TRANSFORMING SEVICE PARTS SUPPLY CHAINS

Master supply chain complexity with **advanced analytics** and **optimized plans** that increase service, **mitigate risk**, and **minimize costs**.
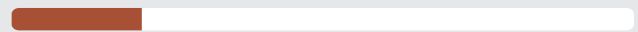
Aftermarket parts and MRO (maintenance, repair and operations) organizations leverage the GAINS supply chain performance optimization platform to overcome misaligned inventory and poor service — while avoiding endless IT projects. From planning demand to optimizing inventory and growing sales, companies rely on GAINS for faster decision-making to deliver better service, maximize profits, and minimize costs with less effort.

Our mission is to drive unmistakable business impact in as fast as 8 weeks, and relentlessly add value as your supply chain evolves. Automated configuration, out-of-the-box calibration and machine learning ensure your unique business needs activate optimal supply chain response. With the GAINS cloud platform, you benefit from continuous releases and the latest innovations without lengthy upgrade cycles.
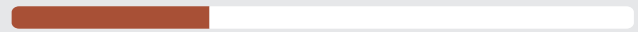
With a 97% customer retention rate, GAINS offers a proven, rapid path to a new supply chain future. Service parts planners around the globe rely on the GAINS AI-driven solution platform to optimize supply and demand, driving increased sales, faster inventory turns, and improving cash flow and service levels while reducing operating costs.

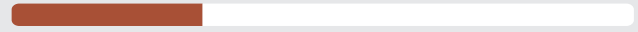## SERVICE PARTS BENEFITS WITH GAINS

INCREASE SALES **5-20%**

REDUCE INVENTORY **15-32%**

LOWER OPERATING COST **12-30%**

RAISE SERVICE LEVELS ABOVE **96%**

GAINS SERVICE PARTS AND MRO SUCCESS

GE Power

Leading global provider of equipment and services for the energy value chain

◇ Raised customer service levels to 97% with near-zero expediting
◇ Decreased inventory investment by 25%
◇ Lowered carrying and other operating expenses 23%

"GAINS has enabled us to work down excess inventories and offset them with inventories that truly drive our spare parts business for today and the future."

Bell Flight

Global producer of military and commercial, vertical-lift aircraft

◇ Cut active spares inventory investment by 19%
◇ Grew service parts sales 8%
◇ Maintained 98% off-the-shelf repair parts availability

"With GAINS we are able to continue providing the best service in the industry with 19% less inventory and 30% lower handling costs."

Australian Defense Force

Australian Defence Logistics Command

◇ Slashed inventory costs by $186 million
◇ Reduced warehouse items held by 42%
◇ Boosted service levels 15%

"We saved $14 million in six months. GAINS delivered, beyond a doubt."

Increased Agility. Optimized Plans. Better Service.

Most companies are running their service parts supply chains with outdated systems and error-prone spreadsheets. That's why savvy supply chain planners rely on GAINS to plan tens of millions of parts, while minimizing service costs.

Continuously Optimize Demand and Supply

GAINS dynamically determines the profit-optimal stocking strategy to achieve targeted service levels for every part and order. The performance optimization platform leverages predictive analytics to forecast based on attributes like attach rates or mean time to failure (MTTF).

Optimize Item Deployment and Service Level Policies

Maximize profit or minimize cost by dynamically determining where each part should be stocked, and at what service level. Our AI-driven platform easily manages infrequent and low demand, and long lead times, while considering carrying and handling costs, obsolescence, transportation and expediting costs, lost margins, and even follow up service call costs.
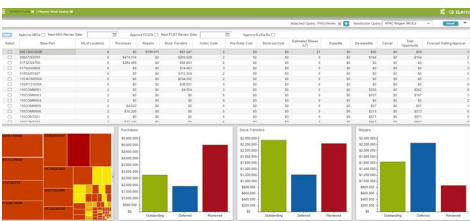
Automate Inventory Redistribution and Condition-Based Supply Planning

GAINS quickly evaluates cost and risk tradeoffs of supply scenarios to ensure targeted service levels are met at the lowest cost. Part redistribution from another location, substituting surplus inventory of new parts for repaired part demand, substituting across engineering revisions, routing purchases directly to the impacted location, expedited transport, and sourcing from alternative vendors can all be analyzed.
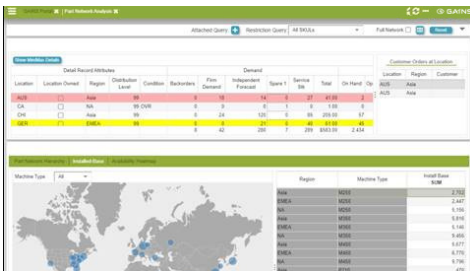
Maximize Profits with Sales & Operations Planning

The GAINS AI-driven solution platform constantly recalibrates parts demand and supply changes to boost customer service. Avoid stockouts or surplus inventory with continuous planning to evaluate multiple scenarios and achieve desired customer service levels at the lowest total cost.

Optimally balance supply of service parts between new-buy, refurbished, and warranty replacement

Mitigate risk and improve profits with service level optimization

To **MOVE FORWARD FASTER** visit
www.GAINSystems.com

GAINS Supply Chain Optimization Platform harnesses Artificial Intelligence for:

◇ **Dynamic Forecast Model Selection and Demand Sensing** that tests for plausibility, accuracy, and point of use IoT signals to provide an objective demand plan baseline, given attach rates and intermittent demand.

◇ **Automatic Analysis of Supply and Demand for every SKUL** (SKU by Location) across the enterprise, from DCs to trunks, that leverage artificial intelligence and ML to gain better insights and automation to ensure precise service level attainment with greater confidence.

◇ **Cost-Optimized Inventory Policies** including replenishment order sizing and safety/service stock are calculated at the SKUL level, considering total annual cost, comprehensive error, targeted customer service levels, and all relevant dependencies and constraints.

◇ **Multi-Echelon Inventory Optimization (MEIO)** algorithms that determine whether to stock items and at what service level. GAINS solves for interdependencies within the Repair Bill of Materials (RBOM) and among all stocking locations to set inventory and postponement strategies while meeting customer expectations at lowest total cost.

◇ **Leading Indicator, Extrinsic Variable, and Viability Analysis** so that forecasts sense changes in demand and consider product line life cycles.

◇ **Performance Based Logistics** management to fulfill Service Level Agreements at optimal costs, including performance penalty and turn-around-time parameters.