

EMPOWERING SERVICE ORGANIZATIONS

Discover the value contribution of a powerful aftersales organization and an effective distribution network

Are you prepared for the challenges and opportunities of tomorrow's service business?

- The digital era will bring completely new requirements to spare parts management – as a cost and complexity driver but also as a competitive differentiator.

Has your organization made plans on how to integrate this into the business?

- The expected growth of market prompts for unification of service and logistics functions, specifically for spare parts.

Do you have the right distribution network to fulfill customer requirements?

- Big data and complexity management (i.e. for software-components and the respective lifecycle management) is a key differentiator and will become more important in the future.

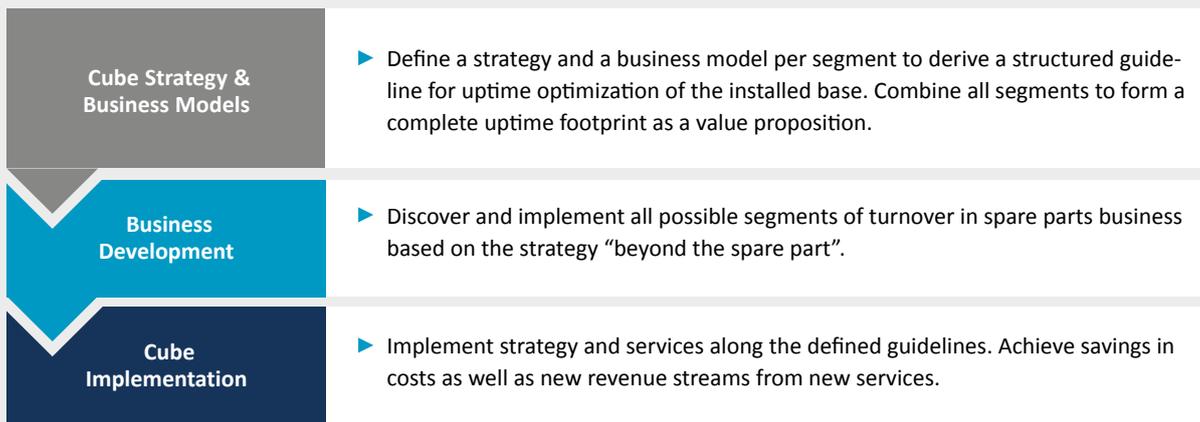
Do you apply the latest technology, i.e. 3D-printing, online diagnosis and offering of uptime instead of "pure" parts?

Spare parts management is still one of the most undervalued business segments in industrial manufacturing. Likewise, the level of operational excellence as well as the opportunities for service business "beyond the spare part" is not yet realized at all.

For many years effective spare parts management has been a huge differentiator for industrial manufacturers – and an increasing source of revenue. It is evident that companies that act as innovator in this segment will be more successful than adaptors or followers.

CAMELOT has a long history of helping companies stay innovative and successful in the area of spare parts management and is recognized as a thought leader in the industry. We empower companies to transform from being a "digital product vendor" to a "digital ecosystem provider". Our support covers full-scale transformation of spare parts management from organization through purchasing to operations.

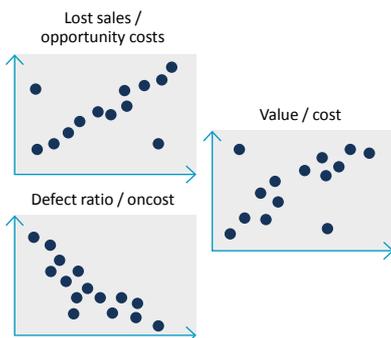
How CAMELOT helps



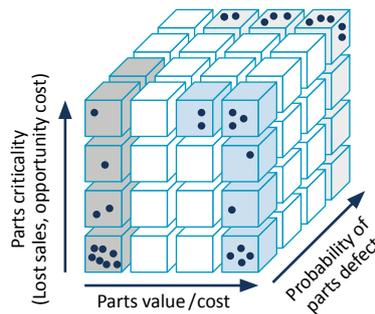
Service cubes as a strategic guideline

Due to the complexity of spare parts management in general, we help customers by segmenting and designing the required services. The competitive edge can be reached by effectively combining strategies from various areas (life-cycle management, predictive maintenance, obsolescence management) into one cube that will also determine the shape of the physical distribution footprint.

Typical segmentation



Service cubing



Focus topics

- ▶ Demand-driven planning
- ▶ Service level agreements
- ▶ Life-cycle management
- ▶ Stock management
- ▶ Reverse logistics
- ▶ Advanced planning solutions

Your benefits

- ✓ *Cost reduction due to increased efficiency*
- ✓ *Increase of availability and the optimal “time to market”*
- ✓ *Scalable growth and dynamic flexibility to react to changing markets*
- ✓ *Sales push due to new revenue streams*

YOUR CONTACT FOR FURTHER INFORMATION

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