

**FIRST AID FOR  
MAINTENANCE  
REPAIR AND  
OPERATIONAL  
GOODS**



# A TRUE GLOBAL LEADER

MRO BPO – Business Process Outsourcing

Strategic Procurement  
Transaction Processing  
Storeroom Management



**1,200+**

Global  
Employees

**90+**

Global  
Clients

**\$1B+**

Consolidated Client  
Inventory

**17,000**

Global  
Suppliers

**170**

Managed Sites

**\$1B+**

Consolidated Spend

**18M+**

Global ID  
In Place



**DATA**

The goal is to  
**turn data into  
information,  
and information  
into insight**

Carly Fiorina  
Former CEO  
Hewlett-Packard

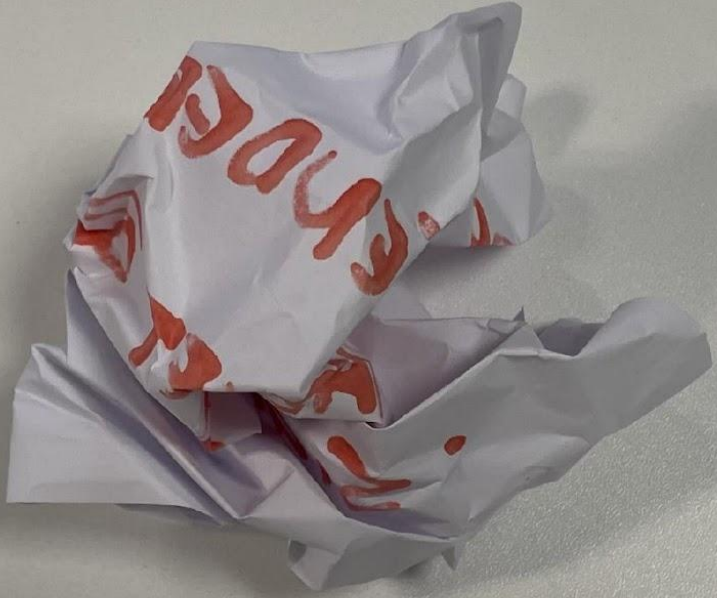


# AVOID THE POOR DATA CYCLE

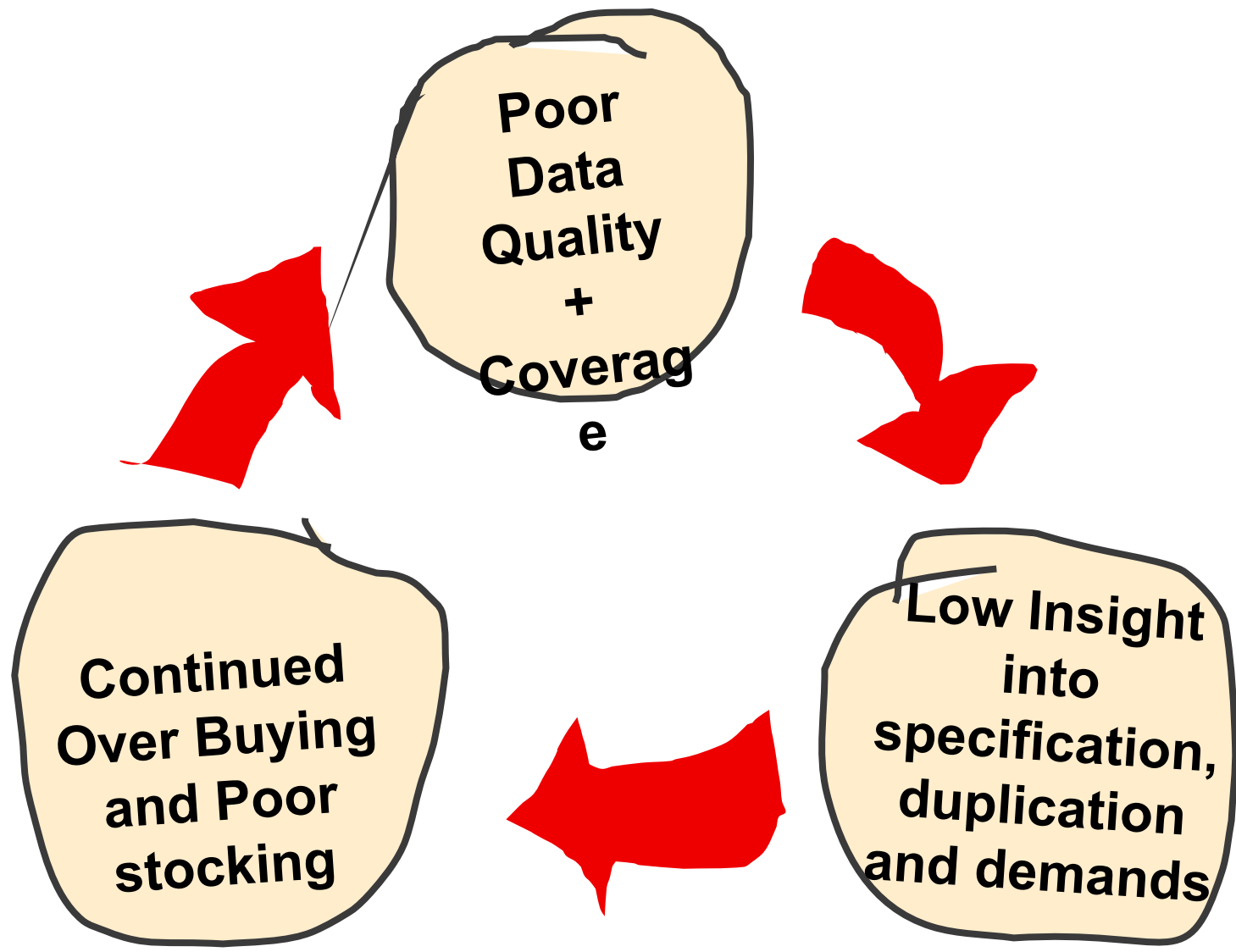


TO DO ...

- MRO TENDER :
- MARKET BASKET.
- REBATE
- SIGN ON BONUS.



# THE POOR DATA CYCLE



70%

30%



Electrical & Instrumentation			
Supplier Material Description	LongText	Manufacturer Name	Manufacturer Part Number
Hi Vis Orange, 3 Band		P	
Green, 2 Band		ELI-67V	
Sensor Keyence	KEYENCE		
Sensor Keyence	SICK		
Sensor Sick	SICK	S5-5-C8-32	Vendor Material Code 10419247
Sensor Sick	DATALOGIC	S55C832	
Sensor Datalogic	DATALOGIC	KB5201	
Sensor Datalogic	IFM	(new part no.)	
Sensor IFM	OMRON		
Sensor Omron	DIELL		
Sensor Diell	PHOTO ELECTRIC SWITCH		
Sensor Baumer	PHOTO ELECTRIC SWITCH	Baumer	

Short Description	LongText	Part Number
Valve		2 inch

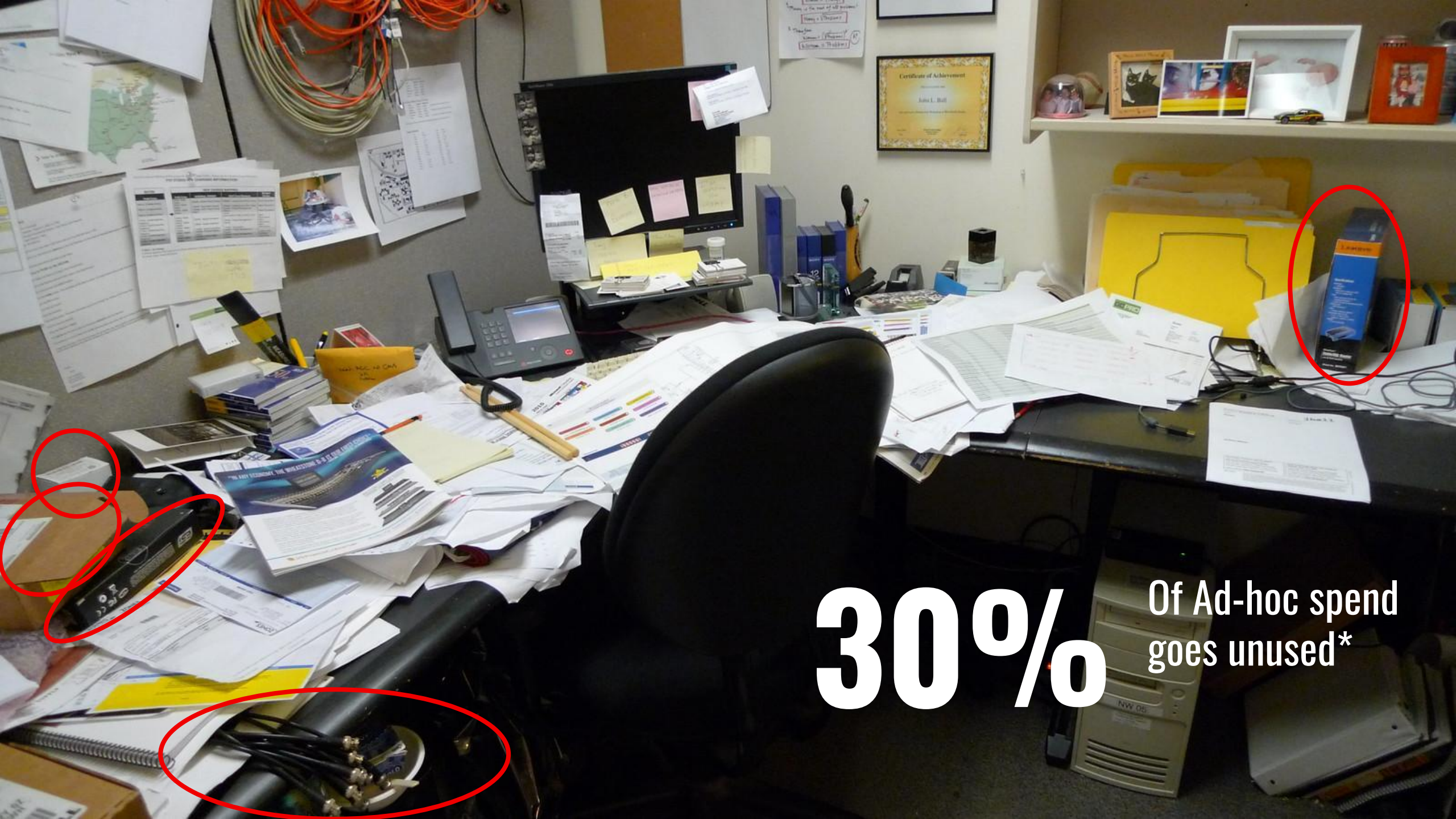
So what





# 25%

Employees leave  
without the  
product they  
came for\*



**30%** Of Ad-hoc spend goes unused\*



46%

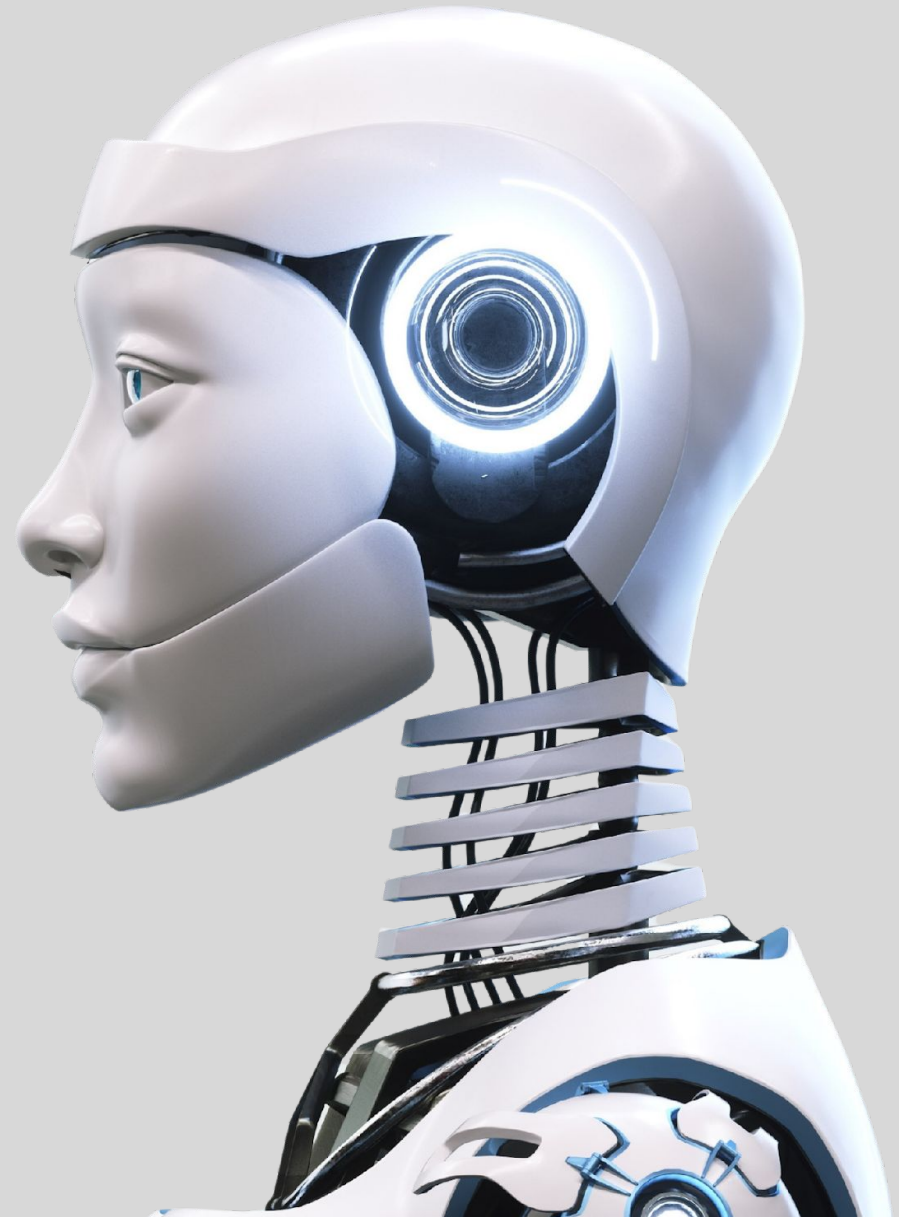
Typical excess  
inventory held in  
storerooms\*

50%

Of inventory has not moved for 12 months or more\*



Can AI  
Help?



Yes, but...



## ❑ **ITEM CLASSIFICATION**

Assignment of parts to a standard MRO classification and UNSPSC to assist with part identification, consistent description for easy search and retrieval.

## ❑ **MANUFACTURER**

Standardization of manufacturer name to ensure alignment between the manufacturer's identity and product information across systems.

## ❑ **MANUFACTURER PART NUMBER**

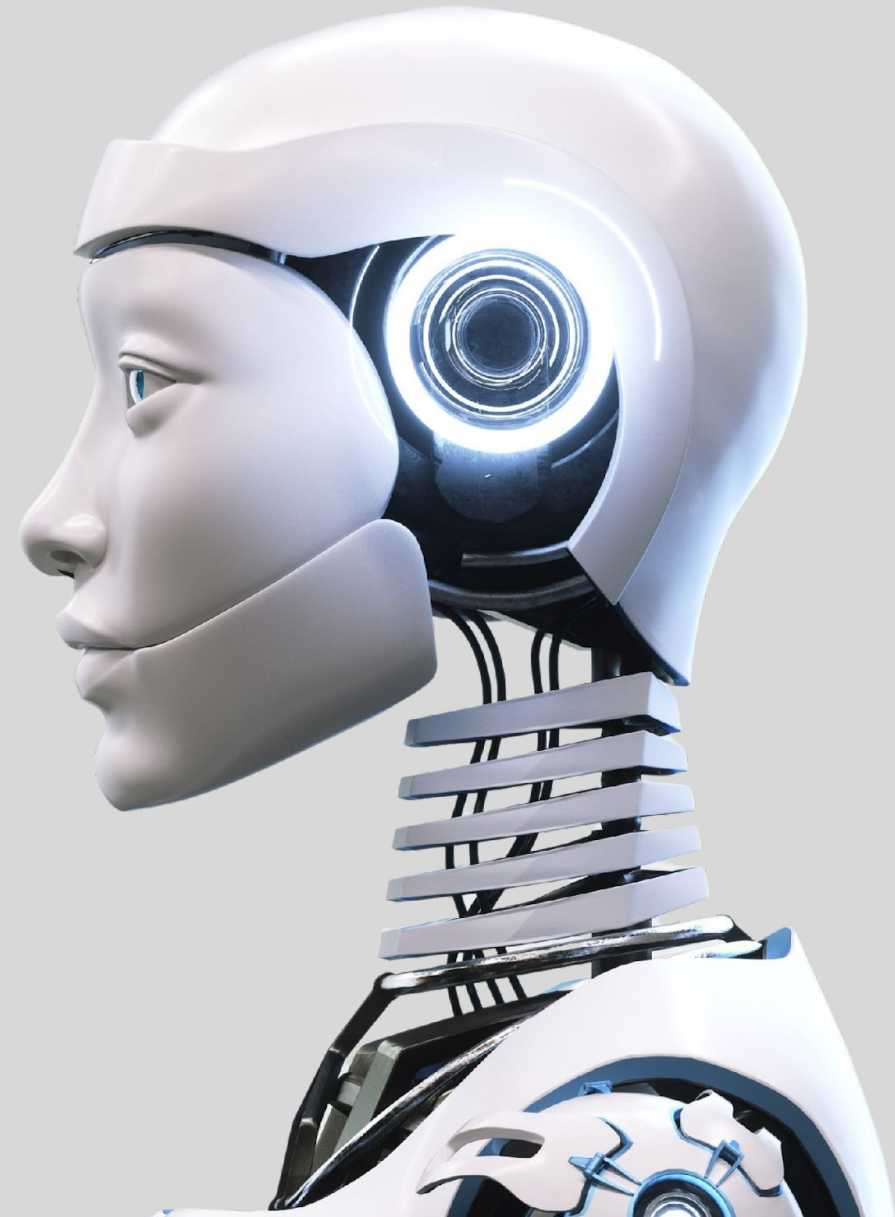
Standardization of manufacturer part number.

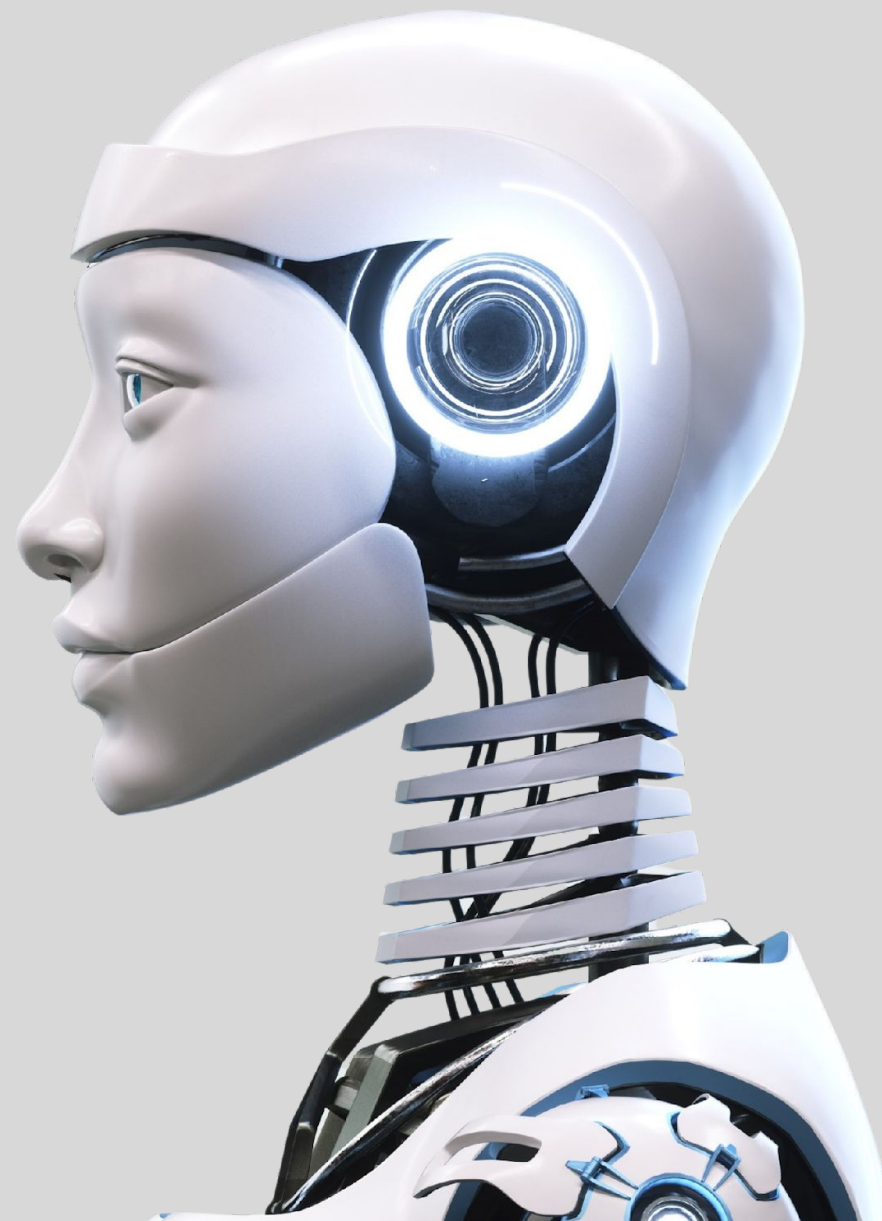
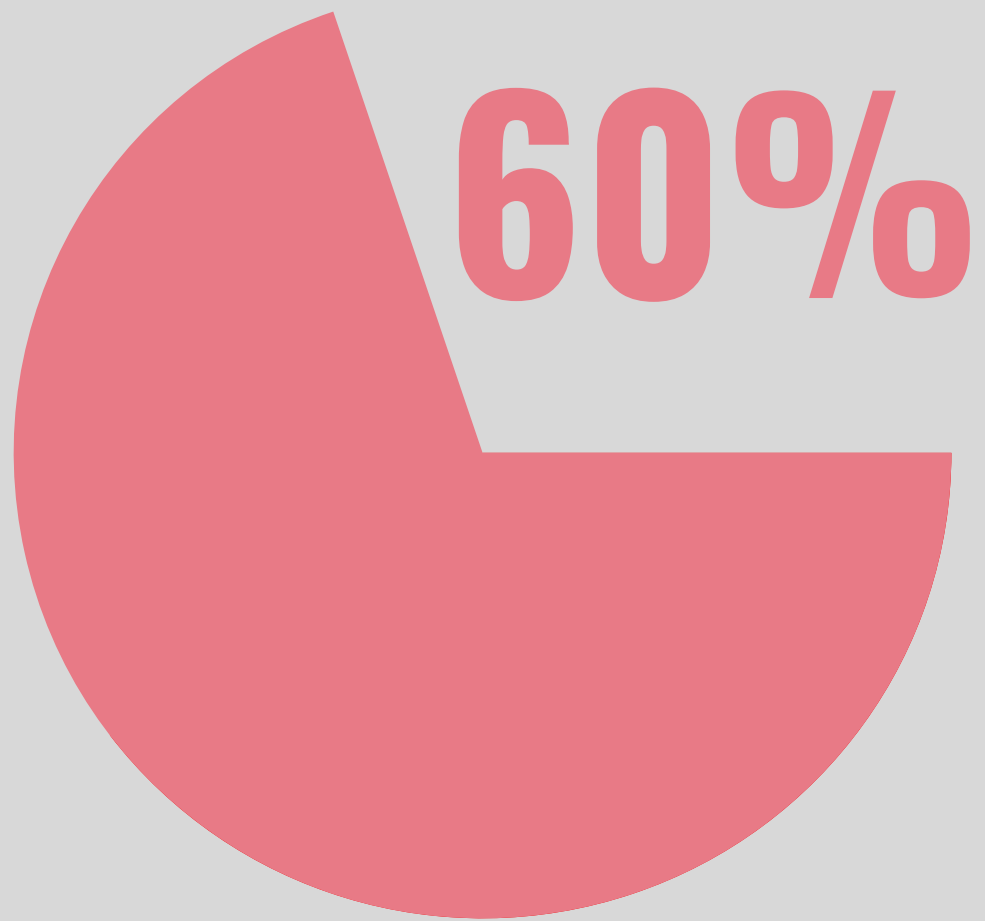
## ❑ **DESCRIPTION**

Creation of a clean and structured description by leveraging historical information.

## ❑ **DATA EXPORT**

Data can be extracted for you using data templates. (i.e. SAP 40 Character )





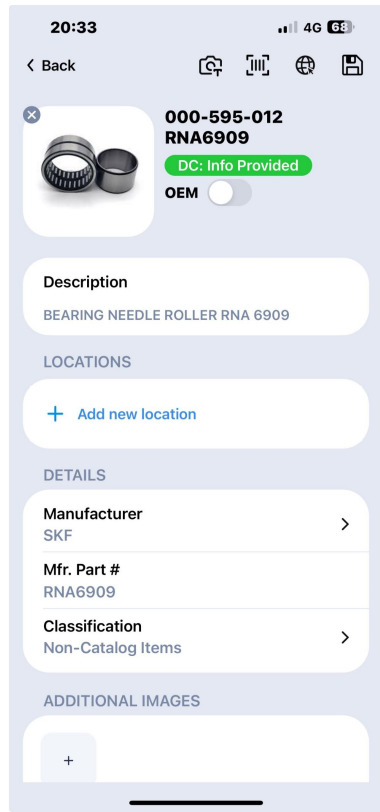


Then use  
humans...

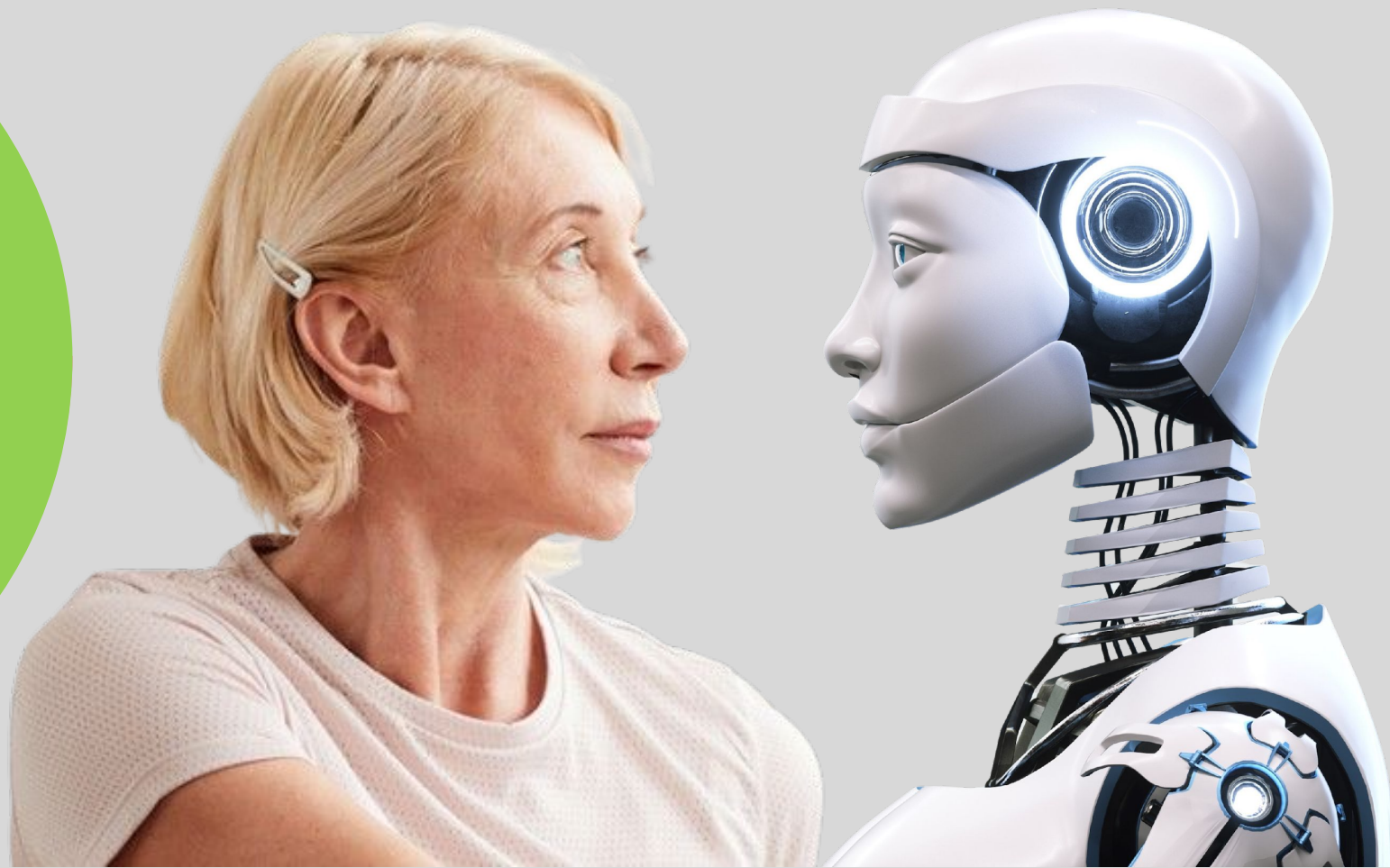
# Check the AI then use more AI...

## SnapPart® Mobile Application

- TEXT RECOGNITION
- BAR CODE RECOGNITION
- WEB SEARCH
- MULTIPLE IMAGES



**100%**



**55**

**Different Part Numbers**

**38**

**Client Sites**

**19**

**Different Suppliers**

**235**

**Unique Purchases**

**RS PRO White PTFE Tape, 12m x 12mm x 0.075mm**

RS Stock No.:

**183-3490**

Distrelec Article No.:

**304-14-109**


Brand:

[RS PRO](#)



Now we can  
see clearly



A white, paneled door is open, revealing a bright, glowing light source. The door is set in a blue wall, and the floor is a light blue color. The scene is simple and clean, with a focus on the open door.

**The door is  
now open to  
unlock TCO...**



Remove  
duplicates



Standardise

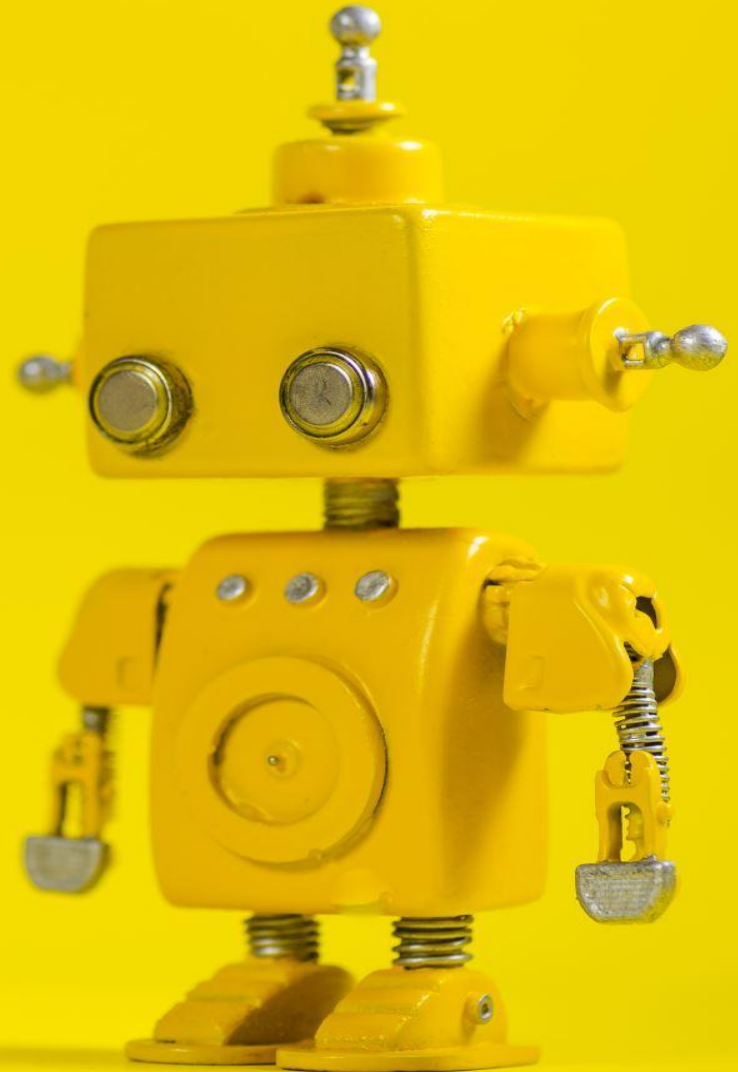


Optimise  
inventory

# Optimise procurement



**Automate  
Quotations,  
Search Stock,  
Look for  
Alternatives**





Sustainable  
savings

**Better world  
products**





**Access & Availability**





**INTEGRATED  
SUPPLY**

**COME SEE US**

**STAND:15**

Simon Hilton

[rs-integratedsupply.com](http://rs-integratedsupply.com)

