



Insight

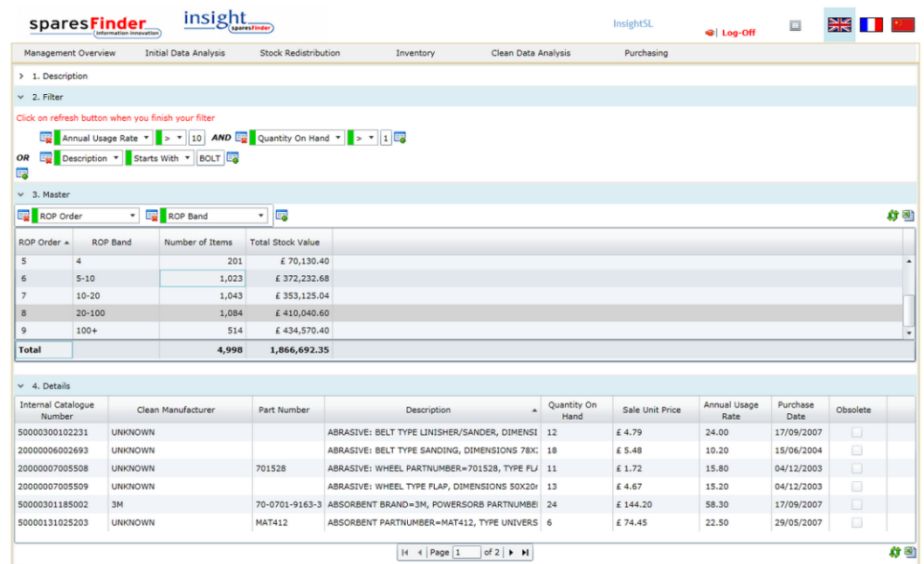
Leverages ERP transactional and inventory data to provide powerful, off the shelf business intelligence at a fraction of the normal cost

Insight gives you the ability to analyse and leverage your inventory and spend data across all of your operations in a single application. It fills the gap between the options of either spending your days struggling to bring together hundreds of spreadsheets or spending megabucks on over-complicated data-warehousing tools that rarely get implemented for inventory data.

The software has been developed over many years working with our customers and specialist consultants to deliver a series of valuable reports and analyses “out of the box”. We have already done the work to get you the right reports to run corporate wide inventory reduction or supplier rationalisation projects; all you need do is give us the raw data.

Insight delivers a great deal of value directly from your source data, and the business intelligence it provides can be further enhanced by linking it with the structured materials data created by cleaning the data in our **Masterpiece** application.

Underpinning Insight is its ability to bring together data from multiple systems into a consistent format. Built on this data foundation, Insight functionality includes the ability to create a dashboard of key indicators, a series of pre-built benchmarking reports and analyses and a useful query builder to answer those ad hoc management enquiries across all your disparate operations, in minutes rather than weeks!



The screenshot shows the 'sparesfinder insight' web application interface. At the top, there are navigation tabs: Management Overview, Initial Data Analysis, Stock Redistribution, Inventory, Clean Data Analysis, and Purchasing. Below the navigation, there are filter options for '1. Description', '2. Filter', and '3. Master'. The '2. Filter' section includes a query builder with fields for 'Annual Usage Rate' (set to 10) and 'Quantity On Hand' (set to 1), connected by an 'AND' operator. The '3. Master' section shows a table with columns for 'ROP Order', 'ROP Band', 'Number of Items', and 'Total Stock Value'. Below this, there is a detailed table with columns for 'Internal Catalogue Number', 'Clean Manufacturer', 'Part Number', 'Description', 'Quantity On Hand', 'Sale Unit Price', 'Annual Usage Rate', 'Purchase Date', and 'Obsolete'.

ROP Order	ROP Band	Number of Items	Total Stock Value
5	4	201	£ 70,130.40
6	5-10	1,023	£ 372,233.68
7	10-20	1,043	£ 353,125.04
8	20-100	1,084	£ 410,045.60
9	100+	514	£ 434,570.40
Total		4,998	1,866,692.35

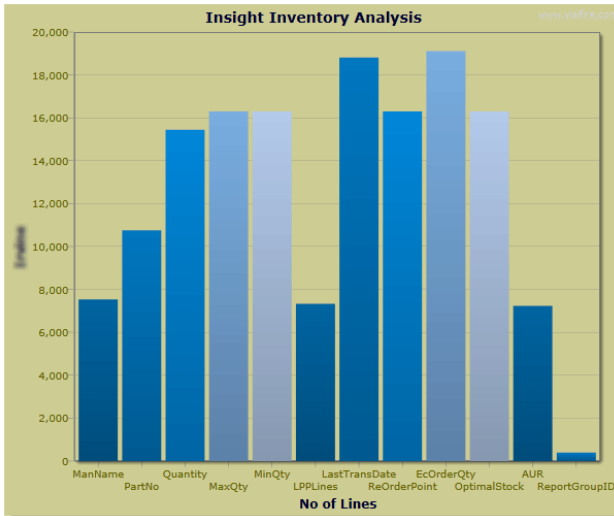
Internal Catalogue Number	Clean Manufacturer	Part Number	Description	Quantity On Hand	Sale Unit Price	Annual Usage Rate	Purchase Date	Obsolete
50000300102231	UNKNOWN		ABRASIVE: BELT TYPE LINISHER/SANDER, DIMENSI	12	£ 4.79	24.00	17/09/2007	<input type="checkbox"/>
20000006002693	UNKNOWN		ABRASIVE: BELT TYPE SANDING, DIMENSIONS 78X	18	£ 5.48	10.20	15/06/2004	<input type="checkbox"/>
20000007005508	UNKNOWN	701528	ABRASIVE: WHEEL PARTNUMBER=701528, TYPE FLU	11	£ 1.72	15.80	04/12/2003	<input type="checkbox"/>
20000007005509	UNKNOWN		ABRASIVE: WHEEL TYPE FLAP, DIMENSIONS 50X20	13	£ 4.67	15.20	04/12/2003	<input type="checkbox"/>
50000301185002	3M	70-0701-9163-3	ABSORBENT BRAND=3M, POWERSORB PARTNUMBEI	24	£ 144.20	58.30	17/09/2007	<input type="checkbox"/>
50000131025203	UNKNOWN	MAT412	ABSORBENT PARTNUMBER=MAT412, TYPE UNIVER	6	£ 74.45	22.50	29/05/2007	<input type="checkbox"/>

Once implemented, Insight will provide, through a simple web browser, the information to answer questions which could otherwise take hours of digging and often involve scheduling a request through the IT department. Results are provided instantly on your screen and downloadable into Excel.



Dashboard of Key Indicators

Insight allows you to manage your inventory and spend across multiple sites more strategically, pro-actively identifying areas for greater optimisation and initiating well focused corporate inventory reduction and spend rationalisation programmes. Such projects need to have a clear set of objectives and these can be encompassed into a management overview or dashboard.



The management dashboard provided in Insight is an interactive display that serves as a corporate scorecard for your own pre-defined Key Performance Indicators. Unlike many other systems, however, you can instantly to drill down on any top level summary field to reveal the source data. For example, the system might show you the total value of spare parts inventory and how much is held at each site, how much is surplus, how much is obsolete and or how much hasn't moved for two years. Historical data for each field is retained, enabling you to review trends over time.

For spend data, we provide a similar grid showing the key spend categories against each department, again allowing you to drill through group structure to the underlying invoice data.

Although an off the shelf application, Insight is highly customisable so you can be sure the information delivered completely matches the specific requirements of your project.

Reports

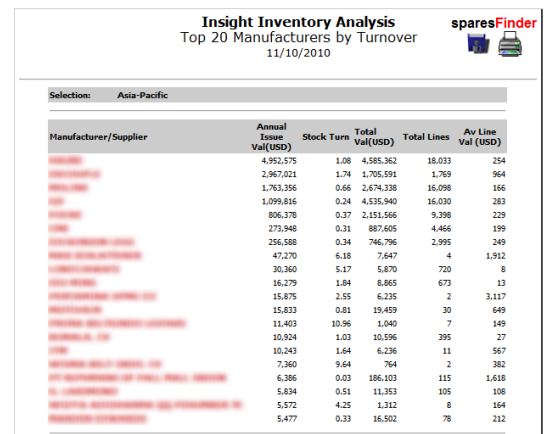
We have designed Insight to provide a reporting structure that gives executives both the consistency and the flexibility they need in reporting.

Reports can be made available to all Insight users across your company, or restricted to certain users, ensuring that key managers are provided with the right reports to help them improve the speed and quality of their strategic decisions.

Several reports are the result of complex analytical programmes, rather than simple aggregations of data. For example, the surplus redistribution report uses a series of formulae to calculate what spares are surplus at every site and then matches this to all other sites' potential demands.

Examples of standard reports include:

- Which items are duplicated at a single plant?
- Which items are held commonly across plants?
- What reductions in total holdings are possible?
- From which manufacturer/supplier do we hold or use the most inventory?
- How many units of a given part are used at each plant?
- What variation in price is there across my corporation for the same part?



Manufacturer/Supplier	Annual Issue Val(USD)	Stock Turn	Total Val(USD)	Total Lines	Av Line Val(USD)
...	4,952,575	1.08	4,585,362	18,033	254
...	2,967,021	1.74	1,705,591	1,769	964
...	1,763,356	0.66	2,674,338	16,098	166
...	1,099,816	0.24	4,535,940	16,030	283
...	806,378	0.37	2,151,566	9,398	229
...	273,948	0.31	887,605	4,466	199
...	256,588	0.34	746,795	2,995	249
...	47,270	6.18	7,647	4	1,912
...	30,360	5.17	5,870	720	8
...	16,279	1.84	8,865	673	13
...	15,875	2.55	6,235	2	3,117
...	15,823	0.81	19,459	30	649
...	11,403	10.56	1,040	7	149
...	10,524	1.03	10,596	395	27
...	10,243	1.64	6,236	11	567
...	7,360	9.64	764	2	382
...	6,386	0.03	186,103	115	1,618
...	5,834	0.51	11,353	105	108
...	5,572	4.25	1,312	8	164
...	5,477	0.33	16,502	78	212



- Which spares are no longer used anywhere in the corporation and can be sold or scrapped?
- How best to redistribute surplus internally so as to reduce total holding?
- How many of the spares on an initial provisioning list are available as surplus elsewhere?

To these and many other questions, Insight delivers the answers in seconds. If you have a particular query then a custom built report can be quickly created, tailored to your company's individual requirements.

Query Builder

In order for you to answer those ad hoc queries that crop up, we have created a user-friendly interface to allow you to build your own personal library of reports. You can build customised queries against the complete data-set and save them for repeated use if necessary.

For example, you might want to know the total value of holdings for a particular manufacturer, or how many spares your corporation holds to support a certain machine type and where they are deployed. Each individual user can create new queries and save, re-use and edit them as required, with the output data being available either on screen or as an Excel download.

Benefits of Insight

Insight provides the information to:

- Reduce inventory levels
- Reduce storage and maintenance costs
- Reduce obsolescence costs
- Reduce interest charges on working capital
- Conduct an inventory rationalisation programme
- Identify disparities in stock levels and usage levels between locations
- Aggregate purchasing from individual suppliers
- Benchmark best practice across your organisation
- Use consistent, company-wide spend analysis to deliver continual process improvement
- Enable better targeted price negotiations with suppliers using aggregated, normalised data
- Improve disciplines around spend forecasting, with better tracking against targets
- Respond rapidly to ad hoc queries, improving senior management decision making
- Quickly identify areas of weakness, such as too many suppliers providing the same services or conversely, too much exposure to a single supplier

