



## Virtual Pooled Inventory

*Delivers quick, easy search of live inventory data loaded from many systems into the virtual pool, so you can rapidly find the item you need.*

Virtual Pooled Inventory, or **VPI** for short, provides a simple but very powerful search facility which allows you to quickly locate urgently needed spare parts from your own stores, those of other plants in your company, supply chain partners and even from other companies, all from a single screen.

Live inventory data is automatically gathered from the many different systems where it is held, both inside and outside your own organisation, and made available to users according to rules defined by the owner of each part in the inventory pool.

Within approved groups, VPI provides contact details of the spare part owners for items that you have located and an online forum which can be used to negotiate, agree and track your sales or purchases directly. There are no transaction fees; you simply pay a low monthly subscription.

VPI can be seamlessly embedded within portals and is branded for every customer to reflect their corporate image, with several custom search fields available for further flexibility.

The benefits of VPI are applicable to any company whose users are frustrated by over-complex enterprise systems and need a fast, simple, easy way to search and find spares. If too much of your capital is tied up in engineering spare parts, or you risk loss of revenue during periods of equipment downtime, VPI provides the ability to address these issues from the ground up.

The screenshot shows a web interface for a user named 'Australia Trainee'. The dashboard includes:

- Welcome Back Australia Trainee** (top navigation)
- My Statistics**: Searches Conducted (197), Parts Selected (33), Enquiries Made (50).
- Support**: Corporate Administrator (Andrew Stroud, Trainer, +55 555 5555), sparesFinder Support (+44 20 8973 4007), and another support contact (+44 7939 139903).
- Search, Purchases, Sales** buttons with icons and counts (3 actions, 4 actions).
- News**: sparesFinder News Update, March 2008.
- Catalogue Prices**: Information about OEM catalogue price updates and a 50% discount policy.
- Corporate Links**: User Guide, Search Training, Trading Training, Training Feedback, and New Users.

## Data Upload

Our VPI service is all about information. One of the most important factors about information is timeliness. From the outset we designed our system to link quickly and automatically to your core systems using our simple Parts Data Upload software client. We also offer options to send existing output files to sparesFinder's FTP site and allow us to take care of the data formatting if needed.

The initial setup typically takes less than a day and then no further work is needed to continually keep your data up-to-date in VPI.



Once we have successfully received your data, it is indexed and organised so you and other subscribers can quickly find what you are looking for. Even with relatively poor standards of data, our search technology is able to deliver good results, but we encourage investment in data cleaning using our **Masterpiece** tool, to get significantly better search results.

## Searching

The objective of our search facility is to enable you to find a part you require that is immediately available to you and in the most convenient location for you. The process and technology behind this simple requirement is complex and has been developed over several years in conjunction with our users.

Our standard search screen offers considerable flexibility. As well as a powerful free text search on your short and long description fields, it enables you to search by manufacturer's name and part number, by equipment category, by geographical locations, by industry type and on up to 6 of your own custom fields.

Any combination of these, and other, search criteria may be used; you could search for all Pressure Transmitters made by the manufacturer Rosemount and located in Norway. Alternatively, you could search

for any description that contains the words "Pressure", "50KPA" and "Rosemount". The more precise the search terms you use, the more accurate the search results will be.

The search results are presented in a table showing details of all currently available items matching the search term, with further details and photographs available as a drill down for each item.

Once you have found the item you need, you can add it to your selections basket and continue to search for more items or progress to the transaction pages. If you have several items, our list search feature enables you to upload the bill of materials for the job in hand, and presents all the results grouped together.

Because the process is automated, we continually monitor data uploads and have an alert system to quickly highlight failed files or unexpected delays in receiving the latest update on your spares inventory.

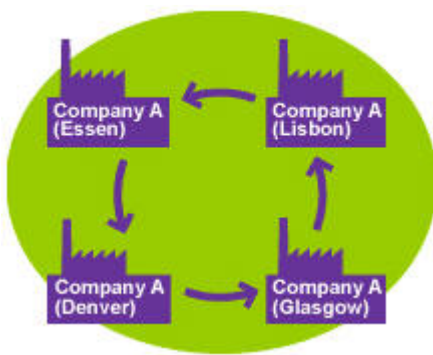
The screenshot displays the SparesFinder search interface. At the top, there are navigation tabs: 'Quick', 'Advanced', 'List', and 'My Selections'. Below this is a header with 'new search' and a note about advanced search filters. The main search area is divided into several sections: 'KEY SEARCH ROUTES' with 'A MANUFACTURER' (Manufacturer and Part Number fields), 'B FREE TEXT DESCRIPTION' (a large text area), and 'C CATEGORY' (a list box). Below these are 'CORPORATE SEARCH FIELDS' with 'Internal Catalogue' and 'Bin Location' fields. The 'STANDARD FILTERS' section includes 'LOCATION' (All Regions/Countries, All Industries), 'SOURCE' (My corporate, Other end users, Suppliers), and 'STOCK TYPE' (All, Excess, Disposal). A 'COMMUNITY/GROUP/STORE' section is also present. On the right, there is a 'SEARCH FOCUS' slider ranging from 'low' to 'high' and a 'search' button with a globe icon.



## Group Support

We have developed the networking and collaboration aspects of VPI by using a sophisticated set of algorithms that allow us to build communities of subscribers with different rules. This level of flexibility really adds value to the data you find on a search; you will never see information about a spare part that the holder does not wish you to see and you will only ever find a spare part that is available to you.

For example, access to full details of stock levels at a particular factory may be made available only to users at other factories belonging to the same company. Other members of a special user community the company has joined (perhaps an industry grouping) may be allowed to see items where the stock holding is above a defined level. Finally, the whole subscriber community may be able to see items flagged as excess stock.

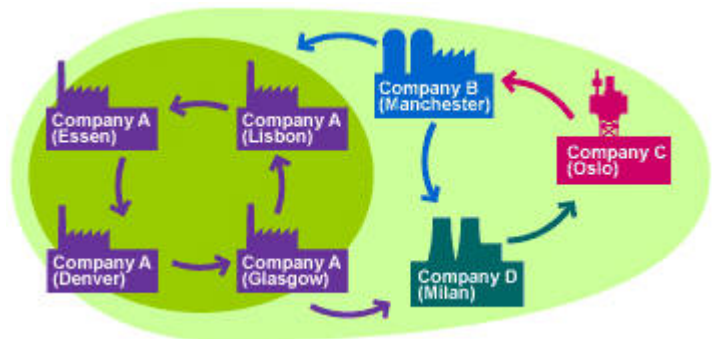


**Corporate Group**

If Company A forms a group with other similar companies in their region, group members can then share each others' surplus inventory information and share the burden of critical, high value parts. They are able to rapidly find and trade surplus spares and equipment between companies, releasing the capital tied up in these assets.

Each site in Company A manages its spare parts inventory with its own ERP, CMMS or Inventory Control System. If these systems are not linked, users will not be able to see inventory held at other sites.

By using the VPI grouping feature, Company A can quickly achieve full inventory visibility across all their sites, leading to reduced stock levels and less plant down time.



**Regional/industry Peer Group**

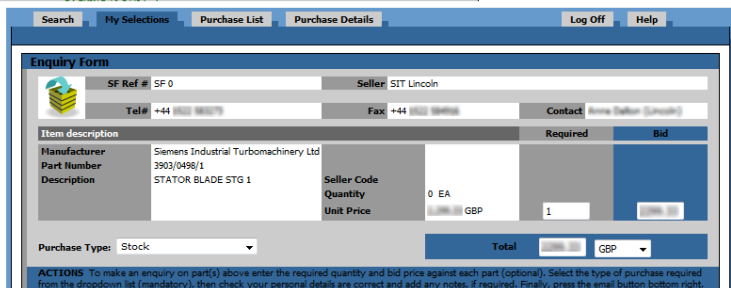
Group Support is entirely free and we will discuss your options when you subscribe to VPI. Alterations to your set-up can be made quickly at any time, but, for reasons of security, they are always controlled by sparesFinder personnel.



## Transacting

When a search is conducted, the information presented includes all the descriptive fields about an item and the contact details (telephone number and email address) of the subscribers who have the item available in stock. A price may be shown, at the discretion of the part owner, who are generally other spare parts users, but could also be suppliers.

2APASC15	METALLBLECKCHEN 2APASC15 24ER-25ER RT / BLOCK 2APASC15 24ER-25ER RT	M0664806	Germany	386.55 USD	
3488244	SERVOMOTOR S8105-30-02-05-19-5-1-64-EOKN / S8105-30-02-05-19-5-1-64-EOKN	M0654130	Germany	2,156.49 USD	
AR1-MA0199	MARKER CABLE SIGN(-) TELEMECANIQUE	2091575	Australia	4.70 USD	
209154.2ENB720.000.02	Quantity Available: 1	2069685	Australia	185.88 USD	
2951150 000 00	UOM: PK	2065644	Australia	POA	
6E57334.OCE01.OAA0	SCC: 5	2082828	Australia	349.22 USD	
110046/26	AUR: 0	2093412	Australia	2.12 USD	
	Higher Assy: General Engineering				
	IC#2091575				
	Cat Price: 0 USD				



Once the potential sources of the item are found, it is up to the searcher to establish contact and agree terms. This can be done completely offline and it is typical that many transactions involve direct contact. We recommend the use of our transaction forum where you can monitor your sales and purchase requests from other users for your excess inventory, exchanging further information, documents and photographs if needed to ensure you have identified the correct spare.

There is normally no involvement by sparesFinder personnel in the transaction process and we do not make any charge on transactions

## Benefits of VPI

The benefits of VPI are applicable to any company whose users are frustrated by over-complex enterprise systems and need a fast, simple, easy way to search and find spares. If too much of your capital is tied up in engineering spare parts, or you risk loss of revenue during periods of equipment downtime, VPI provides the ability to address these issues from the ground up.

The service offers you:

- Improved cross site visibility
- Reduced purchasing spend
- Reduced inventory levels
- Access to a normally "hidden" source of spares available for loan or purchase
- Reduced downtime risks and insurance costs
- Higher procurement staff productivity with simple search
- Effective multi-company pooling communities
- An opportunity to sell surplus at better prices in a buyer-driven market
- An easy, cost effective e-business solution with rapid ROI

