

Leading the way in aviation excellence with low-code

MRO | Engineering | Parts sales | Inventory

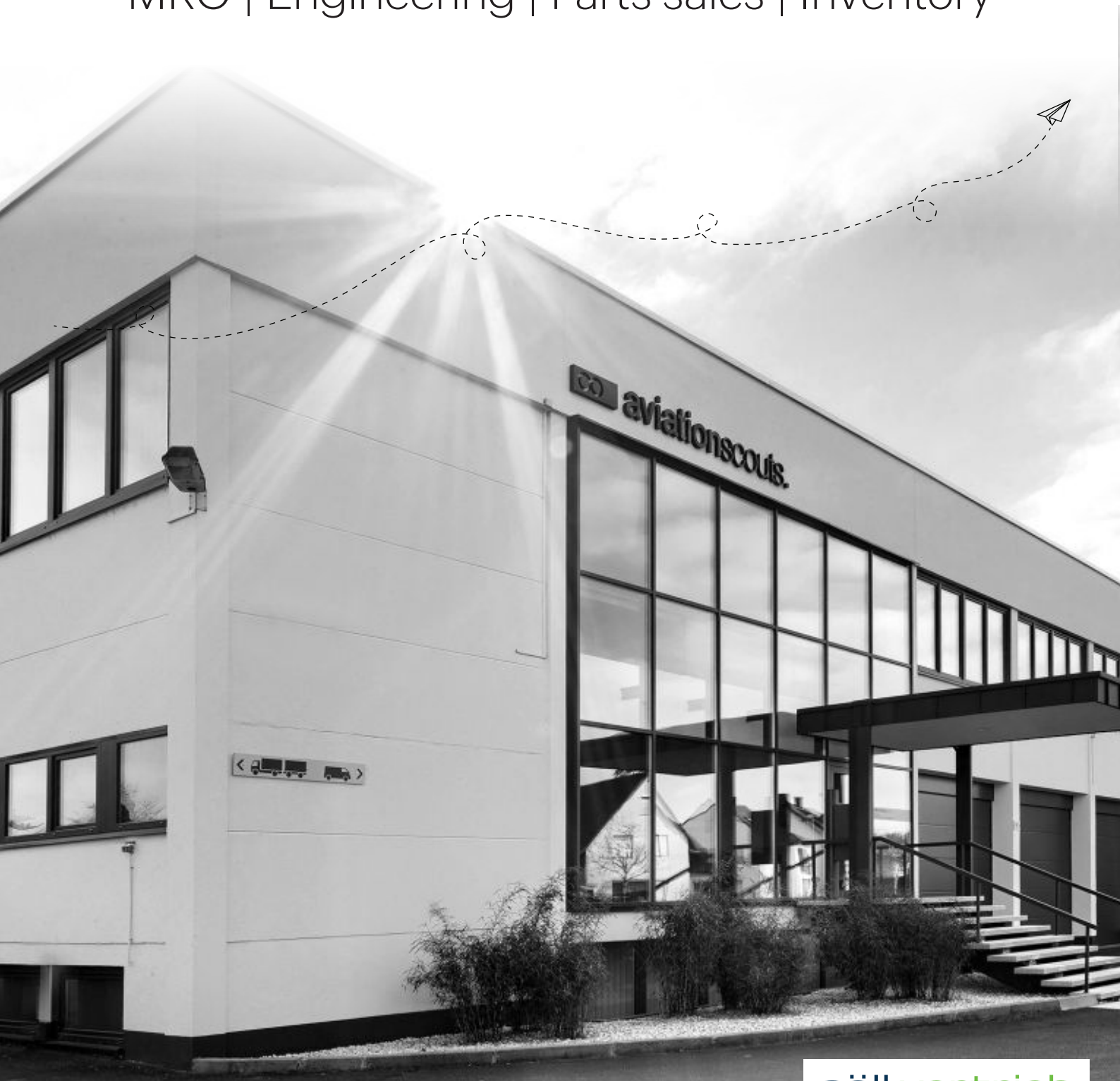





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Since 2022, our sales have almost tripled. I can also say that the amount of inventory we currently manage has tripled in the last two years. There are more data points we are working with than we were two years ago



— Hemal Bharadva,
Director of Engineering and Operations, aviationscouts GmbH



The company: **aviationscouts**

Headquartered in Lichtenfels, Bavaria, the heart of Germany, aviationscouts GmbH trade and refurbish aircraft interior parts. They have a proven track record of delivering high-quality aircraft interior components and MRO (maintenance, repair, and overhaul) services to their clients. Their team of experienced professionals have a deep understanding of the aviation industry and the ability to provide expert advice to their clients.

With its leading online marketplace, aviationgate.com, they promote and locate surplus aircraft passenger seats and interiors. aviationscouts also purchases, stores, overhauls, and sells aircraft seats and interiors to airlines, MRO companies, and lessors.

They currently manage an inventory of more than 14,000 part numbers of A330/A340, A319, and B737 enhanced interiors and various seat models in their 4,500+ square meter warehouse. As a full-service provider, aviationscouts meets the high requirements of the EN 9100 and ISO 9001 quality management systems.





The challenge: **Weathering the storm at aviaticscouts**

There are a number of challenges a company like aviaticscouts faces in their day-to-day operations. The only way to run a successful business was to address these pain points as easily as possible.



The complexity of maintaining and tracking products

This is the process of monitoring and managing the location and usage of aircraft parts throughout their life cycle. The process includes tracking parts inventory, maintenance, repair history, and movement from one place to another. The primary purpose of aircraft parts tracking is to ensure the safety and reliability of the aircraft by ensuring all sub-components are properly maintained and replaced when necessary. It also helps reduce maintenance costs and improves the efficiency of the aircraft maintenance process.



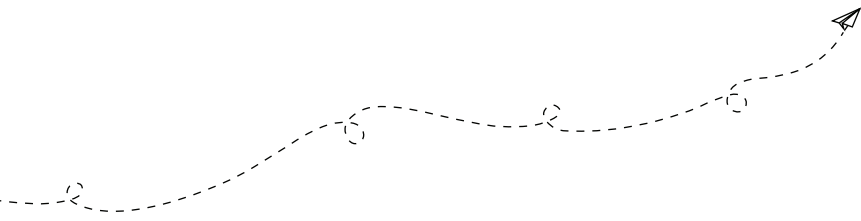
Stringent regulations

The aviation industry is highly regulated, and aircraft parts sales businesses must comply with various regulations set by the EASA. These regulations can be complex and costly to navigate with changing SOPs, new revisions, continuous training, and equipment maintenance compliance.



Varying demand

The demand for aircraft parts is directly linked to the performance of the aviation industry. Any downturn in the sector, like the pandemic, can negatively impact the sales of aircraft parts and the availability of resources.



Supply chain management

Managing the supply chain for aircraft parts is challenging, as components need to be sourced from various suppliers and manufacturers. This can lead to supply chain disruptions and delays in delivering products to customers.



Integration with IT solutions

Aviation IT systems need to integrate seamlessly with other platforms used by suppliers and buyers. Some key features of aircraft parts monitoring systems include barcoding or RFID tagging parts, inventory management, maintenance scheduling, and tracking parts' usage and history. Integrating these systems with other aircraft maintenance software to provide a comprehensive solution for managing aircraft maintenance is a mammoth task.



Cost

Developing and maintaining aviation IT systems are expensive, and aviationscouts balanced costs with the benefits provided by Zoho's ecosystem of applications.





The solution: Soaring to new heights with a dedicated portal

aviationgate.com is an online portal developed by the team at aviationscouts (with the help of Zoho Creator) to manage its aircraft parts sales business. The portal helps bridge the supply side (where parts are listed) and demand (where incoming parts requests by customers get fulfilled).

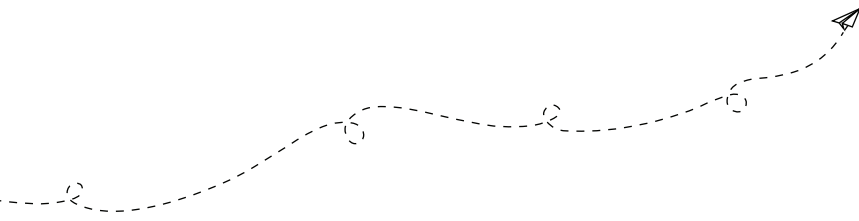


The entire seat purchasing and selling process for Aviationgate begins with Zoho Creator, which acts as a backend workflow automation platform and helps manage the database for the portal, while we maintain all the general information. We can give access control and restrict data to certain types of companies. The way this works is if a customer is looking for seats for A320, which is the most commonly used airliner across the globe, the user just logs in to the portal, selects the manufacturer, and applies the relevant filters like their region.

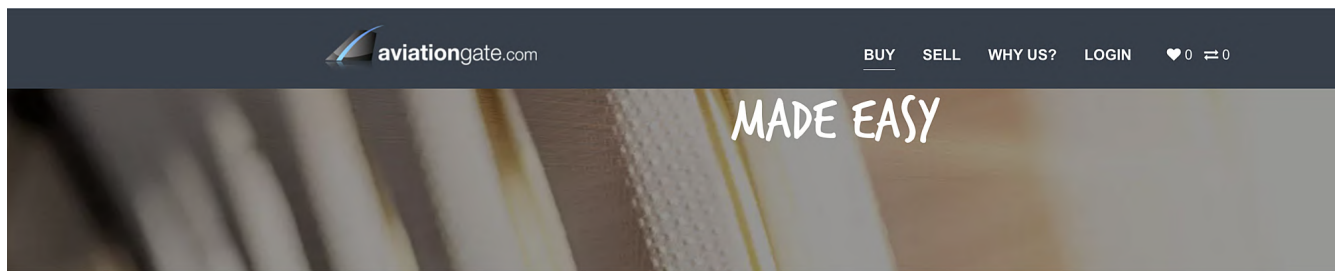


— **Hemal Bharadva,**
Director of Engineering and Operations, aviationscouts GmbH





The team gathers all the data in the portal in a stepwise manner within the database, which enables easy tracking.



O190334 Zodiac Aerospace | 3134 series

Print Share

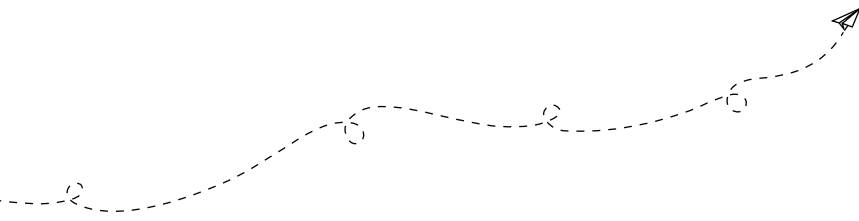


Aircraft Type | Airbus A320 Family
Seat Manufacturer | Zodiac Aerospace
Seat Model | 3134 series
Seat Type | Economy Class
Seat Condition | Serviceable
Seat Layout | 6 abreast
Seat TSO | TSO-C127a (16G)
Year of Manufacturing | 2015
Seat Weight per Pax | 9 kg
Connectivity | None
Recline | Mechanical
Comfort | None
Options Available | IRAN (inspect, repair/replace as necessary), EASA Form 1 ,Mockup,Overhaul
Passenger Places | 84
Lead Time | 7 days
Location | Europe

REQUEST FOR QUOTE



Description | Are you looking for aircraft furniture for non-aviation related areas such as exhibitions / trade show, events, movie productions, shop stores, restaurants, waiting rooms, lobbies, aircraft mock-up cabin installations, etc.? This might be an interesting option for you. too!



AviationScouts AviationGate

Home Offers Products Admin Base Data Sell Tools p145 p145 Config Hidden

Offer Add / Edit

General Information

Offer Number *	190334	Condition	Serviceable x
Product Category *	Seats x	Stock Type *	Own Stock x
Contact (CRM)	Bharadva, Hemal aviationsco... x	Warehouse	Lichtenfels - Schwabenstra... x
Contact Data from Sell Formular		Location Country:	Germany - Europe
		Status	-Select-
		Offer Pending	No x

Online Settings Aviation Gate

Online	<input checked="" type="checkbox"/> X	Only visible for internal users on aviationgate	<input type="checkbox"/> Employees
Offer Status Days *	0		<input type="checkbox"/> Internal Sales Agents
Aviation Gate URL	https://www.aviationgate.com/aircraft-ir		<input type="checkbox"/> External Sales Agents
		Edit own offers on aviationgate	<input type="checkbox"/> Leasing Demo-Company
			-Select-

Here's a view of the reporting tool that shows the offer number and the warehouse location:

AviationScouts AviationGate

Home Offers Products Admin Base Data Sell Tools p145 p145 Config Hidden

Offer vs ware house

Germany	Lichtenfels - Schwabenstraße 20	Lichtenfels - Wendenstraße 40	Mirabel - Avianor
100001 Economy Class	100106 Economy Class	100101 Economy Class	190381 Economy Class
100002 Economy Class	100107 Premium Economy	100104 Economy Class	190382 Business Class
150085 Economy Class	180268 Economy Class	100105 Business Class	210495 Economy Class
150087 Premium Economy	190318 Economy Class	100108 Business Class	210496 Economy Class
150129 Economy Class	190324 Economy Class	150082 First Class	
160138 Business Class	190334 Economy Class	150114 Economy Class	
170219 Business Class	190350 Economy Class	160201 Business Class	
170223 Economy Class	190375 Economy Class	160203 Economy Class	



Benefits & ROI: Low-code in aviation sets new standards in the sky

Today, over 20 employees across departments like sales, marketing, purchasing, and warehousing, use Zoho Creator. Before exploring low-code solutions, the team at aviationscouts managed operations on many Excel sheets. The main database used was an SQL-based server, which a third-party IT company managed. However, now they have all the control over their sensitive data and create workflows as needed.



What I like about Zoho Creator is, if you have an idea, it's effortless to create something that you can start working with. All the apps we've deployed so far require minimum knowledge of databases. The best thing is that the solution scales very easily without any code. I think this was an important step in our digital transformation journey. Running experiments and rolling out prototypes is a breeze when we get our first few forms up and all the datasets interlinked.




— **Hemal Bharadva**,
Director of Engineering and Operations, aviationscouts GmbH

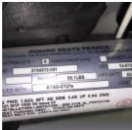




Business process:

Since aviationscouts deals with parts refurbishment and sales, all essential parameters must be captured for internal tracking every time parts are purchased. Such as the Aircraft model, manufacturer, availability, seat layout, and condition of the parts. These items are now automatically created in the internal accounting system as well.



BUYSELLWHY US?LOGIN00



Options Available | IRAN (inspect, repair/replace as necessary), EASA Form 1 ,Mockup,Overhaul

Passenger Places | 84

Lead Time | 7 days

Location | Europe

REQUEST FOR QUOTE

Description | Are you looking for aircraft furniture for non-aviation related areas such as exhibitions / trade show, events, movie productions, shop stores, restaurants, waiting rooms, lobbies, aircraft mock-up cabin installations, etc.? This might be an interesting option for you, too!

In case you are looking for spare parts of this particular seats, just leave a note by using the RFQ form.

Single Seats are also available for Mockups, Trade Show Displays, Hotels, Travel agencies, etc.

For more information please send us your RFQ via the form and our sales team will get immediately in contact with you. Thanks!

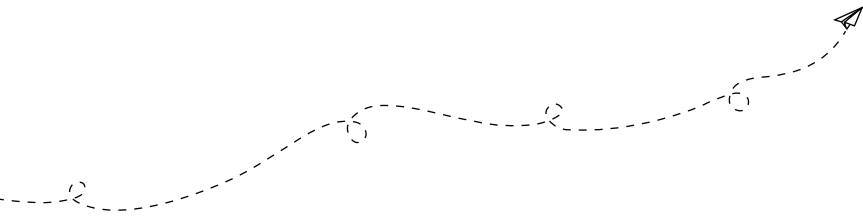
We at aviationscouts GmbH are cabin experts. As a 1-Stop-Shop we integrate many services which are based on the client's requirements. We overhaul seats and make them like new! We can integrate change dress covers and cushions, do deep cleaning and IRAN (inspect & repair as necessary). This is what we do for all kinds of airlines on all continents in our shop in the heart of Germany.


Our services mainly include:

- Seat refurbishment projects,
- Engineering services related to Part 145, 21.J & 21.G,
- Seat assembly spare parts, LOPA optimizations
- Minor mods
- Weight optimizations (IFE removals),
- cover/cushion changes,
- USB power integrations.
- After life solutions,
- Lease starts/returns
- areas related to the cabin.

Go back







HomeOffersProductsAdmin Base DataSellToolsp145p145 ConfigHidden

Contact Data from Sell Formular

Location Country: Germany - Europe

Status

-Select-

Offer Pending

No

Online Settings Aviation Gate

Online

☒ X

Offer Status Days *

0

Aviation Gate URL

https://www.aviationgate.com/aircraft-ir

Only visible for internal users on aviationgate

☐ Employees☐ Internal Sales Agents☐ External Sales Agents☐ Leasing Demo-Company

Edit own offers on aviationgate

-Select-

Offer Created Date *

15-Jul-2020

Offer Status (Banner)

-Select-

Offer Sold Date

dd-MMM-yyyy

AviationScouts AviationGate

HomeOffersProductsAdmin Base DataSellToolsp145p145 ConfigHidden

Edit this applicationHelp

Lead Time in days *

7

Currency for Price Levels

Euro (€)

Options Available

× IRAN (inspect, repair/replace as necessary), EASA Form 1

× Mockup

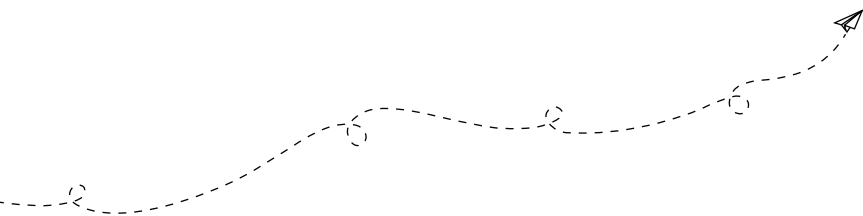
× Overhaul

Price Levels

Price Level (Options Available)	Cost Price per PAX	Sales Price per PAX	NRE Cost Price ROM	NRE Sales Price ROM	Currency
<div>× Overhaul</div>	<div>0</div>	<div>0</div>			<div>Euro (€)</div>
<div>× Mockup</div>	<div>0</div>	<div>150.00</div>			<div>Euro (€)</div>
<div>× IRAN (inspect, repair/replace as necessary), EASA Form 1</div>	<div>0</div>	<div>0</div>			<div>Euro (€)</div>

+

 Add New



- areas related to the cabin.

SALES INFOS

Location Country | [Germany](#)
Warehouse | [Lichtenfels - Schwabenstraße 20](#)
Stock Type | [Own Stock](#)
CRM Contact | [Mr Hemal Bharadva](#) | [hema@aviationscouts.com](#) | [aviationscouts GmbH](#)
Internal Data Folder | [https://workdrive.zoho.eu/folder/5clyi907307e6cd2a499984642d6f9b0f440f?layout=list](#)
Offer is visible for | [All](#)
Offer created | [15. Jul. 2020](#)
Maintenance Manual | [25-03-70 - Rev.: 25-3 - Date: 21-Jul-2016](#) | [CMM - Component Maintenance Manual](#)
Documentation | [CMM - Component Maintenance Manual, LOPA](#)

Offer Post Processing Infos

Date	Comments	User
2021-06-14	Mockup price added acc. hema	zoho_filiz1
2020-07-15	offer updated (ex Germania)	zoho_filiz1

Price Levels

Price Level	Sales Price	NRE Sales Price ROM	Cost Price	NRE Cost Price ROM
Overhaul	-	-	-	-
Mockup	150.00 Euro (€)	-	-	-
IRAN (inspect, repair/replace as necessary), EASA Form 1	-	-	-	-

[Go back](#)

The company's Zoho Creator-built solution helps throughout their multi-stage operation.



Stage 1: Sourcing

On average, they purchase 40+ aircraft every year, which are disassembled for parts inspection and resale purposes. The team at aviationscouts relies on their multiple global sources, including airlines, aircraft tear-down companies, and lessors from across different regions for this.

Books | Q | O190334 | aviationscouts GmbH

Active Items + New ...

Search Criteria

- Items, Description and Custom Fields have a match for **O190334**

[Q Advanced Search](#) [Q Search across Zoho](#)

☐ **Airbus A320 Family | Zodiac Aerospace | 3134 series | O190334**

Airbus A320 Family | Zodiac Aerospace | 3134 series | O190334

Overview Transactions History

Item Type: Sales and Purchase Items

SKU: O190334

Unit: Shipset

Item Type: Offers

Created Source: API

Purchase Information

Cost Price: €0,00

Purchase Account: 1060 | Cost of material/merchandise-Buy & Sell-Bezugsnebenkosten/WEK

Description: Aircraft Eligibility | Airbus A320 Family
Seat manufacturer | Zodiac Aerospace
Seat Type | Economy Class
Seat Model | 3134 series
Year of manufacture | 2015
Seat Layout | 6 abreast
Weight per standard passenger place | 9
TSO | TSO-C127a (16G)
Recline | Mechanical
Comfort | None
IFE | None
Location | Germany
Passengers number | 84
Available shipsets | 0
Aviationgate URL | <https://www.aviationgate.com/aircraft-interiors/zodiac-aerospace-3134-series-economy-class-o190334.html>
Condition | -please enter condition here-

Passenger Places |
Price per pax |
Price per Shipset |
Lead time |

Drag image(s) here or [Browse Images](#)
You can add up to 15 images, each not exceeding 5 MB.

Books | Q | O190334 | aviationscouts GmbH

Active Items + New ...

Search Criteria

- Items, Description and Custom Fields have a match for **O190334**

[Q Advanced Search](#) [Q Search across Zoho](#)

☐ **Airbus A320 Family | Zodiac Aerospace | 3134 series | O190334**

Airbus A320 Family | Zodiac Aerospace | 3134 series | O190334

Overview **Transactions** History

Filter By: **Estimate** Status: **All**

DATE	ESTIMATE NUMBER	CUSTOMER NAME	QUANTITY SOLD	PRICE	TOTAL	STATUS
26.01.2021	Q211217	Avi-Technologies LLC	1,00	€695,00	€695,00	Expired
09.12.2020	Q201210-R2	STX Aero Service	1,00	€2.070,00	€2.070,00	Invoiced



Stage 2: Inspecting

Adding to the complexity of this supply chain, aviaticscouts would not have visibility into the number of parts they would've procured at the time of aircraft purchase, primarily because the configuration of interiors and seats on each aircraft are customized. They are disparate and specific to each airline, even if the same model is purchased from two different airlines. This is only known after the incoming inspection is complete.

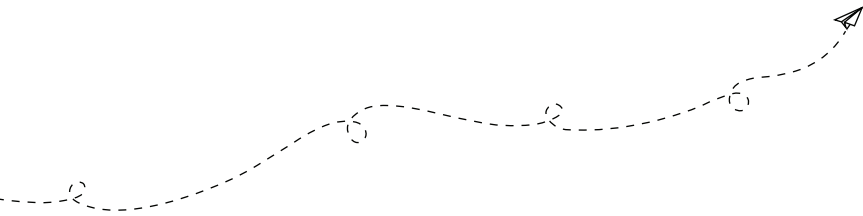




Stage 3: Dispatching

At times, handling, pickup, and packing services are also subcontracted. Since it's a global network of suppliers, representatives in different countries work on dispatching the items removed from the aircraft at the maintenance facility. They're packed, and the final inventory check happens once it's shipped to their warehouse in Germany.






Stage 4: Warehousing

Once the project managers sign off on the shipment, the exact number of labels are created and printed. The “label creator” module is used for each procured item to create labels against each PO.

AviationScouts AviationGate



Home

Offers

Products

Admin Base Data

Sell

Tools

p145

p145 Config

Label Creator

Label Reprint

Label Report

Item Generator (P/N)

Item Generator P/N Report

Purchase Order Number

Select an offer number

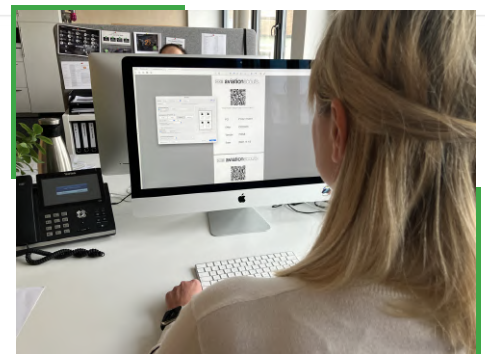
-Select-

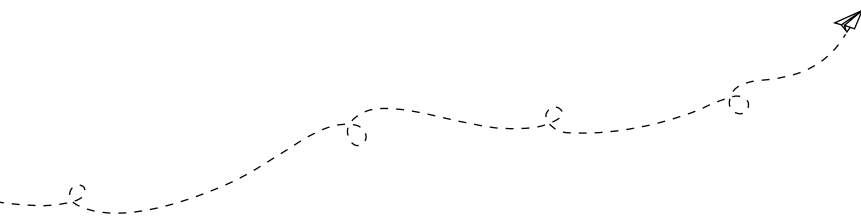
Number of labels *

10

Generate Labels

Reset Form





AviationScouts AviationGate

Home Offers Products Admin Base Data Sell Tools p145 p145 Config Hidden

Item label by aviationscouts 1 / 5 100% +

1

2

3

aviationscouts

PO PO190061

Offer O47110815

Vendor 70177

Date 2021-07-12

Label Creator Log Reprint

Purchase Order Number	Offer Number	Date	Pass number	Number of lab...	Add-User	Add-Time
PO190061	47110815					
PO190061	100001	2021-07-12	3	5	christian106	12-Jul-2021 10:24:13
PO190061	100001	2021-07-12	4	3	christian106	12-Jul-2021 10:26:14



Each of these labels summarizes important details like part numbers and the serial numbers of parts. The system verifies the PO number with Zoho Books in the backend. Every time an item is moved to the inventory, a QR code label is created to enable the goods inwards team to scan and verify items in stock.

Books

Q - 0190334

Home Items Composite Items Item Groups Price Lists Inventory Adjustments Transfer Orders Banking Sales Purchases Time Tracking Reports Documents Web Tabs More

Inventory Adjustments

Type: All Period: All

ACK221412 / ACK221434 PENDING APPROVAL

08.02.2023

MSN 1277 / 35200934 / Q220523 ADJUSTED

01.02.2023

ACK221355 / PO P0035784 / Q211513 ADJUSTED

31.01.2023

ACK221433 / Q211603 / PO N-33336 / ... ADJUSTED

31.01.2023

MSN 1209 Incoming ADJUSTED

31.01.2023

ACK221428 Incoming ADJUSTED

31.01.2023

Test7 Incoming DRAFT

30.01.2023

Test5 Incoming DRAFT

30.01.2023

Testr Incoming DRAFT

30.01.2023

Test3

Adjustment Details

1 1061690-101M03 -16.00 EA

Q220512

Product Category: Seats

Aircraft Type: Boeing 737 Family

Condition: Factory New

Seat Assembly: LH DBL Legrest

Manufacturer: Collins Aerospace

PAK: Double (2)

2 1061690-102M03 -16.00 EA

Q220512

Product Category: Seats

Aircraft Type: Boeing 737 Family

Condition: Factory New

Seat Assembly: RH DBL Legrest

Manufacturer: Collins Aerospace

PAK: Double (2)

CUSTOM FIELDS

Customer : Smartwings

Serial Number(s)

ITEM DETAILS

1061690-101M03

SKU: 1061690-101M03

1061690-102M03

SKU: 1061690-102M03

1061690-101M03

Serial Number - *PO221700*~*220512*~*2022-12-02*~*1*~*36*~*1*~*02*~*1*~*36*~*1*~*

IN

05.12.2022

Inventory Adjustment By Quantity #

Q220512 MSN44258

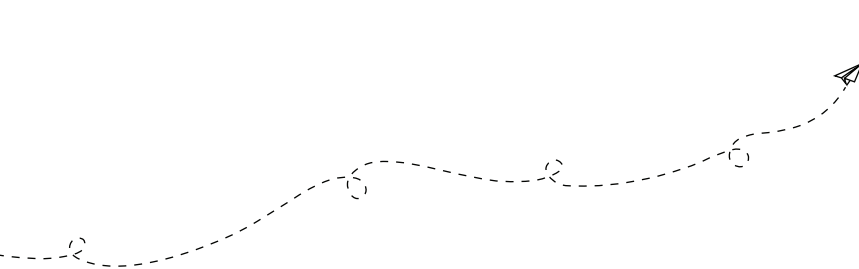
OUT

31.01.2023

Inventory Adjustment By Quantity #

ACK221355 / PO P0035784 / Q211513





AviationScouts AviationGate									
<div> <div>Home</div> <div>Offers</div> <div>Products</div> <div>Admin Base Data</div> <div>Sell</div> <div>Tools</div> <div>p145</div> <div>p145 Config</div> <div>Hidden</div> </div>									
Serials S/N (Books Item-Serials)									
<div> <div>Items P/N (Books Items)</div> <div>Serials S/N (Books Item-Serials)</div> <div>New S/N to P/N</div> <div>ATA 106 certificate / report</div> <div>P/N Product (Base Product)</div> <div>S/N Scan & Edit</div> </div>									
Product Category	PO Number	Serial	SN M...	Remova_tag_tr...	DataPlate Ph...	Seat Type *	PAX	Aircraft Type	
Seats	PO221755R1	1755R1 "220523 "2023-02-17 96 15				Economy		Search	
Seats	PO221755R1	1755R1 "220523 "2023-02-17 96 14				Economy		Hide Column	
Seats	PO221755R1	1755R1 "220523 "2023-02-17 96 13				Economy Class		Airbus A320 Family	
Seats	PO221755R1	1755R1 "220523 "2023-02-17 96 12				Economy Class		Airbus A320 Family	
Seats	PO221755R1	220523	*PO221755R1 "220523 "2023-02-27 6 96 11			Economy Class		Airbus A320 Family	
Interiors	PO221869	220544	*PO221869 "220544 "2023-02-22 1 92 92					Airbus A330 A340 Family	
Interiors	PO221869	220544	*PO221869 "220544 "2023-02-22 1 92 91					Airbus A330 A340 Family	
Interiors	PO221869	220544	*PO221869 "220544 "2023-02-22 1 92 90					Airbus A330 A340 Family	
Interiors	PO221869	220544	*PO221869 "220544 "2023-02-22 1 92 89					Airbus A330 A340 Family	
Interiors	PO221869	220544	*PO221869 "220544 "2023-02-22 1 92 88					Airbus A330 A340 Family	
Interiors	PO221869	220544	*PO221869 "220544 "2023-02-22 1 92 87					Airbus A330 A340 Family	
Interiors	PO221869	220544	*PO221869 "220544 "2023-02-22 1 92 86					Airbus A330 A340 Family	
Interiors	PO221869	220544	*PO221869 "220544 "2023-02-22 1 92 85					Airbus A330 A340 Family	
Interiors	PO221869	220544	*PO221869 "220544 "2023-02-22 1 92 84					Airbus A330 A340 Family	
Interiors	PO221869	220544	*PO221869 "220544 "2023-02-22 1 92 83					Airbus A330 A340 Family	
Interiors	PO221869	220544	*PO221869 "220544 "2023-02-22 1 92 82					Airbus A330 A340 Family	



Before Creator, we didn't have auto-generated numbers in the 'offer numbers' field—this is a unique number we give to each item. Every time this offer number is created, it also syncs data with Zoho Books and with Zoho CRM. If the sales team creates an estimate for a non-inventory item, it automatically gets created in the CRM, too.



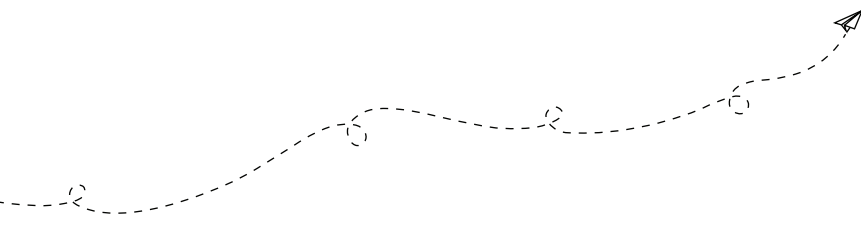
— **Hemal Bharadva,**
Director of Engineering and Operations, aviationscouts GmbH



Implementation by **Natalie Söll Vertrieb GmbH**

The team at aviationscouts needed a robust solution that could help track the aircraft's configuration and map the associated parts. Solution experts at Natalie Söll Vertrieb GmbH helped kickstart digital transformation initiatives at aviationscouts and supported the integration with Zoho Inventory.





When we first met the team at aviationscouts, they were intrigued by the capabilities and level of complexity that Zoho Creator could handle. During our initial on-site discussions, the team at aviationscouts wanted help with an inventory solution. We presented an extensive demo and developed an application based on the requirements gathered on site.



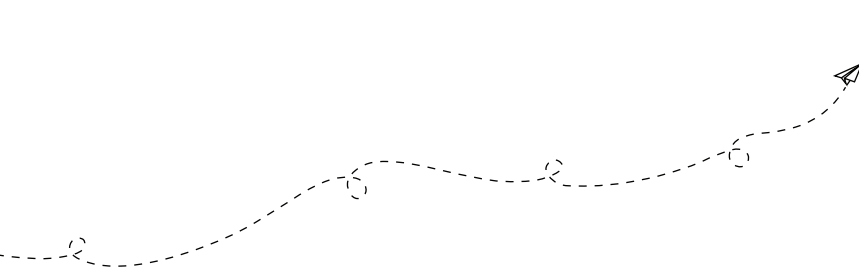
— **George Baltatescu,**
Senior Software Developer, Natalie Söll Vertrieb GmbH



The solution scope was evolving, and Mr. Baltatescu had to adjust how the database could be structured based on the company's internal terms. Bi-directional relations in the database had to be set up to map every seat to a particular part of the aircraft. This was a critical aspect of tracking, as the QR codes and labels of every component received from the supplier had to be generated. Furthermore, the team at aviationscouts GmbH received a detailed Zoho product understanding from the developers at Natalie Söll Vertrieb GmbH through training sessions.

Looking forward: **The long runway ahead**

The aircraft interiors MRO processes at aviationscouts are unique, and the team is now developing a Part 145 shop maintenance application, which is in the early stages. They will create digital job cards and maintenance documents, which are used by mechanics, to fulfill cabin customization requests internally.



AviationScouts AviationGate

Home
Offers
Products
Admin Base Data
Sell
IT Tools
p145
p145 Config
Hidden

New S/N to P/N

Partnumber

-Select-

Use all cannibalised parts

Offernumber

220523

PO Number

P0221755R1

Additional Informations

SN Internal

*P0221755R1*220523*2023-02-27

Condition

-Select-

MSN of this S/N Product Item

-Select-

This single MSN must be a part of the offer's MSN's multiselect list. There is no possibility to put this MSN's as a selection here.

SN Manufacturer

Remove_tag_trace

Select Image

Add photo of trace document

DataPlate Photo

Select Image

Take photo of the data plate showing PN, SN, YQM

Front Side

Select Image

Take photo from the front

Back Side

Select Image

Take photo from the back

Misc Photo

Select Image

Extra open held to add one more photo

Books Stock

Books Incoming Date

dd-MM-yyyy

Books Outgoing Date

dd-MM-yyyy

Books Stock

☐ Books Stock

Part 145

Last P145 Projects

-Select-

P145 SN in Projects

P145 Projects

Project Name

New S/N to P/N



Since 2022, our sales have almost tripled. I can also say that the amount of inventory we currently manage has tripled in the last two years. There are more data points we are working with than we were two years ago.



— **Hemal Bharadva,**
Director of Engineering and Operations, aviationscouts GmbH





About Zoho Creator

At Zoho Creator, we've always worked towards a single purpose—empowering users to build functional apps with minimal coding expertise. We've helped **14,000+** brands create bespoke solutions and improve their end-to-end operations across a variety of industries. With over **16 years of experience** in catering to **B2B and B2C organizations**, we have the best tools in the trade to help you improve your business.

You can get started with Creator by visiting our [signup page](#). You can also check out our [prebuilt apps](#) to get started right away.





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We'd love to talk!
Reach out to us

hello@zohocreator.com



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