



# Indirect supply chain management

Options to improve operational efficiency and reduce costs

know-how makes the difference

**ERIKS**

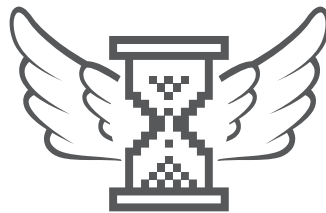
# IMPROVE OPERATIONAL EFFICIENCY & REDUCE COSTS...

This brochure will help you to improve your operational efficiency. Simply identify the challenges you face in the table on page 2 and you will see a page number where you will find out how ERIKS can help you.

Do you  
**SUFFER** from...

Walk and wait   
**TIMES?**

Time  
**LOST**



by engineers sourcing products?

Uncontrolled  
**SQUIRREL**    
stores?

# SOLUTION

# PROBLEM

		STOREROOM SERVICES	ONSITE (ERIKS CORE PRODUCT ONLY)	E-SOLUTIONS	VENDING	INTEGRATED SUPPLY
WASTED TIME	Time to find parts in stores	PG4	PG6	PG8	PG9	PG10
	Health & Safety	PG4	PG6			PG10
	Time wasted sourcing and ordering		PG6	PG8	PG9	PG10
	Engineering resource shortage	PG4	PG6	PG8		PG10
	Slow response to breakdowns		PG6		PG9	PG10
	Poor speed and accuracy of spares supply	PG4	PG6	PG8		PG10
	Complicated order process	PG4	PG6	PG8	PG9	PG10
	Difficult to get approvals	PG4	PG6	PG8	PG9	PG10
	Time lost walking and waiting		PG6		PG9	PG10
	Poor availability of equipment	PG4	PG6		PG9	PG10
	Stores is a mess	PG4	PG6			PG10
	Data is a mess	PG4	PG6	PG8		PG10
	WASTED MONEY	Duplicate parts	PG4	PG6	PG8	PG9
Stores overflowing		PG4	PG6		PG9	PG10
Spending too much on products		PG4	PG6	PG8		PG10
Poor spend control		PG4	PG6	PG8		PG10
Uncontrolled stock usage			PG6		PG9	PG10
Too much squirrelling away of stock			PG6		PG9	PG10
Accountability and traceability		PG4	PG6		PG9	PG10

■ Possible solution
 ■ Technical Solution
 ■ Complete Solution

# STOREROOM SERVICES

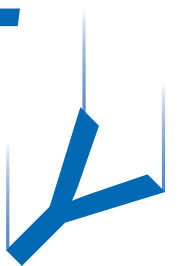


## SAVINGS

Using the latest methods, processes and technologies in your storeroom

## Health & SAFETY

LEGISLATION DEMANDS INSPECTION OF STORAGE RACKING



# 13



Minutes

# WASTED

Searching for every replacement part



# 10%

OF BUDGET WASTED

Spent on unnecessarily duplicated parts



## ERIKS Stores Management saves you time and money

Your storeroom should be a source of parts, not problems. Duplicated, redundant or obsolete stock increases costs. Stock-outs increase downtime. Poor product descriptions and stock record accuracy increase the Mean Time To Find. ERIKS can re-organise, rationalise and optimise your stores for greater efficiency and cost-effectiveness.

We can achieve this by considering:



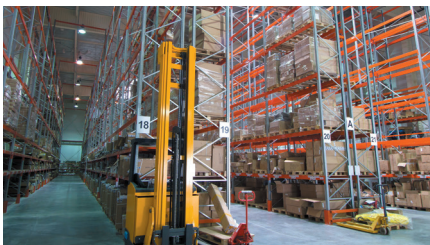
### Redesign/layout Optimisation

From basic changes to optimise your existing storeroom layout, to a complete redesign. An in-depth analysis of your stores can look at all aspects



### Shelving

The most efficient storage media maximise your available storage space but in the same storage area. ERIKS can then design and install for you.



### Racking Assessment and Repairs

SEMA Accredited inspectors will identify and categorise racking damage, then provide a report with recommendations for safer working practices, and general housekeeping. We can also provide racking training.



### Data Cleansing

By systematically reviewing and updating parts' attributes, we will ensure parts have industry standard descriptions. This will improve parts purchasing cost-effectiveness.

“ A leading drinks manufacturer had data supporting 2,818 SKUs in their MRO Engineering stores. ERIKS' investigations revealed approximately 8,000 items in the stores! ”

**SIMON RUTHERFORD,**  
ERIKS ONSITE TEAM

### YOU MIGHT ALSO CONSIDER:

- E-solutions
- Vending

# ONSITE SERVICES



**SAVE**  
**1 to 3%**  
**OF YOUR BUDGET**

by using a supply chain partner to source parts instead of tying up your engineers

**5-15%**  
**WASTED SPEND**

through poor stock management and purchasing



Convert OEM spares to standard parts

Successful stores require specialist personnel. Engineers sourcing products are not doing what they're best at, or paid for. They lack the time to find cost-savings – through OEM parts conversion, for example. And they don't have the expertise or resources to consolidate vendors and simplify your supply chain. ERIKS can do all this, and more.



### On-site presence

We take full responsibility for procurement, stores and inventory management, supply chain management and more.



### OEM parts conversion

Once an equipment warranty has expired, there is no need to remain locked-in to purchasing expensive parts from the equipment manufacturer. ERIKS can:

- identify their standard part equivalents
- source less costly alternatives



### Stores and inventory management

Managing everything from spare parts to critical spares, ERIKS Onsite Services can reduce inventory, improve stock availability and reduce the risk of downtime.



### Procurement

Using ERIKS €1 billion purchasing leverage, we can deliver sizeable cost savings including simplification of the supply chain and single vendor agreements.



### Innovation and best practice

ERIKS' experience in inventory management enables us to identify opportunities for innovative and best practice solutions, and to implement them effectively. Solutions include parts vending, RFID tagging and bar coding, visual management systems and 5S management system.

“The onsite specialist understands our plant and processes and has supported my engineers on a varied range of projects, including new energy-efficient factory lighting, dust extraction hoses and hydraulic system upgrades, and maintenance programs. The ERIKS Account Manager has worked to ensure ERIKS deliver on our agreed KPIs.

*UK ENGINEERING MANAGER*



### YOU MIGHT ALSO CONSIDER:

- E-solutions
- Storeroom Services

# E-SOLUTIONS & VENDING

**STRUGGLE**  
With parts lacking technical information

**Win back CONTROL**  
Of MRO management, procurement and costs

## E-Solutions

The full or modular ERIKS e-solution can be quickly implemented to provide easy ordering, punch out catalogues, EDI, webshop and simple stock control systems including bar coding. This reduces Procure-to-Payment costs, enables payment control increasing speed and accuracy of ordering.



### Easy Order System (EOS)

The ERIKS EOS automates the ordering process and supports stock replenishment with free built-in functionality, overall you gain:

- increased efficiency
- greater compliance
- lower administration costs
- access to over 200,000 ERIKS parts



### Punch-Out catalogue and EDI Process

Easy access to a huge range of products defined by you including all the technical detail required to enable you to find and select any one. You can even add your own products to the catalogue and build kits.



“ ERIKS' Easy Order System's built-in stock control provided the customer with a simple ordering process for the first time ever.

**GEOFF COX,**  
ERIKS E-BUSINESS TEAM

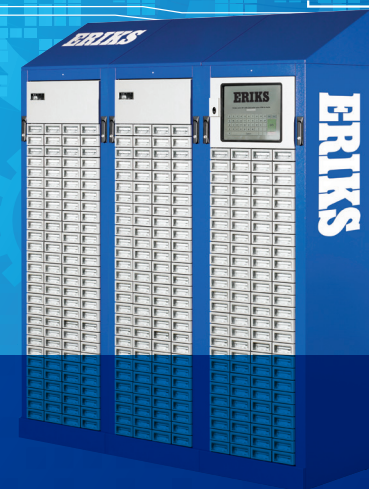


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- Vending
- Storeroom Services



## Less downtime, improved productivity



### Vending

Engineers waste a significant amount of time walking to stores and searching for parts. Vending solutions at the point-of-use save time and money. The right products in the right place, easily accessed result in less downtime and improved productivity reducing consumption particularly of consumables by monitoring an Individuals product usage.



#### 24/7 availability

Items can be accessed by users round-the-clock removing unexpected stop-pages due to parts and PPE.



#### Automated ordering

Cabinets can be installed with intelligent automated electronic ordering capability ensuring product availability



#### Versatility

A wide range of secure vending cabinets with a choice of drawer sizes and storage options, suitable for almost any product from consumable to production.



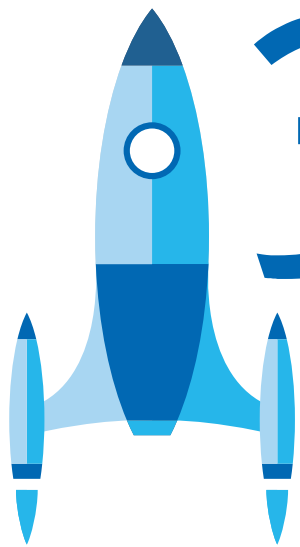
#### Inventory control

Software is available to enable:

- authorisation and access control
- transaction logging to specific users and cost centres
- full and accurate audit and reporting capabilities – who, what, when, where
- optimised inventory levels

“ Analysis by ERIKS showed the cost for gloves alone was £100,000, the vending solution reduced this by half and that excludes the other PPE items now controlled through just one machine. ”

# INTEGRATED SOLUTIONS



# 3-15%

## SAVINGS

Using the latest methods, processes and technologies in your storeroom

# SAVE 2-3% THROUGH INTEGRATION

Of e-commerce and existing systems



# Halve MRO Spend

ON CARRIAGE COSTS





## Maximise productivity through effective integrated solutions

ERIKS' end-to-end procurement, inventory and storeroom service is unique, providing complete and seamless integration between software, hardware, systems and processes. Know-How makes the difference, maximising your productivity by using ERIKS technical knowledge to deliver the most effective integrated solutions.

ERIKS' can manage MRO procurement functions as well as MRO store operations delivering a complete integrated solution to improve efficiency and productivity, while reducing both waste and cost.



### Stores and Inventory Expertise

- Reduced Inventory
- Improved Stock availability
- Reduced risk of production down time
- Control of purchasing costs
- Engineers focus on engineering
- Right product, place and purpose
- Process improvements
- Sustained improvement



### Technical Capability

- Product performance
- Technical support and cost savings
- Productivity gains
- Minimised maintenance
- OEM part conversion
- Parts standardisation
- Root cause eradication



### Procurement Efficiency

- Reduced lead times
- Vendor consolidation
- Supply chain risk management
- Spend control and accountability
- Product Pricing
- Efficiency of operation
- Consolidated invoicing

“ Identifying numerous energy efficiency and process improvement opportunities across the site has helped transform the maintenance and supply chain operations while reducing the overall indirect supply chain budget. ”

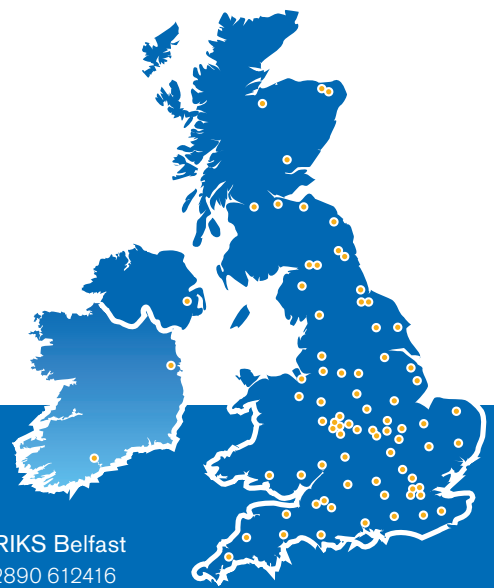
**KARL RUSH**  
ERIKS ONSITE TEAM



### YOU MIGHT ALSO CONSIDER:

- Vending
- Onsite Services





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