



What customers are doing

(we've got no budget!)

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Cataloging at Source - the last piece of the puzzle

sparesFinder introduction

Operating globally since 1998

Users in >90 countries

Software as a Service / Cloud computing

Supporting professional services

Award winning product innovation

LONDON
BUSINESS
AWARDS
2004

GROWING
BUSINESS
AWARDS
2005

National
Business
Awards
SPONSORED BY

Deloitte.
Technology Fast50

POWERED BY
SAP NetWeaver

sparesFinder software



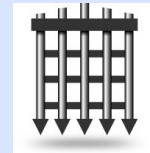
sparesFinder



Insight



Masterpiece



Gatekeeper

Key issues for customers

Decentralized data management environment

- Limited control over the creation of item master records
- No item master description standards
- High number of duplicate items
- Incomplete and inconsistent item descriptions
- Inability to leverage scale
- ERP / data warehouse investment undermined

Spares inventories are managed in separate databases

- Low quality of strategic management information
- Lack of stock visibility across operating companies prevents inter company trading
- Replacement value of existing stock is unknown
- Excessive aged / redundant stock

Handling different standards

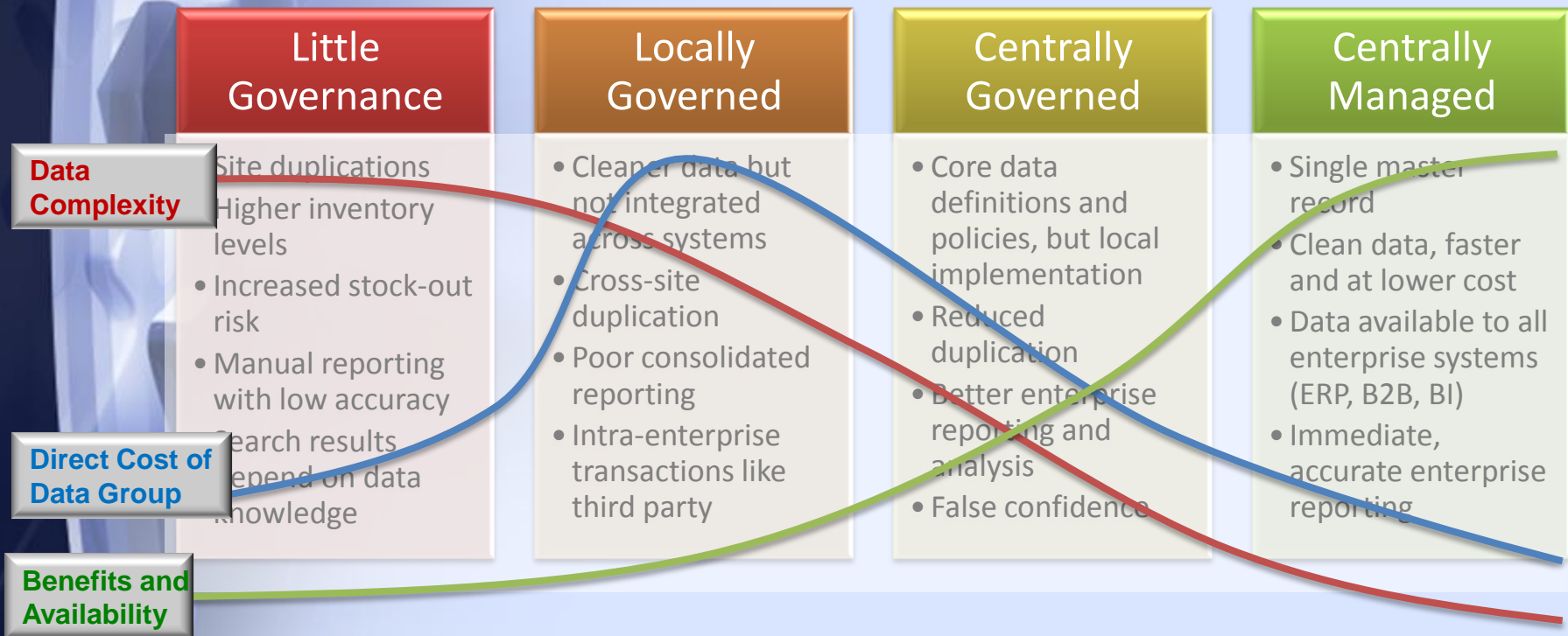
- Significant problem for spares manufacturers and distributors
- Customs code, variations of common classifications
- Requests for quotations with data in highly variable formats

Improve data and process



Data governance


Unconsolidated data or systems



Do you need a data quality tool?




- 80% of companies were not confident in their material data



- 73% found it difficult or impractical to standardise it



- 66% had tried to manually cleanse it



- 75% of those who did manually clean data were not happy with the result

Research from 2007 by Ventana (<http://www.ventanaresearch.com/>)

What the customers want (I)

Focus on value

- Not just clean data but what to do with it
- Search / Report / Leverage
- A solid business case!

Data Ownership

- Higher focus on ownership and control of dictionary than the need for an open standard

Data Quality

- Less pressure to meet a tight ERP upgrade deadline
- More time to focus on having the right quality

What the customers want (II)

Self Service / Flexible

- Minimize costs by easy segmentation of data; no longer just “clean it all”
- Involve existing under-utilized staff
- Focus on system usability

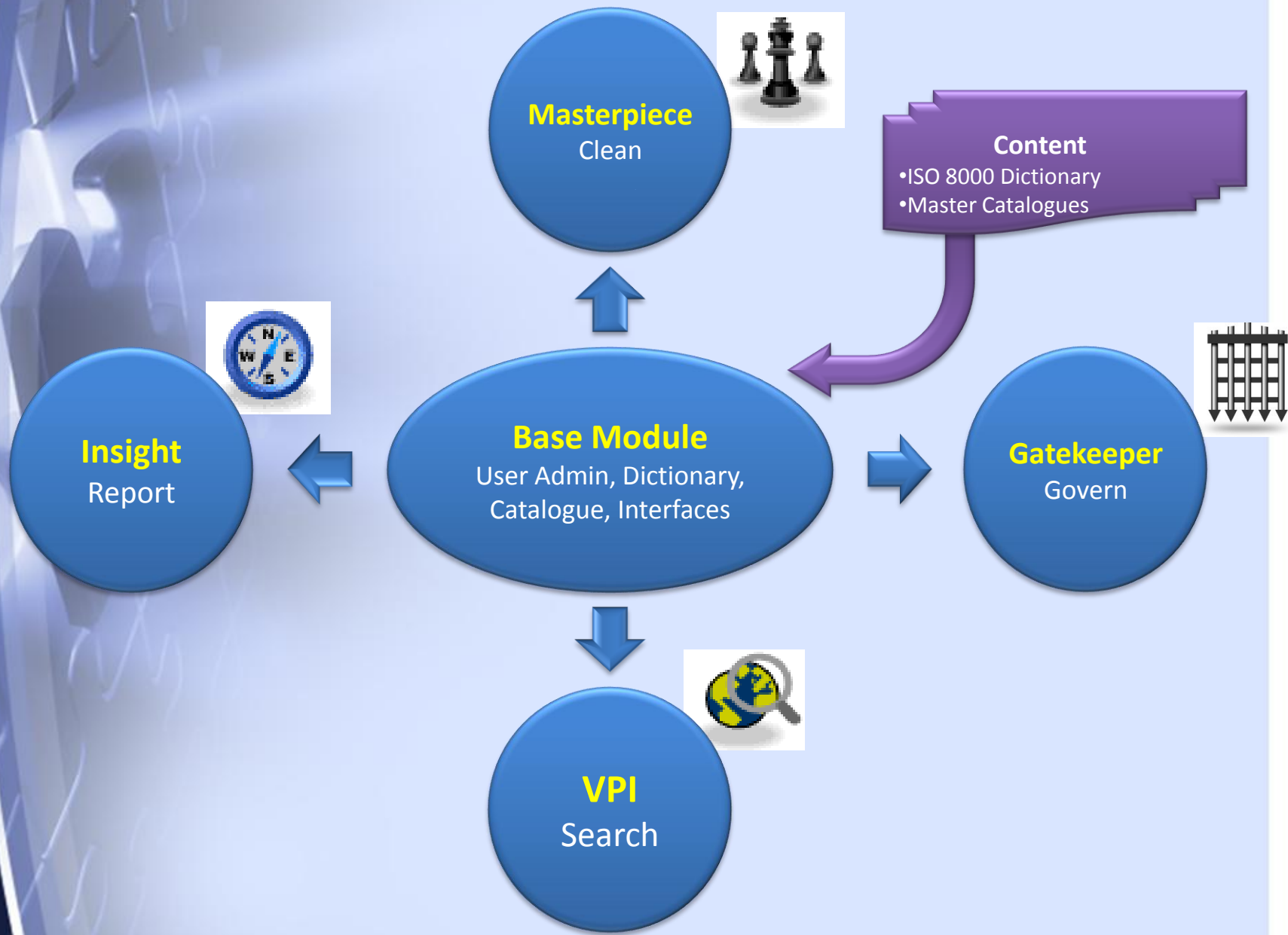
Data Governance

- Less ability to add headcount to a central function
- Prefer control with a single distributed system and nominated data czars

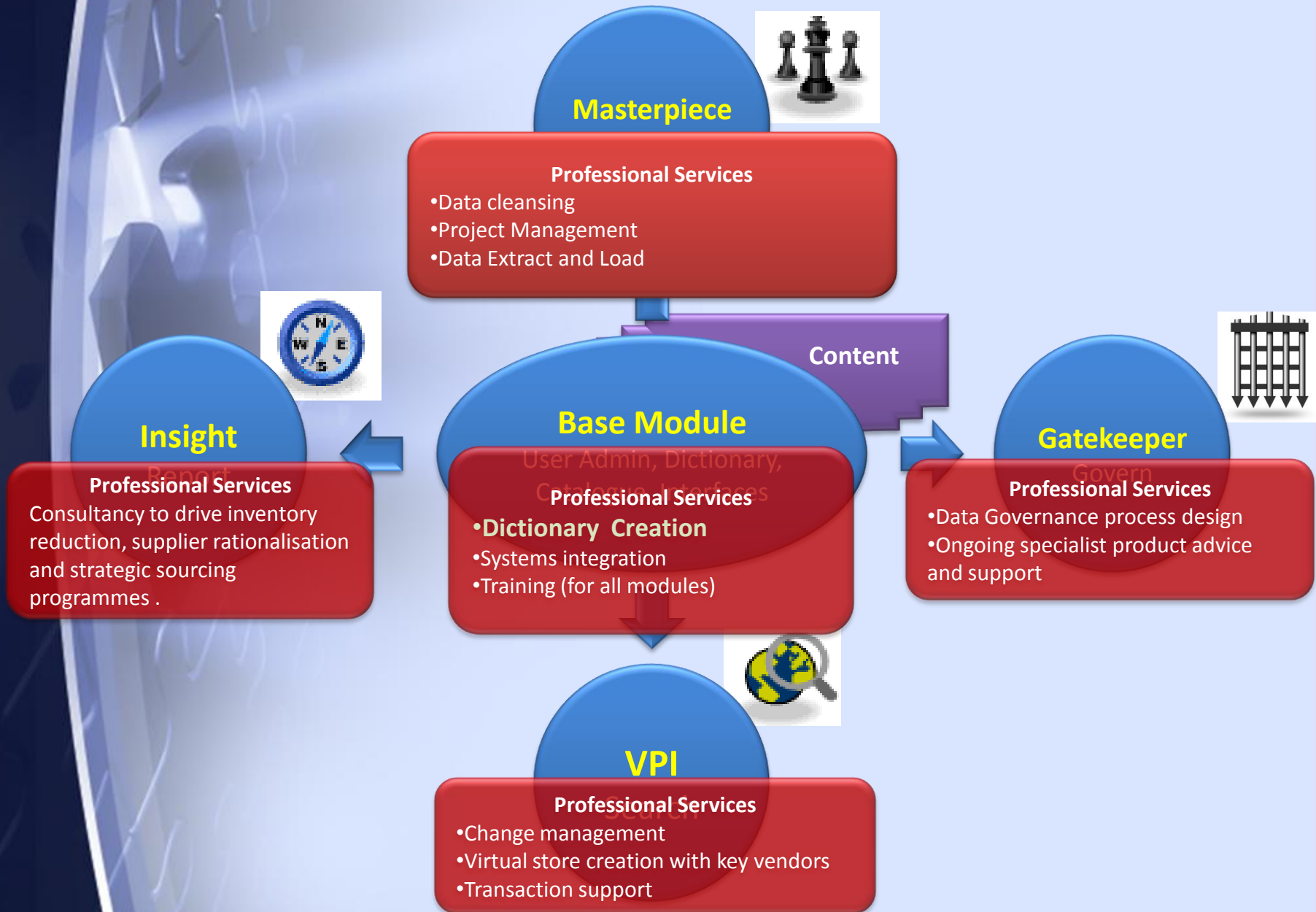
Enterprise wide, comprehensive solution

- Links to multiple systems
- Multi language
- Manage a complex data cleaning project and subsequent governance

Independent software and content



Additional services



Dictionary

Taxonomy

Translations

Classification
schema

Catalogue

Cleansed
master data

External
catalogues

Output

Description
settings

Output file
management

Transfer
protocols

Creating data quality

Legacy
Data

Scan /
Match

Process

Review

Clean Data

Dictionary

Catalogue

Output

Extension to spares MDM

Dictionary

Catalogue

Output

Multi ERP
Syndication

New
Item

Search

Request

Authorise

Complete

Clean Data

ERP Data Models

Data Governance
Organisation

SAP

JDE EDWARDS

ORACLE

Thank You

“Without sparesFinder’s tools we could never have achieved the savings that we have on a global scale. They combine ease of use with a high degree of sophistication, and reflect the deep level of MRO knowledge within the company. Our data cleansing project has resulted in far more efficient buying processes, higher levels of internal stock transfer, and significantly reduced duplication”

John Vezey, BAT Global Spares Team.