

Industry and Vertical Market Application Guide

	Aftermarket Service	Finished Goods	MRP Forecast	MRO
Asset Services				
▪ Apartment & Other Building Complexes				✓
Discrete Manufacturing				
▪ Consumer Products	✓	✓	✓	✓
▪ High Tech Hardware	✓	✓	✓	✓
▪ Industrial Machinery	✓	✓	✓	✓
Construction Operations				
▪ Ship & Transportation Equip. Building	✓			✓
Personnel Services				
▪ Commercial Repair	✓			
▪ Electrical Repair	✓			
▪ Motor Repair	✓			
▪ Refrigeration Repair	✓			
Process Manufacturing				
▪ Chemical			✓	✓
▪ Consumer			✓	✓
▪ Mill Products			✓	✓
Retail				
▪ All Types (except fresh food)	✓	✓		
Specialty Services				
▪ Public Transportation				✓
▪ Logistics - Ocean, Rail, Truck		✓		✓
Wholesale Distribution				
▪ All Types		✓		
Other Industries				
▪ Aerospace & Defense	✓			✓
▪ Defense & Security				✓
▪ Mining				✓
▪ Pharmaceutical				✓
▪ Telecommunications	✓			✓
▪ Utilities				✓

Valogix Industry and Market Application Definitions

Aftermarket Service

Service organizations have repair technicians that fix equipment and systems either on-site or in a repair depot. Three types of organizations service equipment/systems: a) OEMs (the original equipment manufacturer), some directly service their own equipment (e.g. General Electric Medical); b) Dealers, such as Midas Muffler and Radio Shack; and c) Independent Service Organizations (ISO)/Third Party Maintenance Organizations (TPM). Service covers both businesses and consumers.

One of the major challenges in Aftermarket Service is the flow of Returns and Repairs back to the Service or Logistics organization. This return flow is known as Reverse Logistics and adds more complexity to the planning process. Valogix is one of the few applications that incorporates Reverse Logistics in the Planning process.

Another major challenge for Aftermarket Service organizations is the ability to properly plan for the inventory that the technicians carry in their service vehicle. Carrying the proper parts can significantly improve service levels. When the service technician does not have the required part or is carrying unnecessary parts, costs associated with repeat visits and excess inventory can skyrocket. Valogix manages an unlimited number of items and locations.

Finished Goods

Finished goods inventories exist in many industries at three levels: a) Manufacturers; b) Wholesale Distributors; c) Retail. The finished goods target is the make-to-stock not make-to-order market.

Valogix enhances SouthWare's Inventory Planning by providing automated forecasting, replenishment planning and inventory optimization. This eliminates the need to manually enter Min, Max and Safety Stock values. Valogix provides dynamic calculations of Excess and Inactive inventory providing for intelligent removal of this stock. Valogix's recommended replenishment orders automatically populate Draft or firm PO's in SouthWare. Complete stock transfer process control is also provided.

MRP

The MRP process does not allow creation of an MRP scenario for a single warehouse. It will combine warehouses, which is what most customers dislike. Selecting a warehouse within MRP only affects the initial quantities. It will not create a restriction for the other supply and demand inputs from other warehouses. There is no way to run an MRP scenario for a single warehouse.

Valogix Planner enhances and sometimes replaces the MRP module by automating inventory planning and replenishment. Valogix automatically selects the best forecast algorithm for every item at every location and creates a 12-month rolling forecast. It also calculates an optimal stocking quantity based on many critical variables like the lead time, order frequency and target service level. Variability in demand is considered along with other key factors ensuring the right amount of stock is planned.

Maintenance & Repair Operations (MRO)

Facilities and Manufacturing companies either maintain their own buildings and equipment or hire third party service providers to do it for them. These organizations stock many supplies and parts which include items like light bulbs, gears, motors, paper and more.

Valogix extends SouthWare's Inventory Planning by providing automated forecasting, replenishment planning and inventory optimization for maintenance and repair. One of the major challenges in MRO is that, in general, items are expensed and companies tend to order more stock than is necessary. SouthWare keeps track of the daily on-hand and on-order balances, and Valogix uses this to provide an optimal shelf stock. Valogix provides visibility to better manage equipment up time and support.