellence:** design by and for industry  
Understanding real-world industrial constraints
- **Collaboration & Ecosystem:** Performance is collective  
MoovinV connects internal functions: purchasing, engineering, manufacturing, quality, finance
- **Responsibility & Circularity:** Circularity is not a constraint, it a competitiveness lever  
Turn surplus, available products, unused capacity, expertise into shared value and collective resilience
- **International Mindset:** Global vision, local execution  
Multi-continent presence and multicultural teams supporting SMEs and large groups at a global scale

# MoovinV Commitments

- **To our clients:** supporting change through modular, scalable, and interoperable solutions, delivering measurable results.
- **To industry:** respecting operational constraints, securing critical supply chains, and building sustainable, long-term solutions.
- **Environmental commitments:** promoting the circular economy and facilitating access to local resources.
- **To our partners:** long-term relationships and integrating the best solutions available on the market.
- **Human commitment:** culture of trust, transparency, and excellence within multicultural teams.



## **JULIE** will disruptively improve your business!

- Industry's smartest comprehensive **sourcing platform** driven by **AI**
- Access **global suppliers** and their products
- **Automated sourcing processes**
- De-Risk **Material choices**
- Should-costing for **make-or-buy decisions** and to support negotiations
- Part-similarity for **cost-optimization**
- **Quick** buyer onboarding, short **learning-curve**



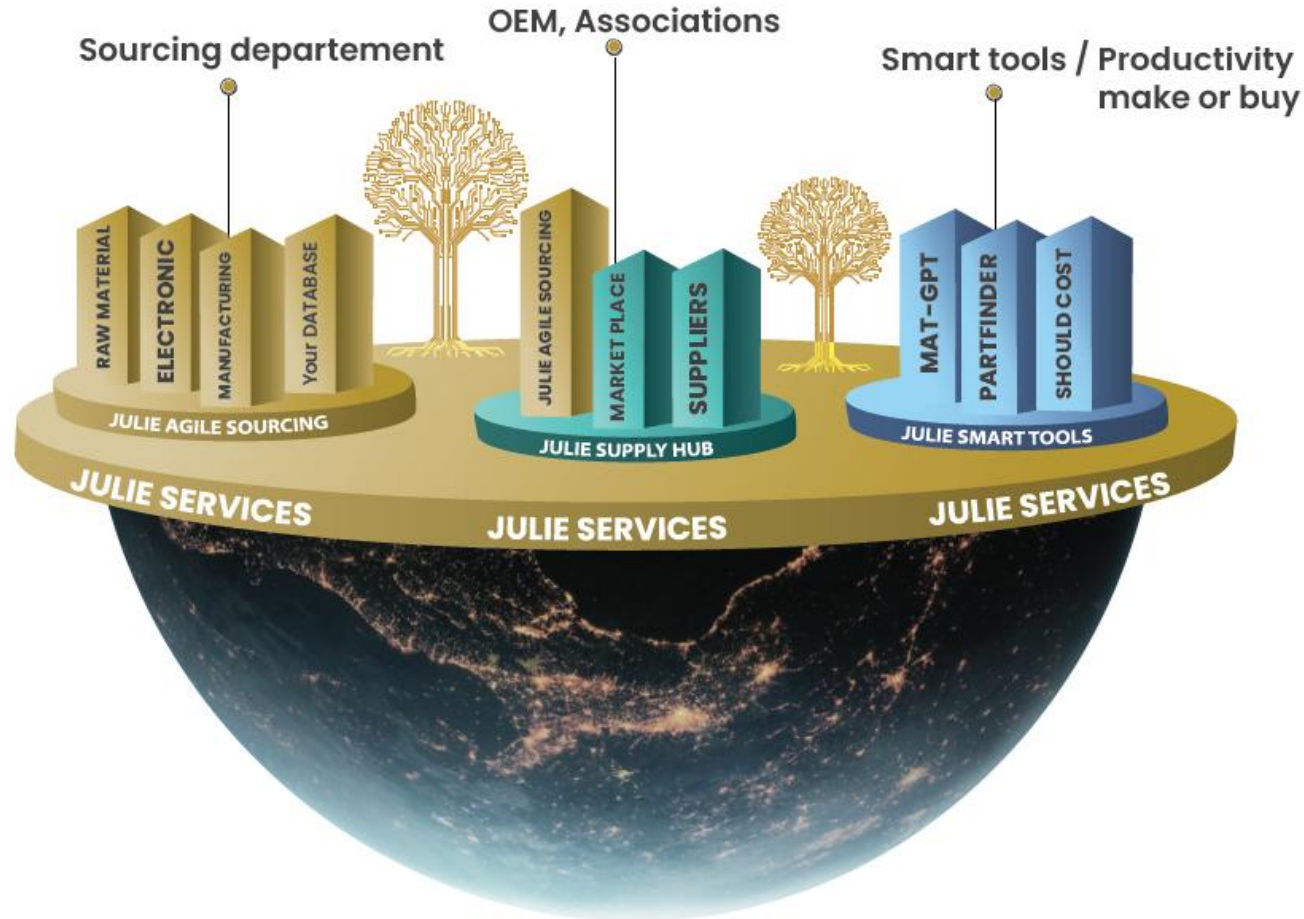
**JULIE**

AGILE SOURCING



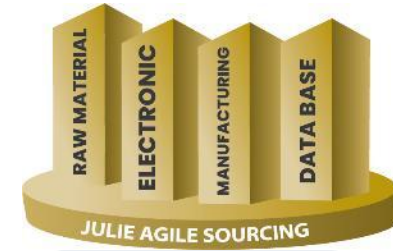
# JULIE Ecosystem for a smarter supply chain driven by AI

## 3 solutions according to your needs and strategy



**JULIE** is a *modular ecosystem* available as a **standalone solution** or **fully integrated**, supporting you throughout engineering, manufacturing, and purchasing process aligned with your needs and strategy.

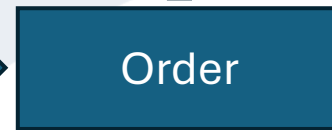
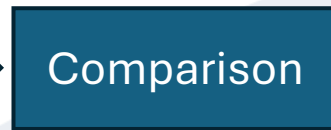
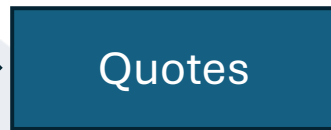
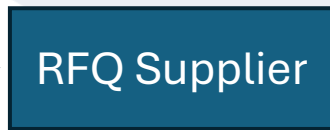
# JULIE Agile sourcing



**JULIE, The Agile solution to optimize your supply chain for raw material, electronics components, and other commodities sourcing in the Aerospace industry.**

- **JULIE** helps Buyers to identify the most suitable suppliers. Access to worldwide supplier databases.
- **JULIE** performs all tactical procurement processes, RFQ Creation, Supplier identification, RFQ Submission, Quote Analysis and Comparison, and Purchase Order generation.
- **JULIE** interfaces with ERP and PLM systems significantly reducing manual data entry.
- **JULIE** proposes global equivalences when needed, simplifying the sourcing process.

*JULIE assists you during the whole process in purchasing*



- Input forms or Excel/PLM-Interface
- Validation for designations
- Name translation into international designations
- Expected prices (Should Costing)
- Repeated needs (Order pooling)

- Integrated Supplier Database
- Your preferred suppliers as filter
- International equivalency
- Automate finding the right suppliers for your needs
- Send 100s of RFQs with one click

- Portal for incoming quotations
- Access to quotation history
- Automatic info's about progress
- Don't miss the target date

- Compare quotations side by side
- Compare apples to apples
- Decide on price, lead time, quality
- Select best supplier for each article
- Negotiation support (Should Costing)

- Generate order docs or ERP-Interface
- Send to buying agent
- Access to order history

- Control supply chain quality
- Check KPIs daily/ weekly/ monthly
- Time to answer RFQ
- Quotations/RFQ ratio
- No. RFQs/Quotations
- RFQ/Quotation vol.
- Order volume
- BI-Interface

Automate all your procurement work between defining the need (PLM) and placing the order (ERP)

Request #150 | JULIE - Just Use Lii

https://julie.moovin.com/requests/150

Anmelden

Toni Ehrig Admin

### Add New Material

#### Material Specification

Alloy: Aluminium | Grade: 2024

Shape: Round Bar | Primary Specification: AMS-QQ-250/12

Additional References: ATMM 234, DDD 137, BMS 342414 | Temper/Condition: T6

Material Carried: *Toni Ehrig Admin*

Requested Quantity: Quantity Type: Pieces | Quantity: 20

#### Material Dimensions

Thickness Unit of Measure: in | Thickness/Diameter (D): 4 | Wall Thickness: (optional)

Width Unit of Measure: in | Width: (optional)

Length Unit of Measure: ft | Length: 3

#### Additional Information

Material request for: Buy | Program/Type of Use: (optional) | Approved Source: (optional)

Validate Material Selection

Import your request  
Or manual input

Raw Materials  
or  
Electronics parts  
or  
Manufactured parts

**JULIE** assists you to fill the request form

- Verification and suggestions
- All useful and necessary data
- Avoid going back and forth due to lack of information



Request #R-JUL-150

AAA Supplier | toni.ehrig@moovin.com | Client RFQ num.: Example 12345 | Created: 8 Jan, 2025 | Last Activity

Order Target: 28 Feb, 2025 | [Search for Suppliers](#)

Materials | RFQs | Supplier Quotes | Client Quotes | PO Requests | Documents | Overview

Customer Request Text

This is my example text for a new JULIE request. I need 20 pieces of 2024 Aluminum Round Bars with a diameter of 4 inches and a length of 3 feet.

+ Add Material

Item No.	Alloy Type	Grade	Shape	Spec	Quantity	Dimensions	
#1	Aluminum	2024	Round Bar	AMS-QQ-250/1 ...	20 pieces	T/D4in x L3ft	<a href="#">Details</a>
	Steel	418	Round Bar	AMS 5616	10 pieces	T/D3in x L3ft	<a href="#">Details</a>
#3	Steel	4135	Round Bar	ASTM A29	10 pieces	T/D3in x L3ft	<a href="#">Details</a>

Upload files

Drag & Drop your files or [Browse](#)

Documents

File Name	Attached To	Type	Size	Source	Upload Date	Action
-----------	-------------	------	------	--------	-------------	--------

Item #3

Alloy	Requested Quantity
Steel	10 pieces
Grade	Thickness / Diameter (OD)
4135	3in
Shape	Inner Diameter
Round Bar	-
Temper / Condition	Wall Thickness
-	-
Primary Spec	Width
ASTM A29	-
Additional Refs	Length
-	3ft
Program / Type of Use	Approved Source
-	Safran accepted mill
-	-
Additional Info	Provide mill certificate.
Internal Info	Chosen Reference Material
-	-
Material Documents	-

**Your Bill of Materials (BOM)** as starting point of each material sourcing project. Full project workflow on one view:

- RFQs, Supplier Quotes, ..., POs

Simple fully automated sourcing process

- Select suppliers
- Send the RFQ
- Analyzes quotations



- Requests
- CRM
- VMS

### FIND SUPPLIERS

Toni Ehrig Admin

Request #103 > Find Suppliers

Choose Suppliers | Review | Finish

Choose material  
#1 Steel 418 Round Bar

Alloy	Grade	Shape	Quantity	Specification	Temper / Condition
Steel	418	Round Bar	10 pieces	AMS 5616	+QT @ 1700-1900°C
Dimensions	Request for	Program / Type of Use			
T/D30mm x L1000mm	buy	N/A			

Equivalent Names For The Material

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



Suppliers Search... Filter Clear Supplier Selection Copy Supplier Selection

Supplier Name	Country	State/Province	City	Address	Certifications	Categories	Zip/Postal Code	Created
<input type="checkbox"/> 418 A.M. Castle & Co.	US	Ontario	Mississauga	2150 Argentia Road	-	Distributor	L5N 2K7	15 Dec, 2023
<input type="checkbox"/> 418 AAA AIR Support	US	California	Gardena	13723 Harvard Place	AS9100D	Distributor	90249	15 Dec, 2023
<input checked="" type="checkbox"/> 418 AAA Supplier	US	Quebec	Montreal	Myroad 123	-		12345	7 Feb, 2024
<input checked="" type="checkbox"/> 418 AAA Test	US	Quebec	Montreal	Myroad 123	-		12345	16 Feb, 2024
<input type="checkbox"/> 418 ASM Aerospace	US	Florida	Pompano Beach	2501 NW 34th Plac...	AS9120B	Distributor	33069	15 Dec, 2023
<input type="checkbox"/> 418 All Metals & Forge Group	US	New Jersey	Fairfield	75 Lane Road	AS9100D	Forge	07004	15 Dec, 2023
<input type="checkbox"/> 418 AÉRO-VAC Alloys and forges	US	Washington	Kalama	2615 N Hendrickso...	AS9100D	Distributor	98625	15 Dec, 2023
<input type="checkbox"/> 418 California Metal & Supply Inc.	US	CA	Santa Fe Springs	10230 Freeman Ave	AS9100D	Distributor	90670	15 Dec, 2023
<input type="checkbox"/> 418 Carpenter Technology Corporation - Latrobe	US	PA	Latrobe	2626 Ligonier Street	ISO9001: ...	Mill Distributor	15650	15 Dec, 2023
<input type="checkbox"/> 418 Carpenter Technology Corporation - Reading	US	PA	Reading	101 West Bern Street	ISO9001: ...	Mill Distributor	19601	15 Dec, 2023
<input type="checkbox"/> 418 Dunkirk Speciality Steel	US	New York	Dunkirk	830 Brigham Road	-	Mill	14048	15 Dec, 2023
<input type="checkbox"/> 418 Earle M. Jorgenson Co.	CA	Quebec	Laval	1255 Avenue LaPlace	ISO9001	Distributor	H7C 2N6	15 Dec, 2023

Add Filter

Certifications

is

ISO9001

+ Add Filter

Supplier selection



**JULIE**

AI Extended  
Sourcing  
Infrastructure

# JULIE Manufacturing suppliers

*You can use julie agile sourcing for different commodities*

*Example : Manufactured parts*

*Based on the component specifications,  
**JULIE** will suggest you a list of manufacturing  
suppliers having the capabilities to produce it  
according to the following criteria and will send RFQs:*

- Customer Approval*
  - Quality certs: AS9100, NADCAP, etc.*
  - Kind of machine able to produce it: Milling, Lathe, etc.*
  - Type of material*
  - Quality scored card*
- And more...*



MOOVINV

A worldwide database  
for raw material equivalences  
or alternatives



**Cross references international  
standards of materials and processes.**





MENU

Requests

CRM

VMS

### Request #12

MoovinV Customer

Materials RFQ

- For any quotation, you can either remove it from the comparison or select it for the PO.
- If you select a quotation for a PO, the material you are comparing will be removed from the analysis and the next one will be selected.
- When you have selected quotations for all the materials, this window will close and you can generate the POs from the Create Purchase Orders button.

- Exact Match**  
The parameter of the quotation matches the requested item.
- Unsure**  
The parameter may or may not match the required item. This may be due to the supplier using a different unit of measurement or not providing the highlighted field.
- Mismatch**  
The parameter does not match the requested item.



John Doe  
Supervisor

Material to compare

#1 aluminum 2024 Sheet

	Requested Material(#1)	Quote #1 A.M. Castle & Co.	Quote #3 AAA AIR Support
Unit Price	N/A	USD 15.00	USD 13.50
Extended Price	N/A	USD 15 000.00	USD 13 500.00
Lead Time	N/A	20 Days	15 Days
Quantity	1 000 kg	1 000 kg	1 000 kg
Alloy	aluminum	aluminum	aluminum
Grade	2024	2024	2024
Shape	Sheet	Sheet	Sheet
Spec	N/A	N/A	N/A
Temper/Condition	N/A	N/A	2440 mm
Length	2440 mm	2440 mm	2440 mm
Width	1220 mm	1220 mm	1220 mm
Thickness/Diameter	4 mm	5 mm	4 mm
Inner Thickness	N/A	N/A	N/A
Outer Thickness	N/A	N/A	N/A

Quote Data	Prefered Quote
31 Oct, 2023	<input type="checkbox"/> Details
31 Oct, 2023	<input type="checkbox"/> Details
31 Oct, 2023	<input type="checkbox"/> Details
31 Oct, 2023	<input type="checkbox"/> Details

Compare Quote

©2023 MoovinV

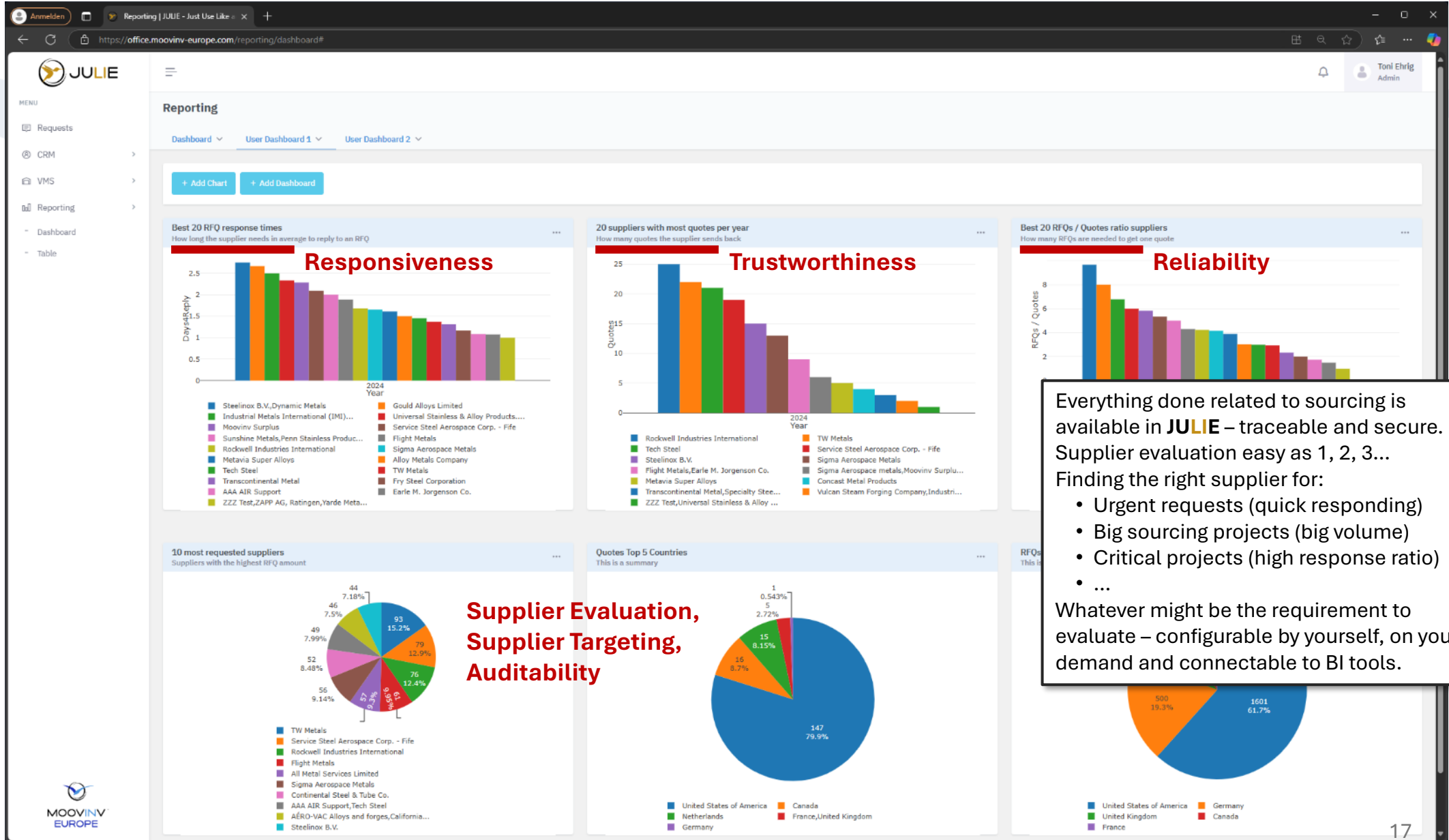
Powered by e-SKY

Julie generates a report to compare quotations

# Analyze quotations from multiple suppliers.

# KPI Supply Chain Intelligence to improve Supply Chain Resilience

**KPIs**



# JULIE Supply Hub

**collaborative exchange platform  
among industry professionals to  
create shared value**

**Your Private Smart Database (members ... And more)**

**+**

**JULIE Agile Sourcing**

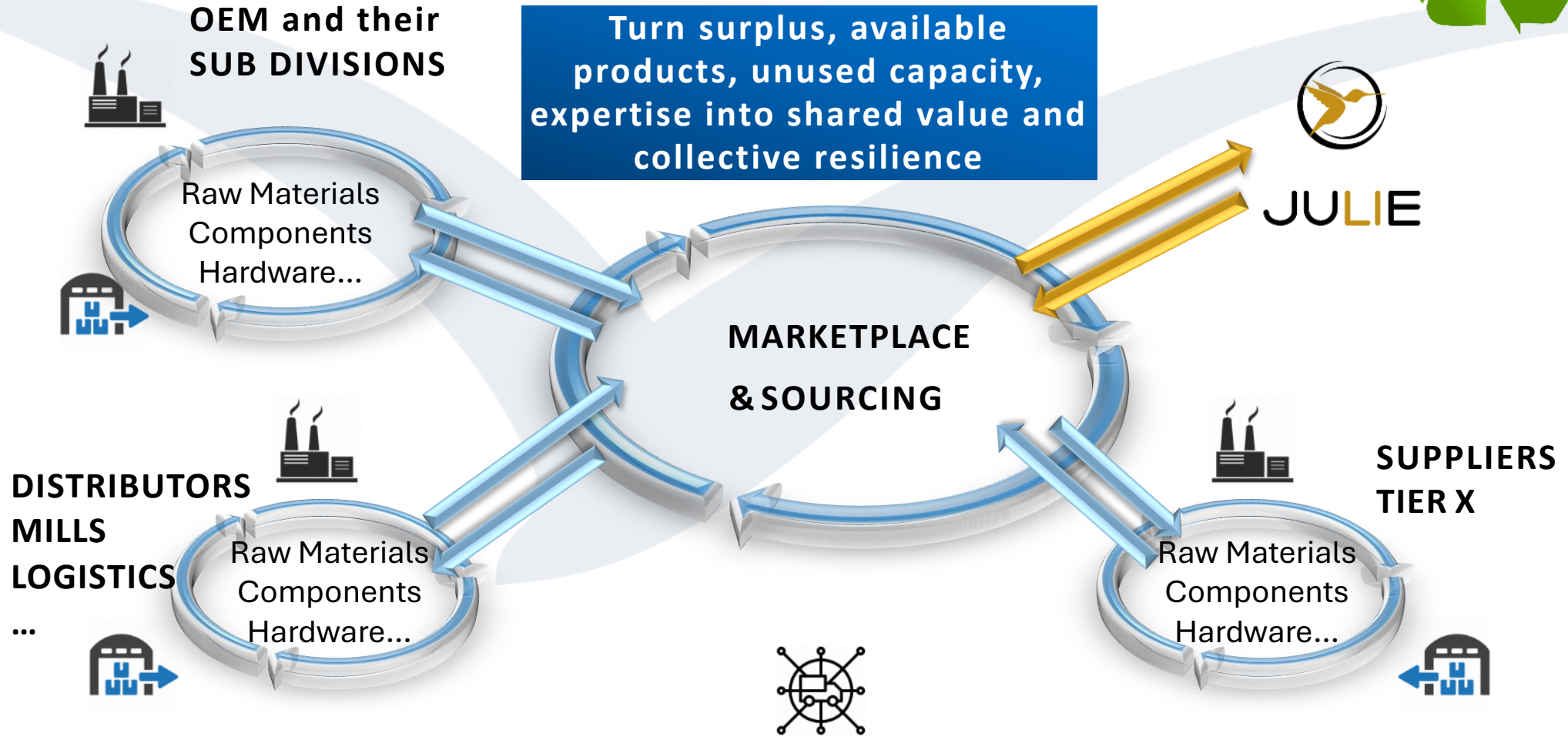
**+**

**Your Private Marketplace (embracing the circular economy)**



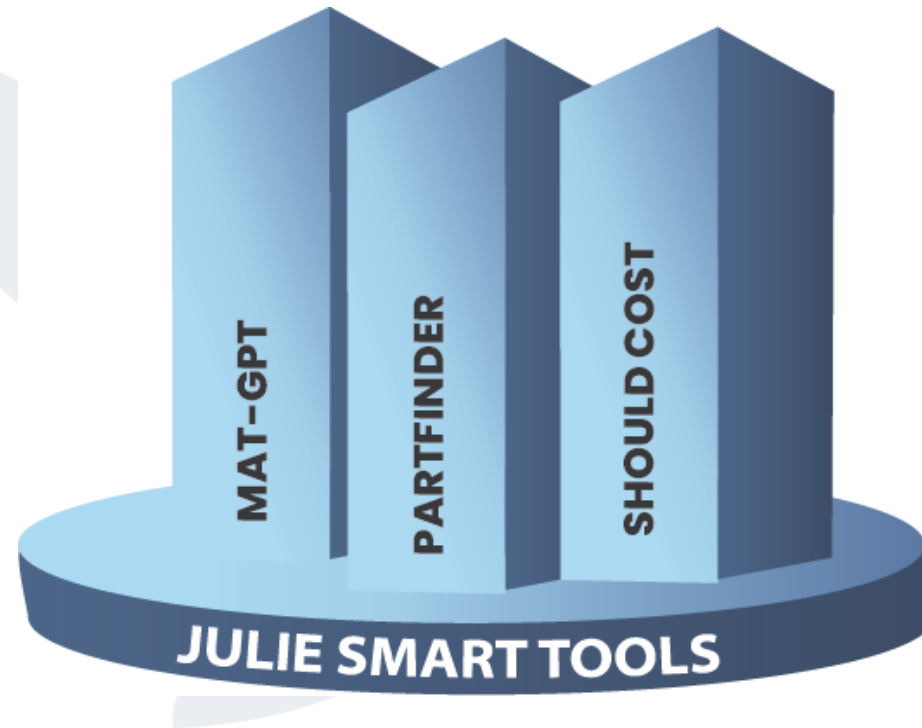


# JULIE Supply Hub: Explore a new and unique economic opportunity embracing the circular economy



JULIE Supply Hub can be deployed **globally** to support coordinated, agile sourcing across regions.

# JULIE Smart tools



**JULIE** *assists you during the engineering and manufacturing processes*

**JULIE**

AI Extended  
Sourcing  
Infrastructure

# JULIE 3D Part Finder



## Business Impact:

- Save time, improve quality by omitting design duplication
- Support engineers to find similar adapters, brackets and components
- Help buyers to identify projects sourcing the same parts

**Performance is collective in collaboration between the departments.**



**MOOVINV**  
MARKETPLACE

# JULIE Part Finder – Reuse your Data

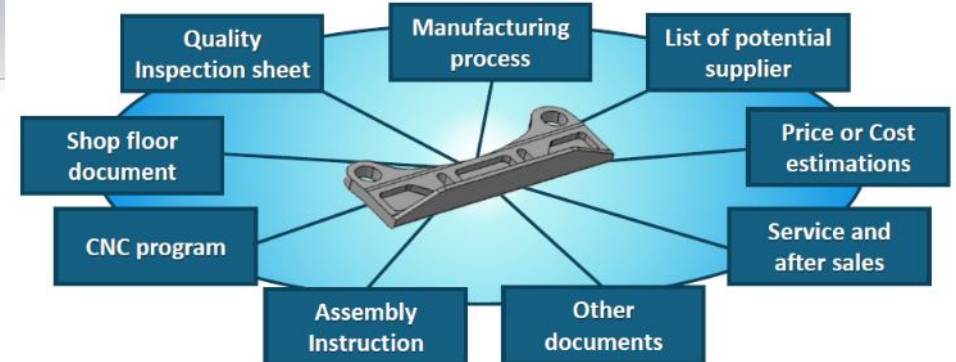
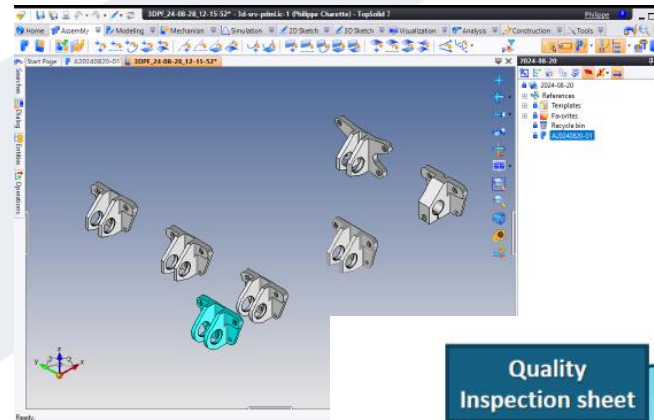


3D Part Finder Enterprise uses part geometry to locate relevant data and to assist stakeholders in their tasks

**Boost productivity**

Enterprises host terabytes of data related to part geometry

- Most similar parts share a similar function and manufacturing process
- With 3D Part Finder geometric search similar parts can be identified
- This helps you to save engineering time by reusing existing designs
- This helps you to optimize quality and supplier relation by defining an equal part strategy
- This helps you save costs by ordering bigger volumes of the same parts



# JULIE Agile Sourcing Should Costing



## Business Impact:

- Do **make-or-buy** decisions during product development
  - Buy: Know the target price
  - Make: Strategic preparation for production
- **Help buyers with a cost prediction** before they get a quotation (risk-reduction, negotiation)

**Performance is collective in collaboration between the departments.**

# JULIE Should-Costing



Optimize costs and decisions,  
...  
Select manufacturing suppliers

**Component Should-Costing:**  
The should-costing material parameters are identified via chemistry of the identified material from the “(BOM) Material: ...” additional requirements value. Further relevant parameters are extracted from 3D parts analysis of the .stp file. All evaluations of 3D geometry is run on premise – no cloud transfer of .stp files needed.

Item No.	Type	Name	Category	Spec	Quantity	Dimensions
#1	Machined Part	CTC-101	Component	AP209	100 pieces	T/D800mm x W450mm

**4Cost - Should Cost Analysis:**

- Given Material available for should-costing 3D component
- Calculated bounding box volume from 3D geometry: 3295 in<sup>3</sup>
- Calculated machining cut-off from 3D geometry: 73%

**STP file upload:** nist\_ctc\_01\_asme1\_rd.stp

**Cut-off:** High

**Complexity:** Low

**Lot Size:** Small Series (1,000 - 10,000)

**Quality:** Standard

**Region:** Europe

**Quantity (Optional):** 100

**Material Price (Optional):** Enter material price

**4cost-aces Cost summary**

Category	Value
Direct material cost	296.52
Direct manufacturing cost	913.36
<b>LPG (Unit production cost)</b>	<b>1,209.88</b>
Production-OH	307.92
<b>Amuc (Amortised unit cost)</b>	<b>1,607.80</b>

**Additional Requirements:**

- Material: 2024 Aluminium AMS QQ-A-250/11
- Machining: 3D-Printed or CNC-Machined (5 Axis)
- Treatment: Tempered
- Coating: 200°C Powder Coating, Black

# Mat-GPT



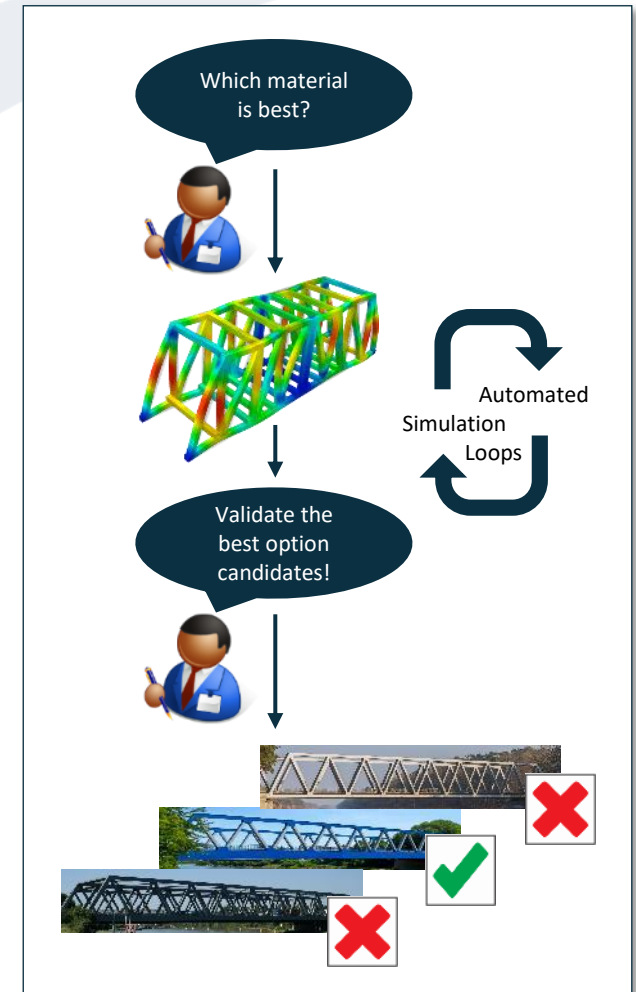
## Decide Earlier. Test Smarter. De-Risk Material Choices.

AI-powered prediction for faster alternative material decisions — without waiting for full qualification.

### Are you interested by?

- lower material qualification cost
- faster product development
- 10% lower production material cost

Reduce supply shortage and liability risk by making better decisions earlier.



# Mat-GPT

## An AI engine that predicts material behavior from real-world data



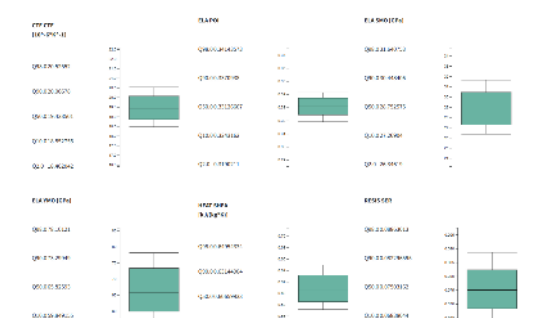
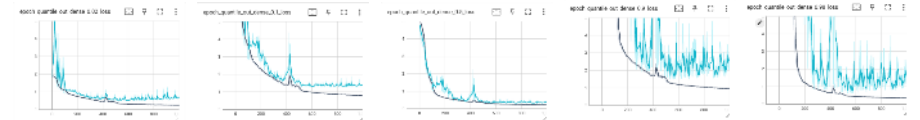
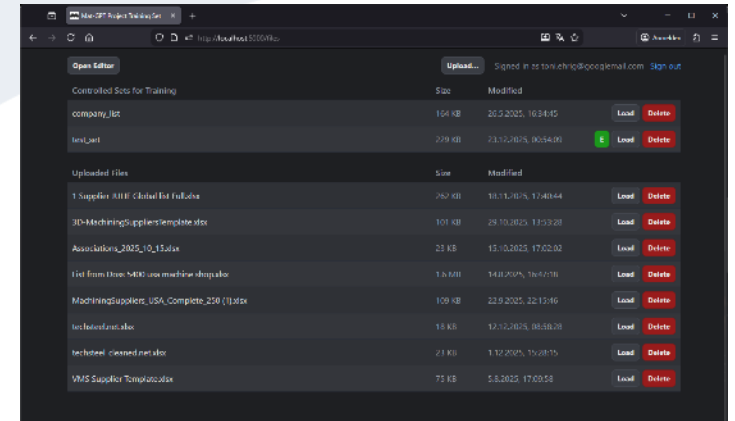
We predict unknown material properties and performance from complex, mixed inputs you already have.

### What it handles:

- **Non-linear, highly multi-dimensional behavior** becomes predictable
- Combines **numeric parameters + textual process descriptions**
- Works with **incomplete, real-life datasets**

### Examples:

- “What changes in behavior if we add/remove an ingredient?”
- “What properties should we expect from this alternative material?”
- “Will this component fail at X force at -20°C and 90% humidity?”



# Mat-GPT

## ROI: Faster decisions, lower cost, lower risk

Business Case

### Business Impact:

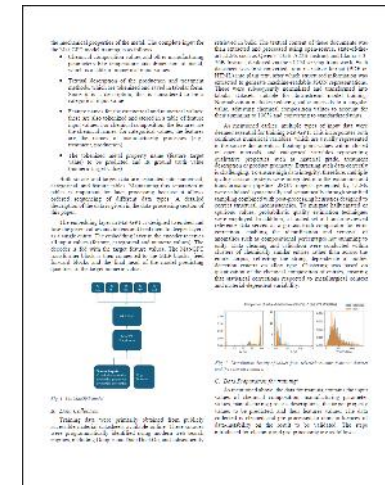
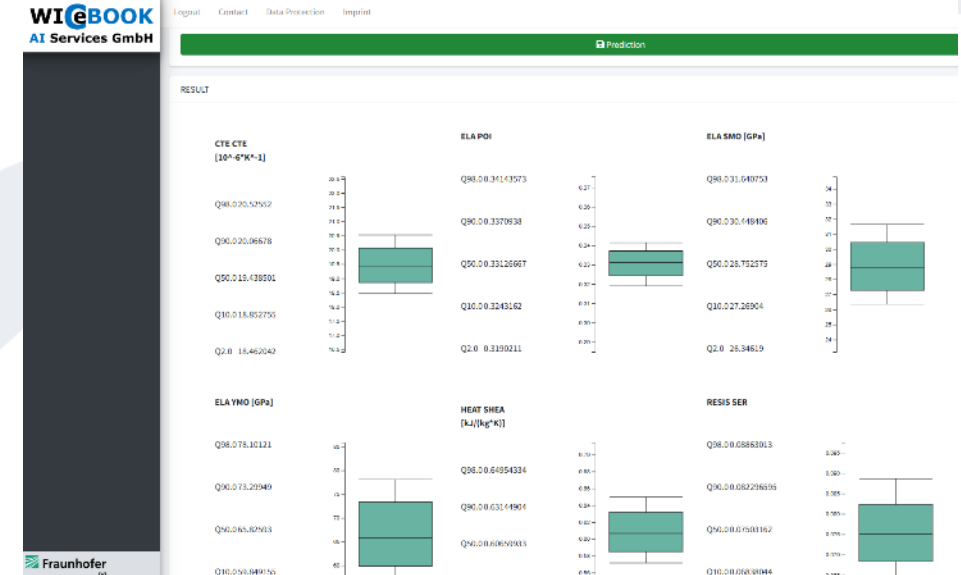
- Save up to 80% of material qualification costs
- Save up to 10% of production material costs
- Save up to 20% of product development time
- Lower risk of liability incidents and supply shortages
- Prevent development from stalling when substitutions are needed

Predicts property range limits with ~1% medium deviation or less.

This is your fast lane to alternative material decisions — decide first, qualify later.



MOOVIN



IEEE paper on Mat-GPT material prediction

# MoovinV AI Toolchain

## Disrupt product development and procurement workflows

**GLOCAL approach: We can serve YOU with global experience leveraging local resources!**

### MoovinV AI Tools Overview:

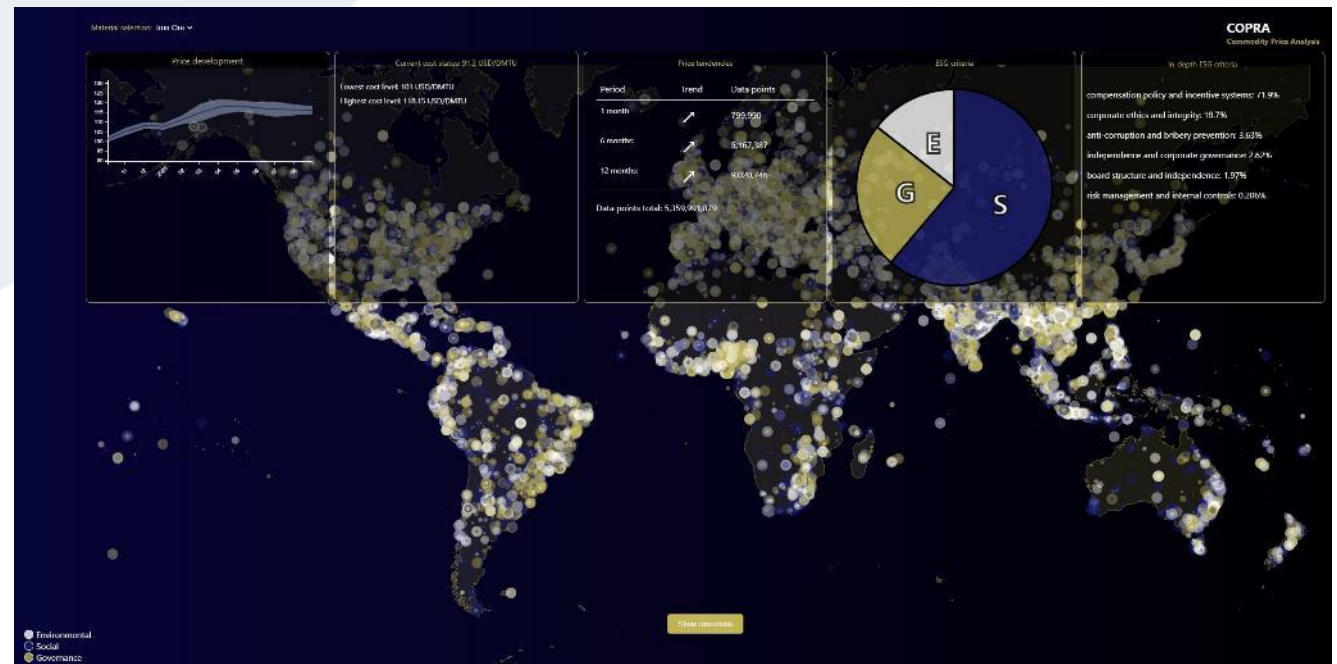
- Automated information discovery
- Prediction based on real-life data
- Risk-conscious decision making
- “If we knew what we know”
- Agentic workflow support – procurement, engineering, ...

# MoovinV AI Toolchain

## Disrupt product development and procurement workflows

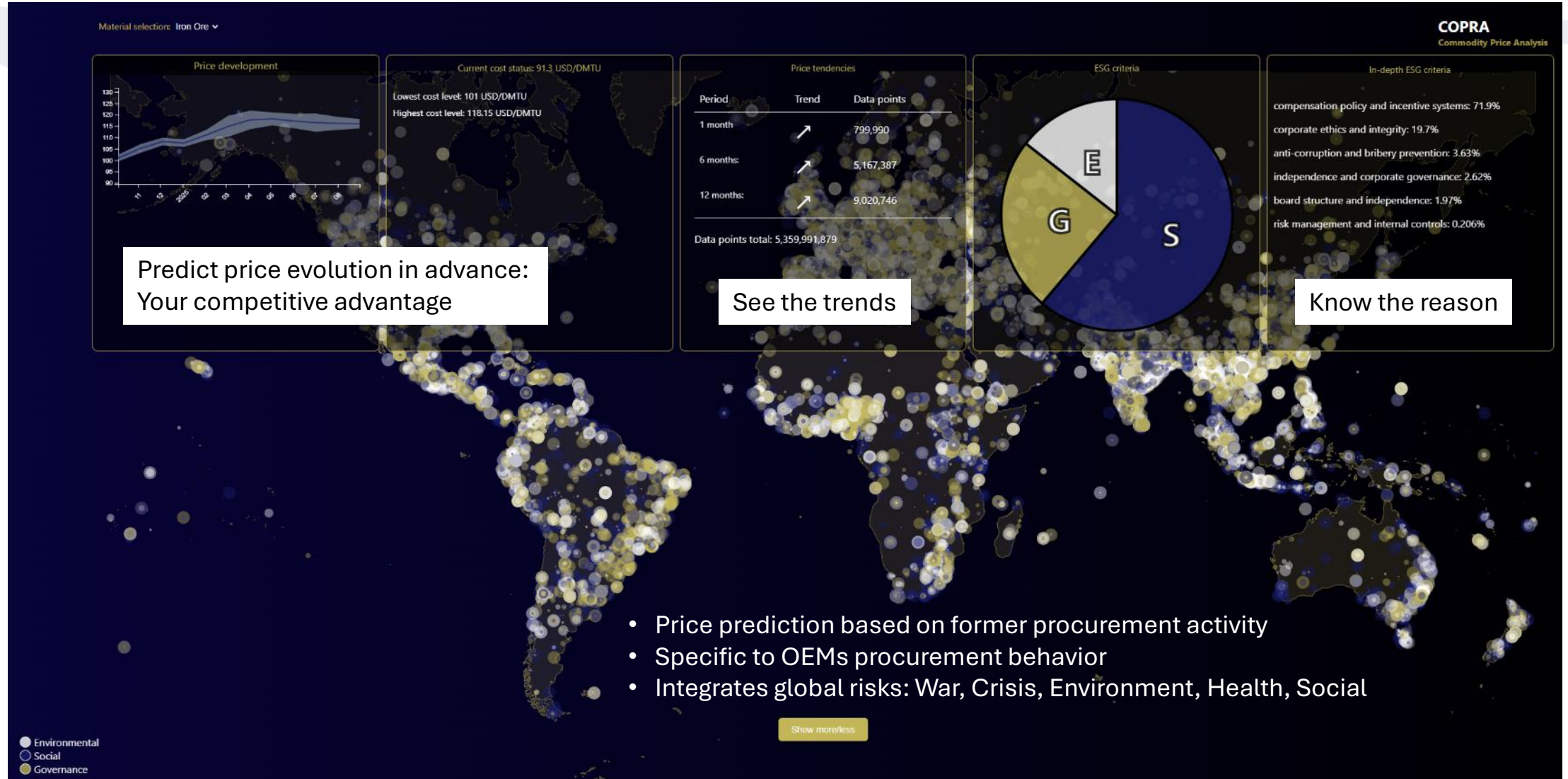
### Risk-conscious decision making

- Using Mat-GPT model for data prediction
- Using Risk-LGRM model for risk-assessment
- Applications:
  - Location risk prediction
  - **Logistics risk prediction**
  - **Commodity price prediction**
  - Commodity availability prediction



# MoovinV AI Toolchain

## AI Cost Prediction

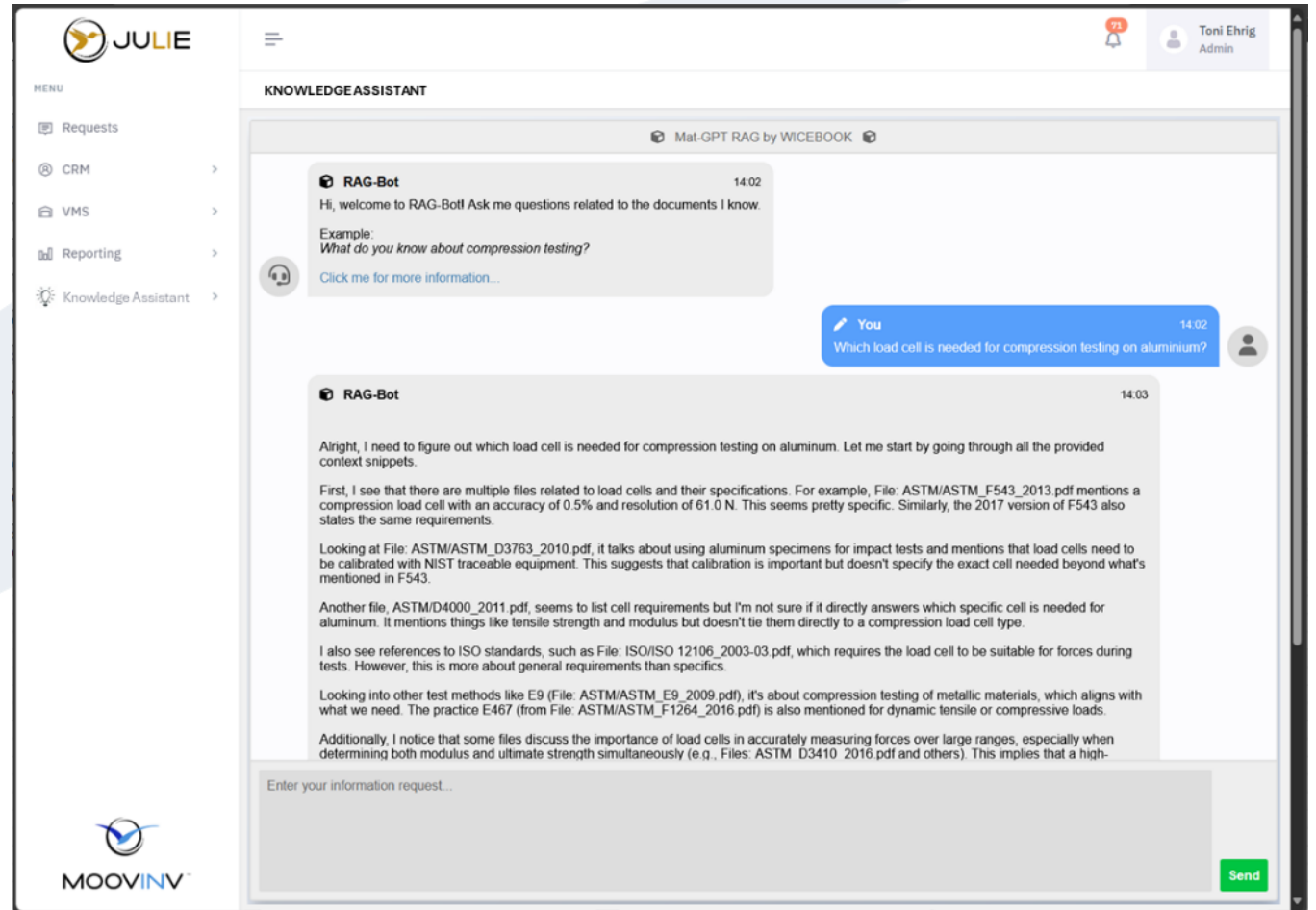


# MoovinV AI Toolchain

## Disrupt product development and procurement workflows

### “If we knew what we know”

- Using AI Information Discovery Toolchain
- Customized local RAG solutions
- Local, safe, secure (all components customizable)
- Specialized to user application scenario
- Applications:
  - HR training
  - **QA/work/safety instructions**
  - **Lessons learned**
  - **Specification insight**
  - Knowledge discovery



The screenshot displays the JULIE Knowledge Assistant interface. On the left is a navigation menu with options: Requests, CRM, VMS, Reporting, and Knowledge Assistant. The main chat area shows a conversation with a RAG-Bot. The bot's initial message is: "Hi, welcome to RAG-Bot! Ask me questions related to the documents I know. Example: What do you know about compression testing? Click me for more information...". The user asks: "Which load cell is needed for compression testing on aluminum?". The bot's response is a detailed analysis of various standards and documents, including ASTM F543, ASTM D3763, ASTM D4000, ISO 12106, and ASTM E9, discussing their requirements for load cells in compression testing on aluminum.

# JULIE Services

- Technical assistance
- Outsourcing
- Organization
- Customization
- And much more ...



*Feel free to submit your requests at any time: [sales@moovinv.com](mailto:sales@moovinv.com)*

# ROI example: customer story – landing gear

## CLIENT'S OBJECTIVES/CLIENT PROFILE

Maintain sourcing performance despite difficulty hiring experienced buyers

## WHAT WE DID

Provided a digital sourcing expert through AI Software

Guiding less experienced staff and automating routine tasks by using JULIE

## VALUE DELIVERED

Reduced pressure on recruitment, faster onboarding, consistent quality with a leaner team

Improve sourcing performance  
Faster onboarding  
Automation

Client Pain Point	With Traditional Sourcing	With JULIE	Quantified ROI
Lack of trained sourcing personnel	New employees struggle with material designations, sourcing strategies are inconsistent	JULIE guides users with AI suggestions, clear sourcing logic, and educational support	Faster onboarding, reduced dependency on expert profiles, consistent quality sourcing
Overloaded procurement teams with no support	Tactical workload overwhelms teams, leaving no time for training or strategic actions	JULIE automates routine tasks and includes tutorials/webinars to upskill users as they work	Increased team capacity, better morale, improved strategic focus
Expensive to build and maintain large sourcing teams	High costs to recruit, train, and retain specialists	JULIE allows lean teams to handle larger workloads efficiently	Lower HR costs, scalable sourcing without proportional team growth

Metric	Baseline	Result With JULIE
Onboarding time for new buyer	2–3 <u>months to autonomy</u>	1 week with JULIE guidance and embedded training
Quote comparison effort per RFQ	1–2 hours (manual normalization and analysis)	< 5 minutes with structured comparison and supplier scoring

# ROI example: customer story Wing & aerostructures

## CLIENT'S OBJECTIVES/CLIENT PROFILE

Gain access to a wider, more reliable supplier network

## WHAT WE DID

Provided instant access to a global through JULIE database, qualified supplier base with smart matching

## VALUE DELIVERED

More competitive quotes, improved sourcing resilience, reduced risk of supply disruption

**Worldwide supplier DB**  
**Efficiency**  
**Sourcing time divided by 5**

Client Pain Point	With Traditional Sourcing	With JULIE	Quantified ROI
Limited supplier reach and outdated contacts	Relying on known/local suppliers, slow to expand network	Instant access to a global, verified supplier base curated by JULIE	Broader options, better prices, improved supply resilience
Unclear specifications or request misinterpretation	Frequent back-and-forth with suppliers, mismatches	AI helps clarify and structure requests for optimal supplier understanding	Fewer delays, fewer resubmissions, better communication efficiency
Low visibility on pricing trends and sourcing risk	Static data, intuition-based decisions	AI trend analysis, prediction tools for price evolution and supply chain risks	Better budgeting, proactive sourcing, reduced overpaying and emergency orders

Metric	Baseline	With JULIE
Supplier response rate	30–50% (due to unclear specs or slow processes)	> 90% thanks to standardized, AI-clarified requests and broader outreach
Average time to source certified material	8–10 days (manual supplier search, certification validation)	1–3 days with AI-powered matching and certification cross-check
PR to PO processing time	1-2 days (manual RFQ handling, supplier follow-up)	< 1 hours with automated PR →RFQ → PO flow

# Testimonials

*"With JULIE Agile Sourcing software, our time spent on metal sourcing has significantly decreased. It's easy to use and quickly finds equivalent materials, giving us a competitive advantage by identifying alternative suppliers."*

**Frédéric AUDÉ, Strategic Sourcing Director @ Heroux-Devtek**

*"I like the system. It's so easy to just enter the material I'm looking for and they do all the work."*

**Michele Ricks, Purchasing Agent-Corporate @ Sonaca**

*"This partnership with MoovinV allows us to add a technological dimension to our offering, thereby strengthening our clients' purchasing performance".*

**Mathieu Dominguez, Managing Director @ KLB**

*"Thanks to its ability to identify materials with similar properties across all international markets, JULIE Agile Sourcing is radically transforming supply chain management. It helps reduce the impact of shortages and is an essential tool for meeting production deadlines."*

**Roland Maranzana, Professor Systems Engineering @ Ecole de Technologie Supérieure Montreal**



# Testimonial: Heroux-Devtek

*"With JULIE Agile Sourcing software, our time spent on metal sourcing has significantly decreased. It's easy to use and quickly finds equivalent materials, giving us a competitive advantage by identifying alternative suppliers."*

**Frédéric AUDÉ, Strategic Sourcing Director @ Heroux-Devtek**



[Long interview on youtube.com](#)

[Short interview on youtube.com](#)



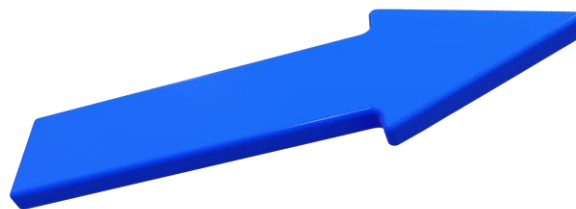


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**MOOVINV™**

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