

# TRANSFORMING AIRCRAFT PURCHASE MANAGEMENT WITH AI: OPPORTUNITIES, CHALLENGES, & FUTURE DIRECTIONS - A MINI REVIEW

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**Abstract:** *This mini review, Transforming Aircraft Purchase Management with AI: Opportunities, Challenges, and Future Directions, aims to critically examine the role of artificial intelligence (AI) in optimizing aircraft purchase management. Given the financial, operational, and strategic significance of fleet acquisition, the review explores AI's potential to enhance predictive accuracy, risk assessment, supplier evaluation, and decision-making, while also identifying limitations, controversies, and research gaps.*

**Keywords:** *aircraft; acquisition; management; aircraft purchase management; artificial intelligence; purchase decision.*

## Introduction

Due to surging fuel costs, developing regulations, and increasing environmental concerns, the global aviation industry must demonstrate operational efficiency and cost effectiveness, and improve the use of data (Park, 2020). One of the most complex and capital-oriented decisions in the industry is the purchase management of aircraft, which considers cost, efficiency, safety, financing, maintenance and performance over time (Yang and Lee, 2020; Gomaa, 2023). The decision-making processes have predominantly relied on expert opinion, market projections, and manual calculations, but with the advancements in artificial intelligence (AI), there is interest in the use of AI to facilitate decision-making, improve predictive results, and automate procurement processes (Shamsuddoha et al., 2025).

This mini review, Transforming Aircraft Purchase Management with AI: opportunities, challenges, and future directions, discusses the integration of AI within the scope of aircraft acquisition and fleet management (Kabashkin et al., 2025). Predictive analytics, risk evaluation, and supply chain management optimization demonstrate AI's capabilities within and across industries (Samuels, 2025). However, the specialization of the aircraft purchase context limited application integration (Far Eastern Federal University et al., 2020). There are several critical and unanswered questions. How much of an improvement over traditional forecasting methods will AI provide in lifecycle cost analysis (Olawumi & Oladapo, 2025)? How does a machine learning risk assessment compare to an expert-driven assessment in terms of reliability (Al-Hussaini et al., 2024)? And finally, what could be the ethical, legal, and financial implications that are likely to emerge from a reliance on AI for high stake decision making (Malladhi, 2023). The role of artificial intelligence seemed to be a thought-provoking topic, especially in discussions related to high-risk procurement decision-making (Liu et al., 2023). While some view the significant function of AI as advantageous to AI users's proficient evaluation, offering a robust data-based reasoning (Kastrup et al., 2025), others indicated the precarious issues of algorithmic imperviousness, preferential data, and the vulnerability of blind faith in computerized or programmed suggestions (Yıldız, 2025). These competing perspectives necessitate the prerequisite for a well-structured synthesis, through the available and current empirical literature, taking into consideration of the current advancement in the context of aircraft purchase decision making (Akbaba, 2023).

## Literature Review

The scope of this review encompasses three principal thematic domains:

1. **Opportunities** — wherein AI demonstrates distinct advantages in forecasting, cost-benefit analysis, and risk management;
2. **Challenges** — encompassing technical limitations, regulatory impediments, and ethical considerations;
3. **Future Directions** — highlighting prospective pathways for advancing research, fostering innovation, and enabling broader adoption within the industry.

This paper serves to steer scholars, aviation experts and airline industry enthusiasts to secure an informed and educated comprehension of the current state of integrating AI into aircraft purchase management. It is especially timely given the sequences of high profile disastrous mishaps, from Flight 610 Lion Air with 189 fatalities in 2018 (Paul et al., 2023),

Flight 302 Ethiopian Airlines in 2019 with 157 fatalities (Jester & Dolan, 2024), to Flight 1282 Alaska Airlines, involving a 737-9 Max (Apambila et al., 2025), to name a few, leading to the loss of confidence among stakeholders of airlines, grappling with the justifications and reasonings in aircraft purchase decision making. This review serves to map the current state of knowledge, identifying key gaps and outlining future strategies.

Incorporation of artificial intelligence (AI) in the management of aircraft procurement offers weighty prospects to improve effectiveness, moderate expenses, and refine decision-making processes (Yang et al., 2023). The automation of work processes, namely requests for quotations (RFQs), administrating orders, and harmonising communication with suppliers, can be suggestively shorten with the use of AI, giving rise to improved productivity (Liyanaarachchi et al., 2023). This approach allows for more focused and calculated tasks (Stek et al., 2025). On the same line, projections of inventory and distinguishability of the perfected supply chain can be attained through AI-manoeuvred predictive analytics by appraising historical data, market movements, and maintenance schedules (Adedoyin Tolulope Oyewole et al., 2024). The concerns of surplus inventory and inaccessibility can be better managed through enhanced decisions in purchasing and acquisitions (Sulismawati & Nuryana, 2024). Furthermore, management of risk and objectivity of decision making can be fortified through AI-steered verification of legal understanding and supplier selection, and AI strengthens risk management during supplier selection and contract negotiations by spotting hidden weaknesses like financial instability and operational issues. This leads to stronger and more cost-effective procurement strategies (Keskin et al., 2025).

AI has great potential to change things (Pourmohammadreza et al., 2025). However, it also brings significant challenges to aircraft procurement management (Zhang et al., 2021). This is especially true regarding data accuracy, system integration, and meeting regulations (Ajmal et al., 2025). If the data is incorrect or poorly synchronized, it can lead to misleading results. This highlights the importance of the saying “garbage in, garbage out” (Moharrak & Mogaji, 2025). Creating strong data pipelines requires a lot of engineering skill to ensure reliability (Zhang & Safari, 2017). Adoption is made harder by data privacy concerns and the need to follow aviation regulations (Talib et al., 2025), which require strong safeguards to reduce risks.

Looking ahead, fully integrated AI platforms are likely to develop. These platforms will use real-time optimization (Ficili et al., 2025) and custom models tailored for procurement processes (Santos et al., 2025). New features, like predictive inventory management and better maintenance, repair, and operations (MRO) scheduling (Kabashin et al., 2025), can promote sustainable innovation while addressing long-standing problems in the aviation sector (Trane et al., 2025).

## Methods

A comprehensive literature search was conducted using Scopus and Google Scholar. Boolean search used: ("aircraft" OR "airplane" OR "aviation" OR "plane") AND ("purchase" OR "acquisition" OR "procurement" OR "buying") AND ("management" OR "administration" OR "oversight" OR "control") AND ("artificial intelligence" OR "ai" OR "machine learning" OR "deep learning") AND ("decision making" OR "analysis" OR "optimization" OR "evaluation"). Artificial learning, aircraft, aviation, acquisition, and management were utilized to collect relevant articles. Various types of articles, including original research, systematic reviews, meta-analyses, and case studies, were considered for this mini review. Date of search: 25

August 2025. Below, we provide the inclusion and exclusion criteria for studies in this review article.

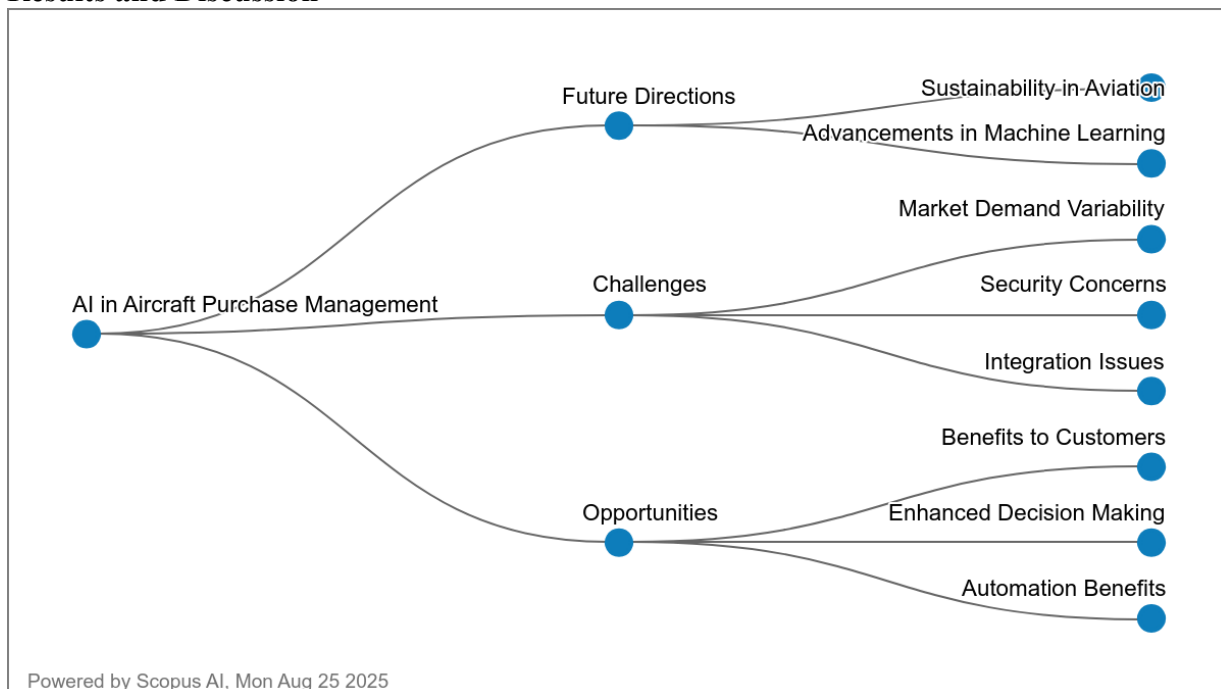
### Inclusion Criteria

- Studies discussing challenges, opportunities, and future directions of AI in aircraft purchase management.
- Studies focusing on the application of AI technologies such as machine learning, NLP, optimization algorithms, and digital twins in procurement decision-making.
- Studies analyzing the strengths, limitations, and potential applications of AI in high-stakes procurement within the airline industry.
- Studies published in English.

### Exclusion Criteria

- Studies published in languages other than English were excluded.
- Studies that discussed aircraft purchase management without explicit reference to artificial intelligence (AI) or related technologies were excluded.
- Grey literature, including conference abstracts, unpublished reports, and non-peer-reviewed sources, was excluded to ensure the quality and reliability of the review findings.

### Results and Discussion



**Figure: AI in Aircraft Purchase Management Generated By Scopys AI Analyser**

#### Current Status of AI in Aircraft Purchase Management based on Challenges

According to Geske et al. (2025), artificial intelligence (AI) is becoming an important tool in managing aircraft purchases. This is also one of the biggest and most expensive decisions in the airline industry (Deveci et al., 2025). Historically, acquisitions have relied on financial modeling, expert judgment, and market projections (Alvi et al., 2025), but these approaches often overlook the volatility of aviation markets and the growing demand for sustainability (Wilfred, 2025). AI can analyze complex datasets that go beyond human abilities. It has the

potential to improve lifecycle cost analysis, optimize purchase timing, strengthen supplier evaluations, and boost predictive accuracy (Riad et al., 2025, Sarumi & Heider, 2024). Key technologies include machine learning for forecasting demand and maintenance costs, natural language processing for analyzing contracts and regulatory documents, optimization algorithms for multi-criteria decision-making, and digital twins for simulating procurement scenarios (Abdulla & Baryannis, 2024).

Fleet planning, negotiating with suppliers, and predicting residual value are some of the initial uses of AI (Wyrembek et al., 2025). Some airlines are testing AI-driven models to time purchases. Leasing companies are using AI to predict asset depreciation (Lie et al., 2025). However, adoption is still low due to issues like poor data quality, algorithmic bias, lack of transparency in "black box" systems, high implementation costs, and regulatory uncertainty (Cheong, 2024). A major issue in the discussion is how much AI should support or partially replace human expertise in high-stakes procurement. This raises concerns about accountability and over-reliance (Lopez, 2025). Future directions suggest a shift towards explainable AI frameworks, standardized methods (Trivedi et al., 2024), the inclusion of sustainability metrics, and potential links with blockchain to improve transparency (AlZoubi, 2025). Even though AI procurement case studies are beginning to be used in aviation management training, the entire industry is still slow to adopt them (Kirwan, 2024). AI offers significant opportunities for improving the efficiency, transparency, and sustainability of aircraft procurement management (Hassan et al., 2024). However, realizing this potential requires more research, clearer regulations, and careful integration with human expertise (Sinha & Lee, 2024).

### **Current Status of AI in Aircraft Purchase Management based on Opportunities**

Managing aircraft acquisitions is a challenging task in the airline industry. It demands significant resources and has major effects on finances, operations, and long-term strategy (Kabashkin & Shoshin, 2024). Traditionally, this process relies on expert judgment, historical forecasts, and financial modeling. However, decision-making often faces issues due to the volatility of aviation markets, changing regulations, and growing demands for sustainability (Almasi & Bagherian, 2025).

Artificial intelligence (AI) is becoming a powerful tool (Florida & Alcazar, 2024) to tackle these issues. It can improve predictive accuracy, optimize procurement timing, and provide data-driven insights (Zong & Guan, 2025). Future trends suggest that we will see integrated systems that combine predictive analytics, risk simulations, and sustainability metrics. There is also an increasing focus on explainable AI frameworks to build trust, along with blockchain-enabled procurement for more transparency (Saidu et al., 2025).

However, discussions continue about finding the right balance between automation and human oversight, especially for important decisions (Holzinger et al, 2025). The advantages of AI include better demand forecasting, lifecycle cost analysis, supplier evaluation, and financial risk modeling (Pham & Bris, 2025). Yet, challenges persist regarding data quality, algorithmic bias, limited interpretability, high implementation costs, and uncertainty around regulations (Goktas & Grzybowski, 2025).

Key technologies driving this shift include machine learning for forecasting and risk prediction, natural language processing for analyzing contracts and regulatory texts (Altundag & Wynn, 2024), optimization algorithms for multi-criteria decision-making (Bagci & Kartal, 2024), and digital twins for testing procurement strategies under changing market conditions (Moenck et



al., 2024). Practical applications are emerging in fleet planning, supplier negotiations, and residual value prediction. Airlines are piloting AI models for purchase timing, while leasing companies are using them for asset depreciation forecasting (Liu et al., 2025). Despite these advances, industry-wide adoption remains limited due to organizational resistance and unclear regulations (Kirwan, 2024). Importantly, aviation management education is starting to include AI procurement scenarios. This will prepare future leaders for decision-making in AI-driven environments (Kumar & Shrivastava, 2025). In conclusion, AI offers a strong opportunity to change aircraft purchase management into a more open, efficient, and sustainable process (Kabahkin & Perekrestov, 2024). However, to unlock its full potential, we need clear regulations, standardized frameworks, understandable models, and careful integration with human expertise (Mirakhori & Niazi, 2025).

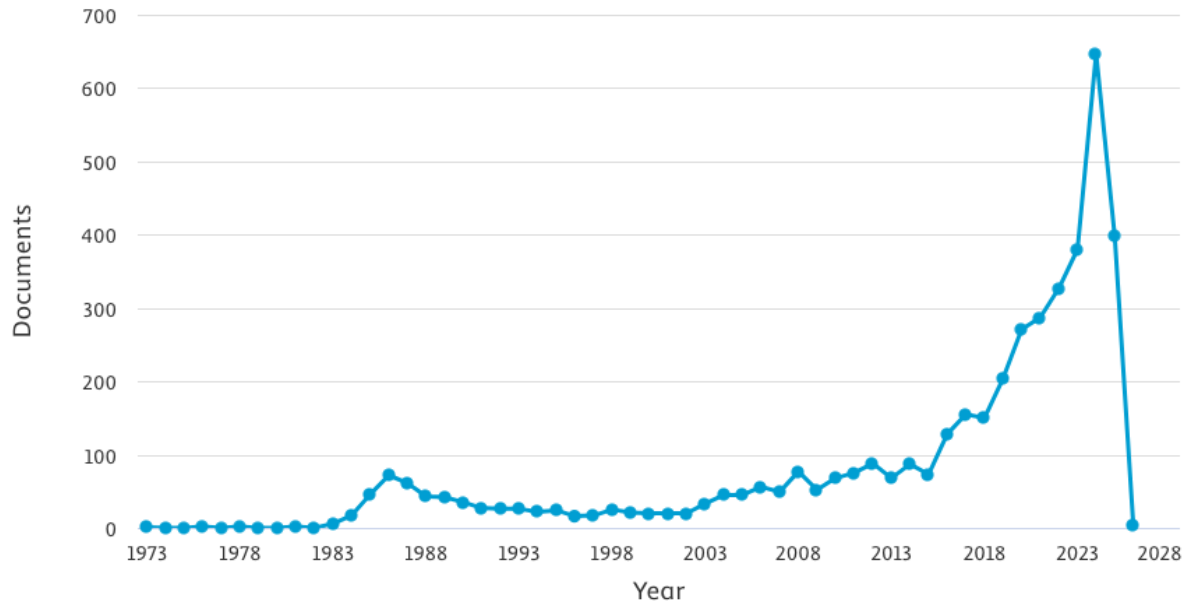
### **Current Status of AI in Aircraft Purchase Management based on Future Directions**

Aircraft purchase management is one of the most crucial decisions in the airline industry. It has long-term financial and operational impacts (Agrawal, 2025). This process traditionally relies on expert judgment, market trends, and financial modeling. However, it now faces challenges from market volatility, changing regulations, and sustainability pressures (Seker, 2025). Artificial intelligence (AI) has become a promising tool to improve predictive accuracy, optimize procurement timing, and enhance decision-making (Hao & Demir, 2025). Future developments focus on creating integrated and explainable AI systems that combine cost forecasting with environmental metrics. There is also potential for using blockchain to improve transparency in procurement (Balkan & Akyuz, 2025).

However, there are ongoing debates about how much automation should replace human oversight. Concerns about trust, accountability, and adapting to regulations persist (Rajendra & Thuraisingham, 2025). The benefits of AI include better demand forecasting, lifecycle cost analysis, supplier evaluation, and financial risk modeling. These improvements can lead to greater efficiency and less uncertainty (Miller et al., 2024). Still, adoption is slow due to issues like poor data quality, algorithmic bias, lack of clarity in “black box” models, high implementation costs, and unclear regulatory frameworks (Nastoska et al., 2025).

The management of aircraft purchases may be fundamentally changed by AI, driven by machine learning for predictive analytics, natural language processing for understanding complex contracts and regulations (Altundag & Wynn, 2024), optimization algorithms for complex decisions, and digital twins to simulate procurement strategies (Moghaddam & Karimzadeh, 2025). Early uses are emerging, with airlines using AI for better fleet planning and purchase timing, while leasing companies apply it to project asset depreciation and residual value (Mohamed, 2025).

However, widespread adoption is still limited due to organizational resistance and high costs, even as aviation management programs evolve to prepare future leaders (Talib et al., 2025). Ultimately, while AI has great potential to make procurement more efficient, transparent, and sustainable (Moghadassian & Rajol, 2025), achieving this depends on developing explainable AI frameworks, setting clear regulatory standards, and ensuring careful integration that supports rather than replaces human expertise (Akhtar et al., 2024).



**Table 1: Most Recent Research Article on Transforming Aircraft Purchase Management with AI**

Authors	Year	Contribution Area
Xu Z.; Tian H.; Zeng Z.; Zhang L.; Zhang Y.; Li H.; Zhang Z.; Liu Y.	2025	Proposed a photonic accelerator using nonlinear optoelectronic oscillators to speed up reinforcement learning; demonstrated applications in multi-armed bandit problems and gaming AI.
Liang Y.; Wei L.; Song Y.; Yang Z.	2025	Developed a distribution line inspection framework with UAVs using multi-scale information augmentation and ensemble learning for defect detection.
WCCIS 2024 (Conference Proceedings)	2026	Collected research papers on computer and information security, including AI applications in commercial aircraft processes, robo-advisors, and anomaly detection.
Bakirci M.	2025	Evaluated low-power YOLO object detectors for real-time monitoring in resource-constrained UAVs, balancing speed, accuracy, and efficiency.
Ting-Ting Z.; Yan C.; Ren-zhi D.; Tao C.; Yan L.; Kai-Ge Z.; Ai-Guo S.; Yu-Shi L.	2025	Introduced a multi-agent reinforcement learning framework for UAV cluster autonomous decision-making under communication constraints.
Zhang T.; Han L.; Wang K.; Duan C.	2025	Proposed 1dRCBLnet, a hybrid acoustic-based fault diagnosis method for heterogeneous UAVs, improving diagnostic accuracy with multi-domain features.

Khan A.; Majumdar D.; Mondal B.	2025	Applied NLP and BERT models for sentiment analysis of airline-related reviews, emphasizing the role of emojis and emoticons for improved accuracy.
Kazim M.; Azzam R.; Burger R.; Wehbe Y.; Zweiri Y.; Seneviratne L.; Werghi N.	2026	Analyzed UAS for precipitation enhancement, covering advancements, challenges, and prospects of UAV-based cloud seeding operations.
Garvanova M.; Garvanov I.; Borissova D.	2026	Examined regulatory compliance challenges of UAVs, highlighting gaps in legislation, air traffic management, and integration with manned systems.
Hasan T.; Tasnim S.	2025	Proposed an explainable AI-based intrusion detection system using GAN-generated synthetic data and XAI tools (SHAP, LIME) for IoT device security.

## Conclusion

This mini review shows that artificial intelligence (AI) presents new opportunities for managing aircraft purchases. It can improve predictive accuracy, optimize procurement timing, strengthen supplier evaluation, and enhance lifecycle cost analysis. The review points out clear opportunities such as AI-driven forecasting, risk modeling, and supply chain optimization. These improvements can make procurement more efficient, transparent, and sustainable. However, several challenges still exist, including poor data quality, algorithmic bias, the opacity of “black box” systems, high implementation costs, and regulatory uncertainties. These issues are made worse by ongoing discussions about the right balance between automation and human expertise in important procurement decisions. This brings up concerns about trust, accountability, and ethical responsibility.

Looking ahead, future directions include developing explainable AI frameworks, integrating sustainability and ESG metrics, and adopting standardized methodologies for industry-wide use. Despite early successes in fleet planning, supplier negotiations, and predicting residual value, adoption remains low due to resistance within organizations and unclear regulations. To overcome these obstacles, future research should focus on case studies across different industries, regulatory frameworks that ensure responsibility, and educational initiatives to prepare aviation managers for environments where AI is part of procurement. By tackling these challenges and taking advantage of the identified opportunities, AI could significantly change aircraft purchase management to become more data-driven, resilient, and prepared for the future.



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