

Customer pain points:

- Current departments/partners are not reaching delivery service level agreements
- High OPEX in Spare Parts Management
- High percentage of obsolete inventory
- Inefficient repair processes
- Legacy EOL services are difficult to find or too expensive
- Consolidation of warehouses (after mergers)
- Overstock > 25%
- Front line maintenance process dictates spare process

Customer requirements:

- Reduce OPEX by third party repair
- Introduce Asset Management Solutions to lower repair costs
- Streamline processes to reach SLA's
- Excellent Life Cycle Management
- Improved control of obsolete and surplus stock
- Strict financial control of stock
- Shorten time to market for new products and services

Shields Solution according to the pain points:



A full portfolio of Spare Parts Management enables to create a customized solution for our customers:

- Spare Parts Consultancy
- Repair Flow Enhancement
- Stock Transfer
- Testing & No Fault Found Services
- Asset Financing Services
- Asset Management
- Warehousing & Logistics
- Spare Parts Sourcing / Consumables
- Vendor & Delivery Management

Unique selling points:

- Cost-effective assurance on network availability at peak performance
 - Lower spare parts total costs of ownership
 - Simplified management
 - Enhanced partnership
- We understand multi-vendor equipment
- We can leverage asset management capabilities
 - Shields has the inventory immediately available and a continuous supply assured
 - Shields is the global leader in resale of mobile infrastructure equipment
- Technical capabilities to find alternative solutions
 - NFF screening, repair avoidance, asset management, sourcing channels
- The right functionality, systems and licenses in place, including dual use license
- Our independence means we do not need to 'over-sell' equipment into your network, giving you the opportunity to reduce inventories and only buy when needed

References:

