



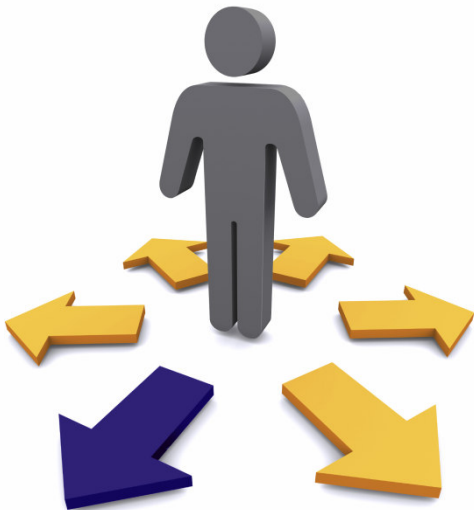
Tektronix Xelus Discovery

The Client:

“Thank you for your assistance. You are a valuable resource for our Company. I've learned more in the last 2 months than the last 4 years.”

Lonnie A. Doner

**WW Customer Service
Materials Operations**



The Problem:

A number of areas were identified as being suboptimal within the XelusPLAN system, as follows.

- Forecast accuracy / methodologies
- Product lifecycle planning
- Parameter review and settings
- Revaluating segments
- Min/max, safety stock, EOQ reviews
- Excess management
- Leading Indicators

Our approach:

We worked alongside the Tektronix planning team to understand the “As Is” process and the current Xelus configuration and set up.

We conducted an Individual planner review to understand key Xelus ‘pain points’ and knowledge gaps.

Considerable modelling activity was undertaken to aid in business decision changes around segmentation and Min/Max safety stock settings

The results:

The changes implemented by our Client from our recommendations have had an impact on their inventory performance, and the overall level of capability within the planning community has increased significantly. Major areas effected as follows

- Min/Max Process changes to drive automation and drive inventory reduction. This has already shown a potential \$300k reduction for a single location.
- Supplier Lead-Time data improvements to deliver both Service level and correct Safety Stock.
- Data element fixes/changes to ensure correct planner decisions.
- EOL and NPI process improvements to reduce excess creation



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