

Customer pain points:

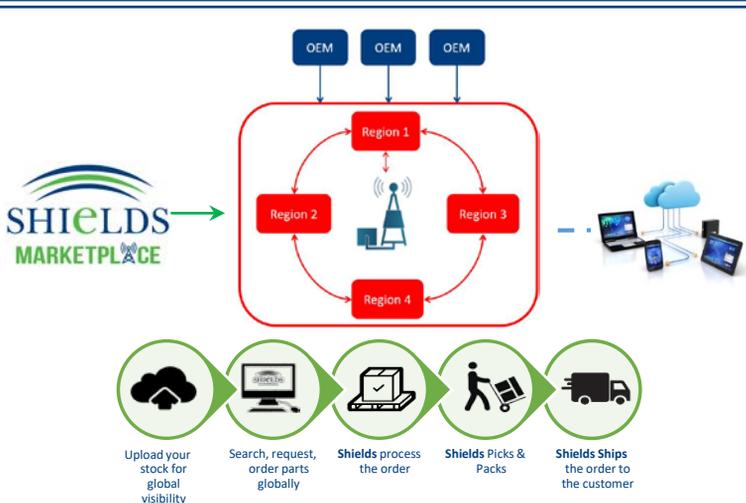
- Limited stock visibility
- Access to consolidated inventory
- Tedious ordering process
- Lack of group synergies – Operating in SILOs
- Complex partnership structure
- Overstocking
- High CAPEX/OPEX

Customer requirements:

Operators need a single platform for querying their network assets and ordering parts from a trusted partner. Marketplace Solution from Shields allows to:

- Gain visibility of all network assets
- Maximize redeployment of network assets
- Drive down CAPEX/OPEX
- Enhance user experience in procurement
- Tailor stock processing rules and reports
- Have an intuitive online ordering system

Shields Solution according to the pain points:



Easy search engine

- Multi-vendor
- Descriptive keywords
- Customer alias and SAP codes
- Substitute suggested

Visibility of the market

- Availability
- Technical data
- Pictures
- Pricing trends
- Supply & Demand

Inventory Management

Order Management

Creation of smart contracts

Network Asset Management Consultancy

Unique selling points:

The use of “Shields Marketplace” in combination with our asset management and engineering services has shown to greatly enhance financial and operational benefits.

- Real-time inventory management
- Asset valuation (resale/recycle)
- Supply chain management
- High quality product images
- Smart contract management
- OEM agnostic
- Compliant with environmental and quality standards

References:

