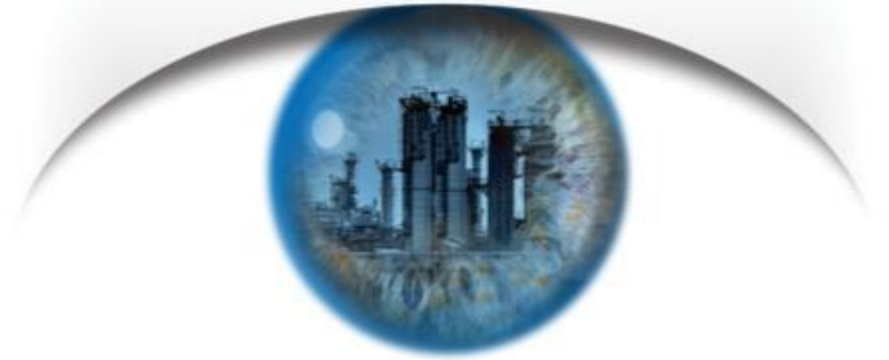


Company Logo

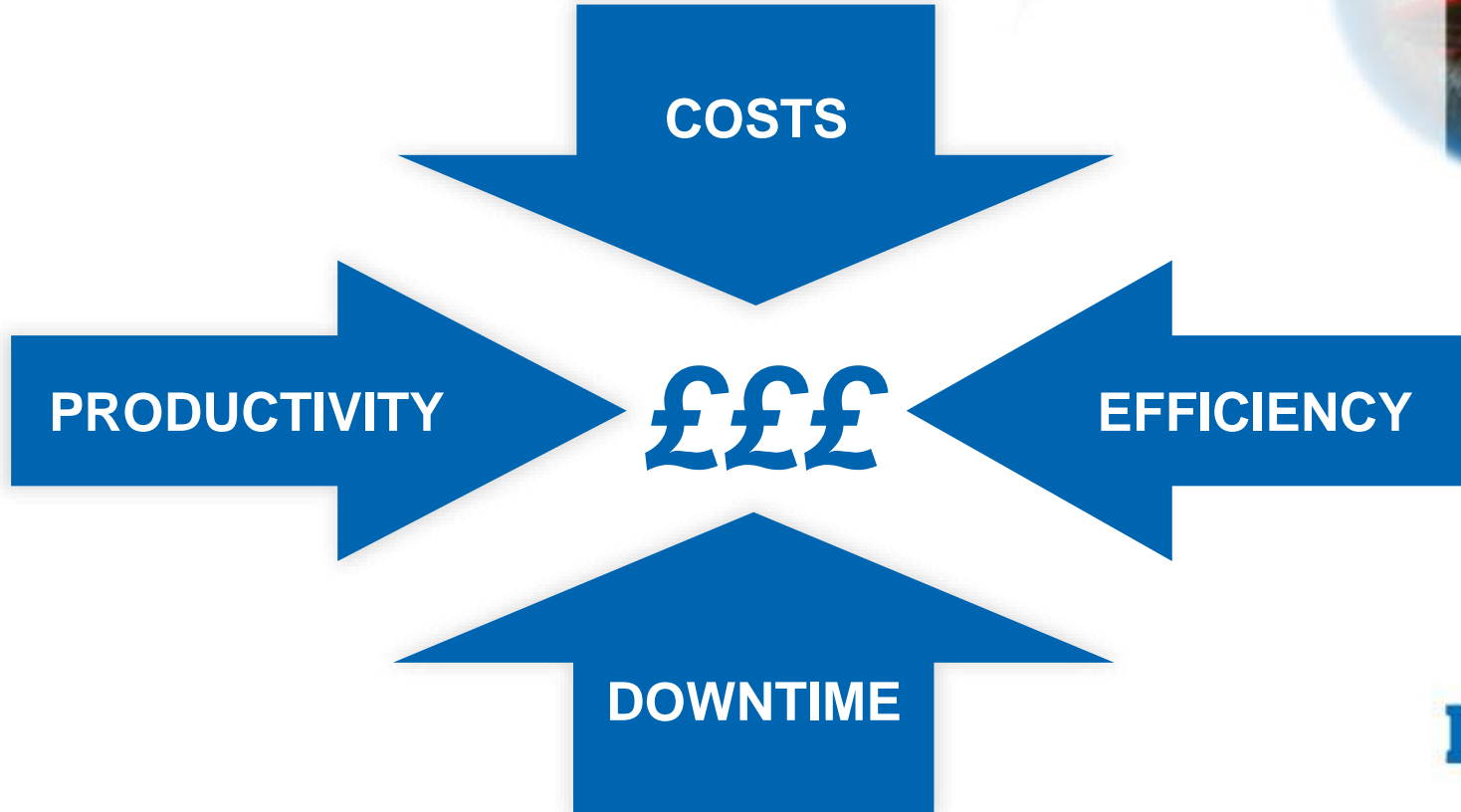
How we can be a
site better

Where to find engineering and indirect supply chain efficiencies and savings for our business.



ERIKS

Where we must improve



How we must look to improve



Enhance our
purchasing effectiveness

Increase
our productivity

Maximise
our efficiency

Minimise
our downtime

What we need to be...

Faster

***better
value***



more responsive

***Better
quality***

flexible



ERIKS

Where to start?

**For decreased
downtime**

it's not just about
maintenance

**For increased
productivity**

continuous
improvement
and innovation

For reduced costs

levering value from
the supply chain



ERIKS

How much could we save?

Productivity

13 minutes
wasted,
searching
for every
replacement
part

Costs

10% of budget
spent on
unnecessarily
duplicated
parts

Downtime

15% caused
by lack of the
right spare
parts

Efficiency

10-50%
of engineers'
time wasted
on non-core
tasks

How can we save?

PRODUCTIVITY

Be better organised

Reduce time taken to find replacement parts, improve our processes/systems

COSTS

Carefully manage inventory

Reduce duplicate purchasing, reduce our stock, rationalise the number of vendors

DOWNTIME

Better manage our stock

Ensure parts availability for quicker repairs, align stock with production needs, introduce consignment stock, link the stores with engineering need

EFFICIENCY

Be more efficient at procurement

Leave engineers free to concentrate on improving productivity



Finding the answers – start simple

- 1. *Know what's critical:*** Identify and label our critical parts to reduce risk
- 2. *Know what's where:*** Cleanse our data and manage it
- 3. *Essential parts where we need them:*** Lineside vending or storage for fast moving consumables
- 4. *Make supply simpler:*** Consolidate our vendors to leverage efficiencies
- 5. *Exploit technical expertise:*** Utilise supplier know-how for the latest solutions



Benefits of outsourcing

The background image shows two men in a warehouse or industrial setting. One man, older with grey hair, is wearing a dark blue jacket and holding a clipboard. The other man, younger with dark hair, is also wearing a dark blue jacket and looking at the clipboard. They appear to be in a discussion. The background is slightly blurred, showing industrial shelving and equipment.

- Freedom to focus on core tasks and skills
- Sustainable cost savings – Total Cost of Ownership
- Time saved on procurement % spares management
- Reduced downtime
- Simplified supply chain
- Maximised process efficiency
- Greater stock control
- Greater budget visibility and accountability
- Minimising downtime and maximising profit plant-wide

Benefits of outsourcing

An experienced on-site supply partner will:

- Allow our engineers to concentrate on engineering
- Introduce new/alternative technologies based on TCO
- Allow purchasing to concentrate on strategic 'core' areas
- Deliver best practice in our indirect supply and parts solution
- Drive inefficiencies from our supply chain
- Turn maintenance from a cost to a revenue driver
- Turn our stores from a cost centre to a profit centre
- Help us realise benefits throughout our organisation
- Provide an important competitive advantage

Savings - delivered



Next steps to success

STEP 1

DAY 1:
APPROVAL
from key stakeholders in business to embark on process

STEP 2

DAY 1+1:
ENGAGEMENT
with chosen partner for detailed review

STEP 3

DAY 1+14:
EVALUATION
of real savings with supply partner

STEP 4

DAY 1+21:
REPORT
on potential savings and recommendations for ways forward

Why ERIKS on-site solutions?

- UK's leading provider
- Currently managing 125+ sites in the UK and Ireland
- Unique market position:
 - Add value through technical know-how
 - Supply / advise
 - Source / procure
 - Product and application expertise
 - Repair / replace
 - Manage MRO stores and inventory
 - Process improvement and re-engineering

Outsourcing success story 1

STORES REDEVELOPMENT

- Leading drinks manufacturer
- Untidy, disorganised stores
- Poorly labelled and poorly segregated parts

ERIKS' SOLUTION

- Unique bin location for each item
- Logical, consistent location hierarchy
- Barcoded item labelling
- Aisle, bay and shelf labelling and signage

RESULT

- Well-organised, efficient stores, achieved in existing stores' footprint, with minimum disruption

Outsourcing success story 2

A man in a white shirt is standing in a warehouse aisle, looking at a shelf. The aisle is filled with high metal shelving units containing various boxes and containers. The background is a bright, open warehouse space.

SUPPLY CHAIN AND STORES OVERHAUL

- Global manufacturer of analytical instruments, laboratory equipment etc.
- Large, growing supply chain stores requiring consolidation

ERIKS' SOLUTION

- Dedicated MRO engineering stores
- Lineside consumables vending
- Web-based stores management (ERIKS Easy Order System)
- Rationalised supplier base with 24/7 MRO contract

RESULT

- Reduced Total Cost of Ownership
- Potential for increased plant and process efficiency

Outsourcing success story 3

STORES RELOCATION AND IMPROVEMENT

- World leader in design/manufacture of subsea systems
- Relocating stores from 3 floors to new single floor site
- Implementation of new inventory management system

ERIKS' SOLUTION

- Design and install complete storage solution, optimising available space
- Relocate stores over 5-month period
- Create operator Instruction Manual for inventory system

RESULT

- Previously hidden stores are now an essential stop on-site tours for blue chip customers

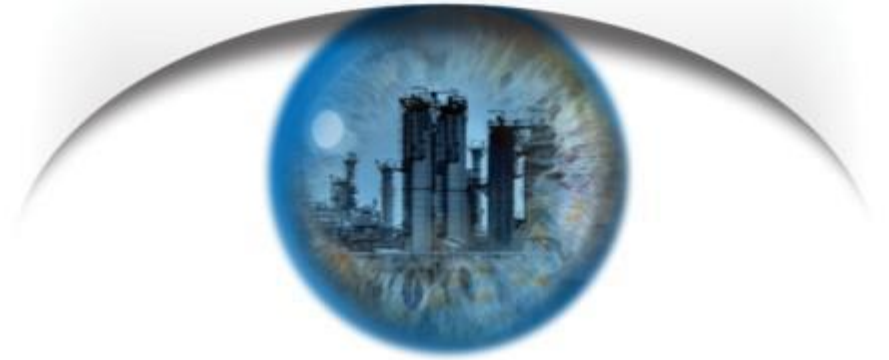
Where we could save

- Stock reduction and rationalisation
- Supplier leverage
- Manufacturer rationalisation
- Energy consumption
- Reverse engineering OEM parts
- Warranty issues
- Repair v Replace
- Administration processes
- Online trading platform



Company Logo

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