

# Parts Optimization Services



**The Source**  
for Critical Information and Insight™

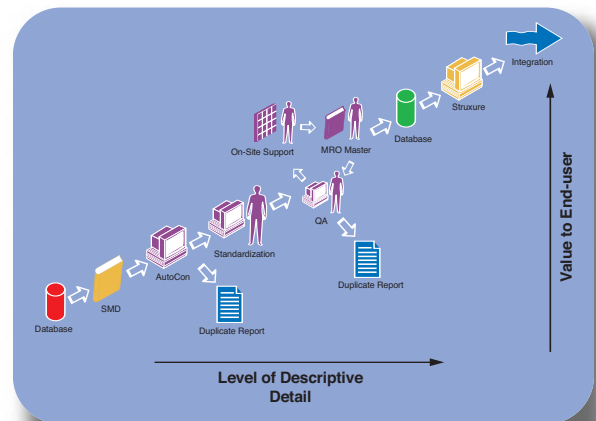
IHS Intermat Solutions' Customized Cataloging Services for MRO Data

IHS Intermat Solutions offers a broad range of parts optimization services that help our clients cleanse, standardize, enrich and maintain their maintenance, repair and operations (MRO) parts information. These services range from identifying potentially duplicate inventory to standardizing and enhancing parts information on an item-by-item basis. We provide custom project implementations and scopes of work for each of our clients based upon the state of their current parts catalog, their future business needs, and their enterprise resource planning (ERP) and enterprise asset management (EAM) requirements.

### Tangible & Sustainable Benefits

Many industrial and process organizations have multiple plants and tens of thousands of MRO parts. IHS Intermat Solutions' parts optimization services have enabled our customers to realize significant savings by optimizing their MRO data, thus:

- Eliminating excess inventory
- Lowering procurement costs
- Improving plant and equipment throughput
- Increasing employee productivity
- Realizing maximum benefits from ERP/EAM systems



*Stairstep approach to parts optimization using tools, software and services*

There are typically three Phases to each engagement:

### Phase I: First Pass

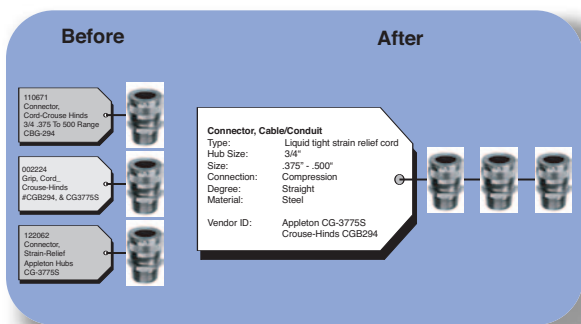
Phase I of our parts optimization service offering is based upon the use of AutoCon™, our proprietary automated data conversion software tool. AutoCon electronically creates Standard Modifier Dictionary (SMD™) formatted descriptions using Nouns, Modifiers and Characteristics from unstructured, free-form legacy text. This “first pass” at classifying the data is then followed by a low degree of manual interpretation and review of AutoCon’s results by our Materials Analysts.

### Phase II: Data Standardization

Data Standardization, also called “data scrubbing”, involves a higher level of service and builds upon the services offered in Phase I. Catalog data, having been first processed with AutoCon, is reviewed, validated and standardized by our Materials Analysts with respect to spelling, punctuation and presentation. Quality assurance (“QA”) and standardization follow, including statistical sampling and specific item-by-item review in order to ensure consistency and accuracy. Phase II services are performed using the SMD, Struxure® and a variety of internal proprietary software tools. No new data is collected during this process.

### Phase III: Data Enrichment

Phase III is an all-encompassing service that enriches the customer’s MRO data through completing the SMD description. In-house research is done by our Materials Analysts, using references such as our internal library of manufacturer/vendor catalogs, Internet sources, CD-ROM data sources and our IHS MROeCatalog database. This work is performed in order to collect additional Characteristic Value data supported by the SMD but not available from the client’s source data. IHS Interat Solutions also provides its own experienced staff of Materials Analysts to perform on-site support - physical inspection of the materials in our customers’ warehouses and storerooms. This is done to collect additional materials and equipment data not available through hardcopy and/or online references.



### Duplicate Inventory Identification

Throughout the catalog services process, IHS Interat Solutions provides its customers with two listings of potential duplicate catalog items. This series of reports allows the client to identify and eliminate duplicate and functionally equivalent inventory as early as 2-3 weeks after project start-up.

- Type I Reports are based on a delimiter-dependent, fuzzy match comparison of catalog item reference numbers (i.e., part numbers, model numbers, catalog numbers, etc.), which allows the customer to identify similar inventory part numbers.
- Type II Reports are based upon a comparison of the completed SMD-based item descriptions.

### Catalog Training & Catalog Maintenance Services

Hands-on training and associated learning materials are provided for use with all IHS Interat Solutions software tools in individual and group settings. Training is also provided for the SMD, cataloging methodology, field data acquisition, and ongoing maintenance and enhancement of the electronic catalog. Our experienced instructors teach training courses at both our training facility and customer locations.

We can also provide resources to maintain customers' catalogs on a real-time basis based upon a customer's schedule and system requirements. This ongoing catalog management service allows customers to outsource additions, changes, and enhancements to their MRO catalog data.

### Immediate ROI

The average return on investment (ROI) on cataloging projects for our customers is typically:

#### Payback Period

- 3-6 months from project completion

#### First Year IRR

- 150-350% depending upon the customer/industry



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