

# Consulting Services Understanding the Value



## 1 The Problem

**MRO challenges come in many shapes and sizes.** Most are not part of what a company has expertise in, but can have a big impact on your bottom line. Common challenges include:

- Not investing in understanding the cost of how products get into the business
- Uncontrolled and unmeasured material management
- Unable to find products when needed, including critical items
- Safety risks with inconsistent buying, storing and consuming
- Struggle achieving uniformity when the same product is used across locations
- Problems with the procurement process from when a need arises to final payment

## 2 Solutions that Work



Grainger Consulting Services can help with:

- Conducting a space and process analysis to uncover time and money spent on materials
- Completing an asset assessment to help improve data quality and understand what you have
- Improving your operations to help with employee retention and safety
- Optimizing storeroom and workflow to identify improvement opportunities
- Implementing supplier consolidation and product optimization programs by capturing efficiencies and money left on the table

## 3 How Grainger Can Help

Grainger Consulting Services exists to help companies, like yours, address MRO challenges and optimize your investments in people and supplies. We do this by creating customized project plans focused on real change management in these key areas:

### > Inventory Optimization

Stock only what you need by analyzing inactive and excess inventory, turns and part fulfillment.

### > Procure-to-Pay Baseline

Streamline the process from when a need arises until final payment by balancing the item price with the process cost.

### > Storeroom Layout

Optimize your space to make products easier to find and improve the flow of materials in and out.

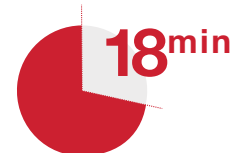
### > Supplier Consolidation

Increase the value of each supplier by reducing the number by category to leverage volume discounts.

### > Product Standardization

Uniform products across multiple locations to help achieve cost savings.

### Fast Facts



On average, **18 minutes** are spent searching for a part that is stocked<sup>1</sup>



Internal labor cost—need through payment—for **one transaction averages \$97<sup>1</sup>**



A technician has all the parts required when leaving the stockroom **only 75% of the time<sup>1</sup>**