



A better way
to track parts & labor



"I'm interested. Where do I start?"



A key element of TSO's success is that it is not just a collection of pieces thrown together'. It is a sophisticated suite of hardware and software that works together to seamlessly do 'the right thing at the right time' for data collection. This makes for a powerful solution, but a difficult one to demonstrate because it is not 'just some software that you can share on a Zoom call'.

But because of the powerful smartphone data collection, you can try the entire Labor entry and documentation feature from your phone, right now. We have a dedicated 'loaner/demo' server set up in Chicago that you can use as if it were in your shop, to add Tail #s, Squawks, Pictures and get reports. (eMails don't care where they get processed, so this testing works just as well being processed in Chicago as it would on your TSO computer in your shop!. You send and receive on your phone, but the processing is done on our computer for the time being.) This QR code is a training video for new customers. The QR icon is also a clickable hyperlink, if that's easier.



In fact, this is exactly how it is done at the American Bonanza Society Service Clinics, by the ABS and Continental Motors, but using their TSO computer in Wichita.

Now, lets say you want to convert to TSO, but like any normal person the word "Conversion" is scary.

How can you get the TSO efficiency without disrupting or even slowing down your current, probably-overworked techs on the shop floor. Easy: one step at a time, by attrition:

Labor: Techs are invariably punching a time clock now, and while getting up to do that they also scan the "Clock In" bar code on the TSO Time Clock kiosk computer, along with their bar coded Employee ID (their initials, if they don't want to scan). That's it! TSO remember what Tail # & Task they were working on so that is automatically tagged to each time clock entry, or they can scan a new Tail # from the Crib Sheets at the kiosk if they're changing jobs. So for only an extra 10-15 seconds for every conventional time-clock punch that they currently do, you now get a neat, computer printed report at the end of each day showing how much time the worked that day, broken down by Tail number, and possibly even Task/Discrepancy for that tail number. Sorted by Tail # instead of Employee ID, you also know how much labor was billed on each plane today. After a few weeks of comparing the manual system reports to the automatic TSO system, you can stop using the redundant manual system and you are totally on the TSO time clock.

Parts: Rome was not built in a day, but you can have your inventory barcoded in a few months – maybe less. Simply start receiving-and-labeling new parts as they come in the door before putting them on the shelf. When techs go to take parts off the shelf to put on a plane, they can scan the TSO barcoded label if that part has one, or just write it down manually as they do now if this part was received before TSO. Within a short time, the list of parts used on each plane will have more and more parts that were received by TSO and less 'old parts that were already on the shelf'. Since most shops do not tie up large amounts of money in stagnant inventory, you will quickly have 80%-90% of your parts billing be done by TSO.

And if you do have a large inventory that you want to tag 'sooner, rather than later', you can document 'one aisle of parts at a time' and import them into TSO for an even quicker conversion.

And because TSO automatically imports all the PN/Cost/Price/Description from the growing list of vendors that offer downloads (like Aircraft Spruce, and more), all this information is entered without manual input, or manual error.

Customer Invoicing: The adage is “If your only tool is a hammer, everything turns into a nail.” Sadly, many shops take this mountain of Parts and Labor transactions and cram them into line items on an invoice. Not surprisingly, shops invisibly lose a fair amount of money ‘in the translation’. Panatech’s original focus was accounting system for industrial manufacturing shops and invoices are supposed to be a summary of what is owed, not a 12 page Packing List labeled “Invoice”.

With TSO, your Customer Invoices should be as simple as:

Parts: \$1,234.56 (see Table 1 for detail of every part, totaling \$1,234.56)
Labor \$ 789,01 (See Table 2 for detail of labor hours, subtotaed by Task)

And unlike your Invoicing system that was not meant to be a detailed Job Cost litany of detail, TSO *is* designed to be exactly that, so TSO shows everyone a level of detail that is impossible to obtain if this information is crammed into stock Invoice Line items.

Interested? Call me and let’s talk.

Henry Fiorentini
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(8am-8pm CST)



The *American Bonanza Society* and *Continental Motors* use TSO to document Service Clinic findings.

The *American Bonanza Society* and *Continental Motors* use TSO at ABS Service Clinics to document and quantify issues with member aircraft.

This dossier of concerns is the cornerstone of needed repairs at any shop, which is what you can do from the moment an aircraft comes in your door. Good for the Customer, Good for You.

Scan the QR code to see videos, sample reports, and more .

