

AEROSPACE AND DEFENSE

Revenue-at-risk supplier recovery for a global aerospace manufacturer

Buyers chased late purchase orders by count, not by how much downstream revenue each one gated. Wexa built a recovery cockpit on Wexa that traces every late part through the bill of materials to the programs it blocks and ranks buyer effort by dollar leverage.

1 hop

BOM where-used traversal in the context graph

5

agents: orchestrator, impact, risk, recovery, compliance critic

100%

of supplier communication approval-gated

109

automated tests; export-control aware

CLIENT

Global aerospace and defense manufacturer (engines and auxiliary power units)

REGION

US

WHEN

2026

ENGAGEMENT

Solution build

WEXA COMPONENTS

Wexa · declared ontology · context graph · 5-agent process flow · approval gate · lifecycle audit

The challenge

- One critical supplier's past-due parts can gate hundreds of millions in engine and APU revenue
- Days to weeks between the late signal and a recovery action
- Export-controlled data and strict audit requirements

What Wexa built

- ✓ Context graph of suppliers, parts, bills of material, purchase orders and programs, from a declared ontology
- ✓ Impact agent: where-used traversal → gated revenue → ranked leverage list
- ✓ Risk agent separates chronic from one-off supplier slippage
- ✓ Recovery agent drafts the plan and the supplier email; never commits on the company's behalf
- ✓ Compliance critic checks citations, schema and export classification; 10-stage governed lifecycle as the audit ledger
- ✓ Operator console: cockpit, POs, suppliers, parts, programs, graph, recovery, approvals, runs, audit

How it runs on Wexa

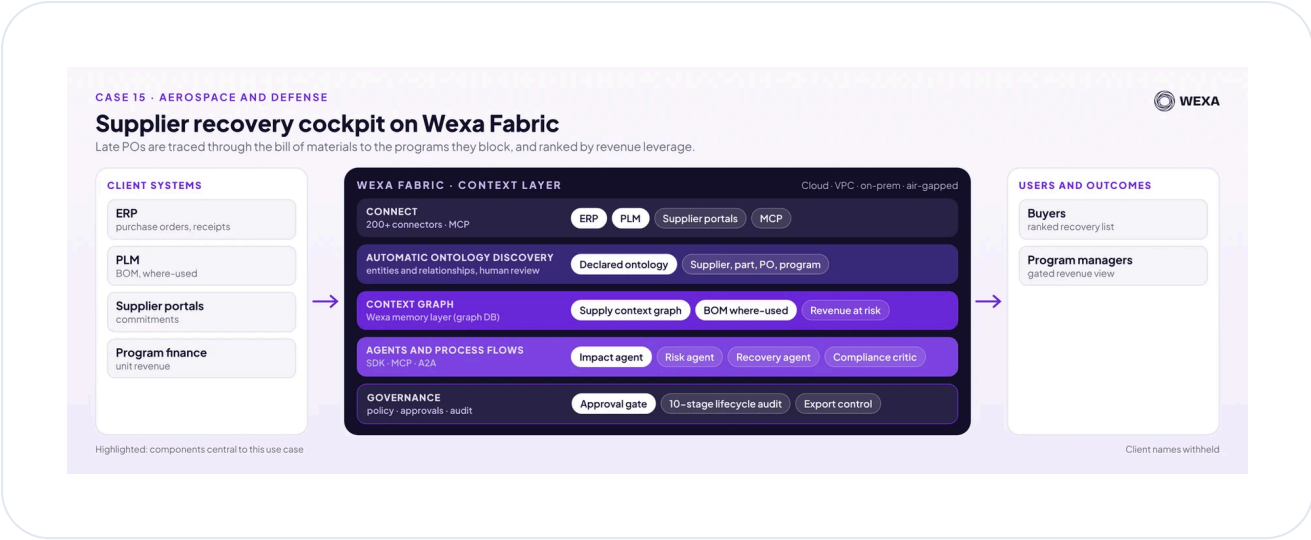


FIGURE How this use case runs on Wexa: client systems connected, ontology discovered, context graph in the Wexa memory layer, agents and process flows, and governance. Highlighted components are central to this use case.

Results

MEASURE	BEFORE / WITHOUT WEXA	WITH WEXA
Buyer hours a week on late-PO prioritisation (20 buyers)	200 hours	80 hours
Annual cost of the process	\$528K	\$211K
Program revenue at risk surfaced and ranked per cycle	—	\$4.8M
Time to implement the AI solution	9 months	8 weeks
AI build cost (one-time)	\$1.2M	\$89K

MEASURE	BEFORE / WITHOUT WEXA	WITH WEXA
AI operating cost per year (models, infrastructure, upkeep, platform)	\$704K	\$336K
Total AI cost in year 1	\$1.9M	\$425K

WITH WEXA

\$4.8M

net annual value to the client after Wexa's
own operating cost

5x

faster to implement

52%

lower AI operating cost

\$1.4M

less AI spend in year 1

- ✓ Working cockpit on Wexa with 12 screens; 24-week pilot plan to a live buyer pilot
- ✓ Pilot targets agreed: **-50%** time to detect, **≥70%** recommendation acceptance, **≥6** buyer-hours saved a week

Parts carry export classifications; a US-person gate and project-scoped graph queries are enforced.