INDUSTRY 4.0 SOLUTION FOR COLLABORATIVE SPARE PART MANAGEMENT

SPARETECH at eCl@ss Congress 2019
September 18th 2019 | Cologne
INDUSTRY 4.0? – NOT YET REALITY IN INDUSTRIAL SPARE PART MANAGEMENT

Defective pneumatic cylinder worth ~ 120 €

Spare part <1 km in stock

Not found due to incorrect record details

> 100,000 € downtime costs

Source: SPARETECH GmbH
Anonymized customer example (real data)

END CUSTOMER REALITY – DATA QUALITY ISSUES

~62% of all customers’ spare part data sets are faulty.

<table>
<thead>
<tr>
<th>Nr.</th>
<th>Beschreibung Artikel</th>
<th>Beschreibung Artikel</th>
<th>Hersteller</th>
<th>Hersteller artikelnummer</th>
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<tr>
<td>1</td>
<td>Schalter 15+10A20x0,5 BRENNER</td>
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<td>Relais</td>
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<td>51</td>
<td>Motor</td>
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<td>Siemens AG</td>
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KEY PROBLEM – CUSTOMERS' MANUAL DATA MANAGEMENT TODAY

Example

<table>
<thead>
<tr>
<th>Spare part lists</th>
<th>Location A</th>
<th>Location B</th>
<th>Location C</th>
<th>Result</th>
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<tbody>
<tr>
<td></td>
<td>X Google</td>
<td>PDF Adobe</td>
<td>X</td>
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<tr>
<td>Data acquisition</td>
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<td>Component</td>
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<td></td>
<td>„Cylinder“</td>
<td>„Standard cylinder“</td>
<td>„Pneumatic cylinder“</td>
<td>3 Data sets</td>
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<tr>
<td>Description for data creation in ERP system</td>
<td></td>
<td></td>
<td></td>
<td>Incomplete</td>
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</table>
TODAY’S CHALLENGES – CUSTOMER VIEW

Customer challenges

- **Highly complex master data management** due to multiple stakeholders and data sources
- **Poor data quality** results in increased machine downtime
- **Incomparable data** across factories cause increased purchasing costs and oversized inventories

Example companies

- Company A
- Company B
- Company C
- ... and many more

~ 710 suppliers / factory\(^1\)

~ 29,000 parts / factory\(^1\)

Source: SPARETECH GmbH | 1) Industry average
**TODAY’S CHALLENGES – MANUFACTURER VIEW**

**Manufacturer challenges**

- **Latest product data not reflected** in end customers’ systems (e.g. discontinuations)
- **High effort for technical clarification**
- **Unused sales potentials** (direct sales)
- **Lack of insights** on the number of actually installed products at customers

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**Example companies**

- Company A
- Company B
- Company C

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**Manufacturer challenges**

- ~ 710 suppliers / factory¹
- ~ 29,000 parts / factory¹

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Source: SPARETECH GmbH | 1) Industry average
„How can both end customers and manufacturers decrease manual efforts for data management and simultaneously increase their spare part management business performance?“

By implementing and automated solution that delivers standardized master data sets for spare parts from a single source of truth to end customers. Spare part data transparency is key to enable the vision of industry 4.0
OUR SOLUTION IS CUSTOMER DRIVEN

Example Companies

Manufacturers

SPARETECH offers an independent database and matching algorithm to connect manufacturers’ spare part data sets with their end customers’ ERP systems.

Source: SPARETECH GmbH | 1) Industry average
PRODUCT DATA FROM ONE SOURCE - INDIVIDUALLY PREPARED

Catalogues

Rule-Engine

Product database

Client system

Source: SPARETECH GmbH

> 70% of the catalogs are semantically standardized / processed before being made available to the customer

Example Companies
Spare parts lists are checked with matching algorithms and existing materials are highlighted.

Source: SPARETECH GmbH
SPARETECH BRINGS YOUR PRODUCT DATA INTO CUSTOMER SYSTEMS

SPARETECH data base

- Starting point: Your BMEcat/prodct information
- Visualized in SPARETECH’s customer portal

Customer result (example)

- Description texts, part numbers, type designations and product status information as specified by the original manufacturer

Customer receives the original manufacturers’ product data (incl. discontinuations) in the desired import format for his ERP system
**Global Search** feature creates network transparency of spare part inventories
BENEFITS THROUGH SPARETECH’S AUTOMATED DATA PROCESSING

Manufacturer benefits

- Error-free and **always up-to-date** product data in end customers’ systems
- **Increased service business** through **Information** about the actually installed base
- Additional sales potential in **direct sales**
- **Reduced manual effort** in the processing of quotations and order inquiries

End customer benefits

- Analysis of needed spare part lists for new machines
- - 57% manual data management
- **Reduced downtime** due to missing parts
- - 7% purchasing costs
- **Transparency for spare part inventories** across production network

Industry 4.0 = Collaboration of Manufacturers + Customers

Source: SPARETECH GmbH | 1) Efficiency potential based on > 15 SPARETECH customer references
SELECTED CLIENTS & PARTNERS

Clients

Join the ecosystem and become a SPARETECH partner.

Source: SPARETECH GmbH

as of August 2019
Your product data. Always up-to-date. At every customer.

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Managing Director & Chief Collaboration Officer

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