CASE STUDY · ILLUSTRATIVE SCENARIO

A 250-person aerospace supplier: the first AI project should fix *late parts*, not write reports

Tier-2 machining and special processes

Xometry/Zogby survey, Feb 2026 (n=300, 51% A&D, ±5.7 pts); McKinsey via Cognex. Illustrative scenario.

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Why start with supplier delays

Illustrative tier-2 aerospace supplier, 250 employees, machining plus outsourced special processes.

60%
of manufacturers hit by significant supplier delays last year

85%
of A&D leaders prioritize AI for sourcing and pricing

Up to 50%
downtime cut, predictive maintenance benchmark

> Pick one decision that already costs money every week. Delivery risk is one.

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Four steps, one decision

1

1. Name the decision

Which open orders will ship late? Owner: head of planning.

2

2. Audit the data

ERP, quality and supplier records. Fix gaps before any model.

3

3. Run in shadow mode

Model flags risk next to the planner's call. No action yet.

4

4. Give it decision rights

Only then let alerts trigger expediting. Quality sign-off stays human.

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Which decision costs you most every week?

- Start with one decision, one owner.
- Measure against today's baseline.
- Scale only what survives shadow mode.

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