MRO Optimization
for high performance
About Accenture Parts Optimization
Accenture has assembled in a dedicated Service Line all spare-parts operations and management expertise and assets acquired over the last several years with our clients and partners.

Our services cover the entire spare-parts management value chain, including Parts Engineering & Technical Documentation, Data & Catalogue Management, Sourcing & Procurement, Inventory Management, Logistics, Sales & Marketing, and Pricing.

We act as a business partner, focusing on sustainable and tangible long-term benefits of revenue and margin increase, and/or cost reduction.

To address the high volume and the diversity of spare-parts, we combine Management Consulting expertise with proven, industrialized processes and specialized assets, powered by analytics. We also operate Parts Scanning and Analysis Labs supporting service delivery to clients on a global scale.

Illustrations of Accenture expertise:
In the area of After-sales:
We have developed a specialized Parts Pricing approach enabling a shift from a “Cost Plus” to a “Client Perceived Value” model. This approach is powered by benchmarking and analytics capabilities, resulting in a positive impact on both the after-sales performance and brand image.

In the area of Industrial Assets Maintenance:
We leverage a unique, large scale solution to standardize and enrich spare-parts master data and catalogues while enabling the associated cost reduction opportunities (Inventory, Sourcing, Obsolescence, Repair or Warehouse Design).

Today, maturity of MRO optimization activities combined with recent market volatility has changed priorities of many companies and has brought new interest in investigating options to improve MRO.

Why optimize MRO?

MRO (Maintenance, Repair and Operations) has not been prioritized, even neglected, in many companies, since the MRO market is scattered, products are technically complex, and return on investment of optimization activities for MRO has typically been less than that of optimization activities within R&D, production, raw material, etc.

Today, maturity of MRO optimization activities combined with recent market volatility has changed priorities of many companies and has brought new interest in investigating options to improve MRO.

Our expertise can provide many services required to optimize MRO capabilities, given the many challenges in optimizing this space.

Who are we?

Accenture Parts Optimization has over 15 years of experience with MRO, 1,900 sourcing experts, and 10 delivery centers located across the globe. We can lead your projects throughout the world, covering more than 20 different languages.

We have 2 EXAPARTS centers, in US and in Germany, dedicated to analysis of technical characteristics of spare parts. This allows us to provide comprehensive parts databases to enable our clients to better manage master product data.

What do we do?

Accenture Parts Optimization helps clients manage their MRO spare-parts with end-to-end solutions.

Our services are:

- **Parts Rationalization** (Part Data Management Part Classification, Mass Recodification, Technical Data Enrichment, Technical Reference Guide creation)
- **Strategic Sourcing** (Category Management, Sourcing Diagnostic, TCO Optimization, Procurement, Contracting)
- **Warehouse Design** (Warehouse Layout creation, Process definition, Storage and Handling Equipment requirements, Inventory guidelines, Warehouse Operations)
- **Inventory Optimization** (Analysis, Inventory Reduction, Recommendation Report, Spare-parts availability rate improvement)
- **Operations Optimization** (OEEOptimization, Corrective & Preventive Maintenance processes, Obsolescence Management, Repair, Warranty, Energy)
- **Parts Identification** (MRO eCatalogue, Indexation & Versioning, Document Digitalization)

In addition to all main offers, Accenture Parts Optimization assists clients with customized services specific to their needs.
Accenture helps clients manage their MRO spare-parts with end-to-end solutions.

**What are our tools?**

Our experience and deep expertise with MRO spareparts management makes us able to address all optimization levers with an asset-based approach:

Accenture Parts Optimization has developed industrialized services, based on unique assets, ready “off-the-shelf”, which allow us to address particular issues that our clients face, and optimize their MRO management:

**Recodification Tool:** for spare-parts classification and rationalization

**Inventory Optimization Tool:** for site inventory optimization with automated MRP parameter recommendations

**Warehouse Design Toolkit:** for advanced warehouse operations optimization

**MRO eCatalogue Tool:** for spare-parts identification and substitute analysis

We can also assist in tackling other MRO challenges, for example with custom code or technical document scanning and digitalization.

We leverage Accenture methodologies and expertise:

Market analysis, benchmarks, supplier lists

On-shore and off-shore MRO specialists

**Who are our clients?**

Our clients are typically operating in capital intensive industries: Automotive, Industrial Equipment, Utilities, CGS, Aerospace, Electronics, where they must address thousands of MRO spareparts.

**For a Major Automotive Tier 1 Supplier**

We recently assisted a world-leader in the Automotive industry in creating and deploying a standardized MRO parts classification to optimize inventory management.

**Benefits delivered:**

- Recodify 800,000 spare-parts for 50 sites, in more than 10 languages
- Align the effort with an existing GMAO system
- Provide high quality data through strict SLAs
- Conduct a systematic stock optimization program at site level
- Realize inventory synergies and additional cost reduction opportunities to achieve M€ of savings
About Accenture

Accenture is a global management consulting, technology services and outsourcing company, with approximately 261,000 people serving clients in more than 120 countries. Combining unparalleled experience, comprehensive capabilities across all industries and business functions, and extensive research on the world’s most successful companies, Accenture collaborates with clients to help them become high-performance businesses and governments. The company generated net revenues of US$27.9 billion for the fiscal year ended Aug. 31, 2012. Its home page is www.accenture.com.

About Accenture Management Consulting

Accenture is a leading provider of management consulting services worldwide. Drawing on the extensive experience of its 17,000 management consultants globally, Accenture Management Consulting works with companies and governments to identify and deliver value by combining broad and deep industry knowledge with functional capabilities to provide services in Strategy, Analytics, Finance & Enterprise Performance, Marketing, Operations, Risk Management, Sales & Customer Services, Sustainability, and Talent & Organization.

Contact

Bertrand Brillois
bertrand.brillois@accenture.com

Copyright © 2013 Accenture
All rights reserved.

Accenture, its logo, and
High Performance Delivered
are trademarks of Accenture.