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SUPPLYPRO INDUSTRY SOLUTIONS: WELDING

REDUCE WASTE AND MANAGE CONSUMABLES TO CREATE OPERATIONAL EFFICIENCIES

Monitor and control the utilization of welding and MRO equipment on-site

A decline in skilled welders means there are fewer workers doing more work. Everyone is focused on doing more with less. SupplyPro's vending solutions provide the tools needed to improve productivity, track equipment utilization, and manage spend — without having to hire additional resources.
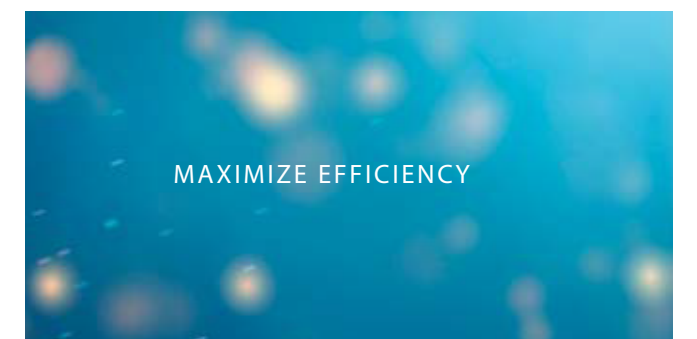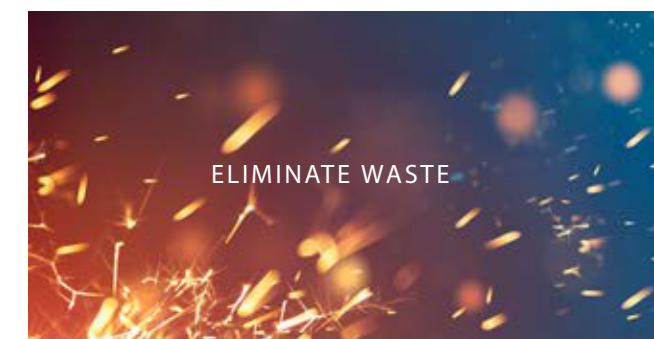
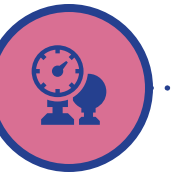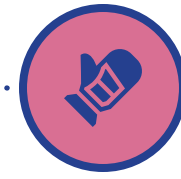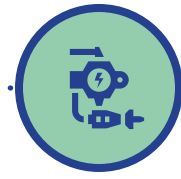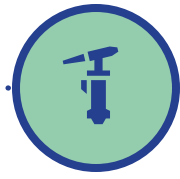| COLLETS	WELDING TIPS	DEFLECTORS
NOZZLES	WELDING WIRE	SWIRL RINGS
ELECTRODES	ELECTRODE HOLDER	WELDING GLOVES
WELDER	WELDING MASK	SHIELD CAPS

CHALLENGE

When it comes to end products that incorporate welding in the production process, the challenges are multi-tiered. Maximizing efficiency, reducing downtime, eliminating waste, and avoiding rework are necessary to meet production goals.

✔ Workers report spending too much time on activities that don't add value, like conducting maintenance tasks, searching for spares, obtaining access to needed equipment during overtime shifts, and managing inventory.

✔ Budget overrun is a consistent problem. Welding personal protective equipment (PPE) and maintenance, repair and operations (MRO) material spend is out of control, yet tools and supplies are often not available when they're needed.

✔ Inefficient usage, waste, and even theft exists and is difficult to track without access to real-time data.

Industrial and manufacturing companies are beginning to demand automated inventory control systems, along with vendor-managed inventory, as part of their commodities contracts.

Distributors offering comprehensive inventory control systems will have a competitive advantage. Inventory management systems present distributors with an opportunity to differentiate themselves and expand their customer value proposition.
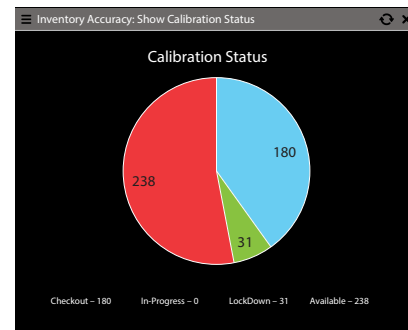
ELIMINATE WASTE

MAXIMIZE EFFICIENCY

SOLUTION

Intelligent automation holds the key to solving many of the challenges that industrial and manufacturing organizations face regarding their welding processes. IoT-enabled tools like SupplyPro's SupplySystem Intelligent Software™ (SSIS) incorporates a wide range of capabilities that deliver process efficiencies and time savings, to offer a competitive advantage. With a dashboard interface, the SupplyInsight™ analytics provides access to actionable insights that support real-time, business-critical decisions that improve operational efficiencies.

With a customizable, modular design, the SupplySystem makes it possible to control all the supplies needed for a job from one machine at one time. This allows for simpler management and tracking. It also permits customers to specify the level of control for the consumption of different items, or the control of different commodities (tools).
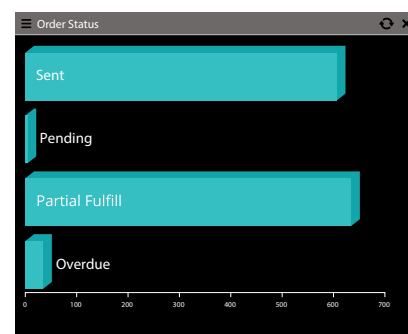
SSIS automates and connects inventory management devices through a wide range of features, from set-up wizards to critical process monitors that detect issues before problems emerge. A highly functional set of distributor management tools including inventory analysis helps distributors make recommendations for inventory optimization.

Tool calibration status

Calibration Status

238 / 180 / 31

Checkout – 180   In-Progress – 0   LockDown – 31   Available – 238

Welding Tip

Consumption trends

Order Status

Sent / Pending / Partial Fulfill / Overdue

Order status & overdue items

BOTTOM LINE

The flexibility, scalability, and intelligent data of SupplySystem Intelligent Software preserves the distributor's investment, lowers the total cost of ownership, and delivers a return on investment in as little as six months.

OUTCOME

SupplySystem Intelligent Software (SSIS) offers a unique growth opportunity for distributors by helping win business and operate with maximum margins. It provides an avenue to strengthen relationships with both new and existing customers by delivering optimal inventory efficiency, tracking and reporting capabilities, and overall cost savings.

With SSIS, distributors can meet growing inventory management expectations and increase the value they bring to their relationships with their customers. Distributors can help reduce overall spend on welding, PPE, and MRO materials and tools, while increasing sales in the areas where supplies are being utilized. By tracking material and tool usage in addition to purchases, distributors can identify why and how items are being used. The level of traceability includes knowing who is using assets, where they are being used, and why they are needed. This reduces the instances of waste and misplaced tools. Through analysis of usage patterns, distributors can deliver cost savings and operational efficiencies to their customers, while increasing their own revenue.

INVENTORY MANAGEMENT AND COMPLIANCE BENEFITS FOR END USERS

1. Efficiently track and maintain product usage and availability

2. Effectively dispense the proper item, to the proper person, at the proper time

3. Manage the compliance and issuance of items

4. Accurately report on, document, and/or verify usage (and non-usage), consumption, and application of products

5. Reduce overhead, risk, and liability

6. Enhance the ability to track inventory by Cost Center, Work Order, Job Number, etc. via allocation codes

With today's supply chain challenges, increased visibility to current inventory levels is even more critical to prevent stockouts and production shutdowns. The importance of knowing inventory levels and lead times to get products is at an all-time high.

Using SupplySystem Intelligent Software (SSIS), distributors can leverage business insights to identify and resolve inefficiencies and make recommendations on complementary or upgraded products to meet customer needs — helping to improve their own bottom line.

TYPICAL SUPPLYPRO BUSINESS RESULTS FOR AN INDUSTRY-LEADING WELDING PRODUCTS DISTRIBUTOR

- Increase overall growth by 20%
- Double customer satisfaction
- Add value to products currently sold
- Secure longer term contracts
- Improve service and just-in-time products to reduce cost-to-service
- Develop more lucrative accounts, including potentially double-digit growth in accounts with vending over those with no vending
- Implement more effective inventory control solutions
- Leverage greater insight into customer consumption and usage data
- Uncover more opportunities to provide solutions and service
- Deepen customer relationships

WITH SUPPLYPRO, YOU CAN

- **Ensure 24/7 availability of critical items**
- **Monitor usage, waste, and theft**
- **Automate replenishment and procurement**
- **Simplify administrative tasks**
- **Boost worker productivity**
- **Provide actionable metrics**
- **Support LEAN processes**
- **Enhance safety compliance**

The SupplyPro Inventory Management Solution is built upon a system of flexible, point-of-use equipment that puts equipment, tools, and materials right where they're needed — next to the worker. They're tough enough to handle the most demanding workplace environments and feature an intuitive user interface for unmatched ease of use.

SupplyPro's rugged, customizable design provides the precise levels of access, control, and tracking you need. Single, multi-SKU, or weight-based items can be controlled by compartment, door, or lid-level. Whether you're managing consumables, returnables, tools, or calibrated items — we've got it all covered.

INTEGRATED AND INTELLIGENT

SupplySystem Intelligent Software (SSIS) — our industry-leading inventory intelligence software — is what makes the SupplyPro solution unmatched. SSIS seamlessly integrates with ERP and purchasing systems to track, control, and secure inventory while providing advanced automation, visibility, and reporting capabilities.

SSIS is easy to use and accessible from any web-enabled device. And because it's externally hosted and maintained, SSIS requires no on-site servers or internal IT involvement.

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ABOUT SUPPLYPRO, INC.

Headquartered in San Diego, California, SupplyPro provides the leading end-to-end inventory management platform, leveraging the most advanced big data analytics techniques to dramatically transform the industrial distribution and manufacturing industries. The SupplyPro platform combines the power and flexibility of cloud and mobile solutions with the industry's first modular, IoT-enabled smart inventory control system.

More than 1.5 million monthly users, from manufacturing environments to aircraft hangars and high-tech cleanrooms, rely on the SupplyPro platform to increase efficiencies, profitability, and competitiveness. SupplyPro has collected and analyzed inventory data from over a trillion transactions for more than two decades, giving the company the ability to deliver business intelligence and insights for inventory management that no one else can. For more information visit: http://supplypro.com.

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