

Simona Moraglia

OMA - RD Manager



Prospect for Harnessing Aerospace for Regional Development

Simona Moraglia

Received master's degree in Electrical Engineering in 2003, and Ph.D. In Industrial Engineering in 2006, at the University of Perugia.

The key activities are identifying public funding & grant streams (mainly National and European), writing and submitting proposals, monitoring project implementation, ensuring compliance with reporting criteria, and developing periodic financial and narrative reports as required.

The goal is to sustain the company technological road map, previously defined by the Direction and Strategy department.



OMA

OMA is a private Italian Company founded in 1948 and acting in the worldwide aerospace market to supply high-value solutions for the design, development and production of integrated aerostructures, on board systems and equipment for use on commercial and military aircraft and helicopters, also offering aftermarket services and integrated logistic product support.

 <p>1948</p> <p>“OMA is a privately held Italian aerospace Company established in 1948”</p>	 <p>2023</p> <p>“OMA is a trusted worldwide Aerospace Supplier providing high-value Product Solutions”</p>
 100% involved in Aerospace	 Workforce: ~ 650 Employees
 4 sites located in Foligno	 Expected Revenues 2023: ~ 78 ME (exceeding pre-Covid 19 level) Portfolio 2024: > 90 ME
 81 000 m² (872 000 sq ft)	 >1 Million parts produced per year (>130 000 P/Ns managed)
 Close to the local airport	 Membership    
 1 subsidiary in Tuscany: Sky Eye Systems operating in the UAS market	

OMA Primary Product Lines

A/C Thrust Reverser

INTEGRATED AEROSTRUCTURES

Gear Boxes

PRODUCT SUPPORT SERVICES

ON BOARD AIRCRAFT SYSTEMS

UNMANNED AERIAL SYSTEMS

UAS Family

Unmanned Aerial Vehicle



Umbria Aerospace Cluster



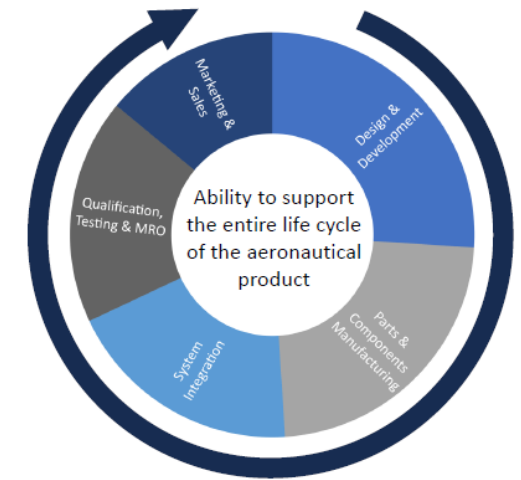
The **Umbria Aerospace Cluster** is an association that represents the regional industry of Umbria operating in the fields of aeronautics, space, and defense. The aim is to promote processes of internationalization, training, innovation, and development among its members, while simultaneously fostering collaboration among associated companies.

The **Umbria Aerospace Cluster** aims to establish fruitful collaboration among associated companies, optimize the use of resources, pursue excellence in areas of expertise, promote sustainability and technological innovation, while maintaining organic coherence with strategic objectives. The aspiration is to internationalize our initiatives, focusing on cutting edge technologies and high standards of reliability. All this in order to make Umbria a point of reference in the fields of aeronautics, space, and defense.

40 Companies ~**600** Million aggregate turnover **4.200** Direct Employees



The Umbria Aerospace Cluster covers the entire aerospace value chain, from manufacturing companies producing forged parts or single mechanical components, to companies producing equipment, systems and integrated aerostructures, to OEM companies involved in the final assembly and marketing of aircraft and complete ground support systems.



Key players

Value chain & product lifecycle



Umbria Ecosystems

Institutions promote a virtuous path of public-private co-interest by directing national and EU initiatives to support the ecosystem.

Industrial associations and the Umbria Aerospace Cluster coordinate and develop strategic, innovative and best-in-class technological investments.

Umbria's educational offer will become a potential catalyst for innovation to attract students from all over Italy, training the talents of the future.

Strengthening **Regional Assets**



Strategic Plan

The objective of the project is to prepare a mapping of both the cluster enterprises and the ecosystem of regional stakeholders that support and cooperate for the industrial growth of the territory.

This document will identify the strategic growth path based on the future technological trends of development of the sector and will enable to identify marketing actions functional to guarantee a competitive advantage to the Umbrian ecosystem.

Identifying	Mapping	Developing
<p>Identifying Market and Technological Trends</p> <ul style="list-style-type: none">• To provide a comprehensive analysis of current and emerging trends in the aerospace sector.• To understand how these trends impact both global and regional aerospace markets.	<p>Mapping the Enterprises in the Umbria Aerospace Cluster</p> <ul style="list-style-type: none">• To create a detailed map of the businesses within the Umbria Aerospace Cluster.• To examine the roles, strengths, and areas of expertise of each enterprise in the cluster.	<p>Developing Strategies for the Cluster and Its Enterprises</p> <ul style="list-style-type: none">• To outline strategic directions for the overall growth of the Umbria Aerospace Cluster.• To propose tailored strategies for the development and success of individual enterprises within the cluster.

Economic and social impacts

The aerospace industry is considered, everywhere in the world, to be a sector of **STRATEGIC VALUE** and **NATIONAL RELEVANCE**.

In fact, it is considered a driving sector for the economy, not only in a **DIRECT WAY**, but also in an **INDIRECT WAY**, due to the positive economic impact it has in various related technological sectors



- **Employment growth**
- Development and international competitiveness of the local supply chain through **Industry 4.0 investments**
- **Know-how sharing** and **collaboration** with universities and research centres on R&D projects
- **Related** for the entire local supply chain
- **Re-evaluation** of airport assets
- **Return timing** in both the short and medium to long term
- **Internationalization, communication and promotion**
- **Attraction and retention** of young talents

