

REXEL

**DELIVERED  
SERVICES**  
SOLUTIONS



# Rexel Seasonal Parts Agreement

Simplify Your Spare Parts Supply with Our Inventory Service

## BENEFITS

### Asset Control

- Improve Return On Net Assets (RONA)
- Avoid unnecessary inventory buildup with a service that adjusts with your seasonal manufacturing needs

### Improve Cash Management

- Eliminate large capital expense of purchasing spare inventory and free up cash for other spending
- Enable more accurate budgeting with fixed, predictable costs and 3 to 6 month agreement terms

### Minimize Inventory Expenses

- Significantly reduce inventory and carrying costs
- Shelf warranty is valid for the term of the agreement
- In-service warranty is the standard manufacturer's warranty

### Maximize Production and Uptime

- Critical inventory can be maintained on-site at each facility for immediate availability during emergency breakdown situations
- Replenish consumed material within 24 hours from Rexel's inventory (subject to availability, not guaranteed unless included in agreement)

A Rexel Parts Agreement provides critical spares to help you maximize equipment uptime while reducing overall inventory carrying costs.

Automating your processes helps maximize production and increase profitability. Rexel shares your goal of keeping automation systems running smoothly and effectively, which allows you to be more competitive and cost-effective.

With pressures of a seasonal, 24 hour/day operation, having the right part on-hand minimizes both downtime and mean time to repair (MTTR). Whether down for an emergency, scheduled maintenance, or for a start-up, the less time a process is down the more profitable it can be.

### Ready Access to the Spare Parts You Need

Reduce operating costs associated with spare parts inventory by implementing a Rexel Seasonal Parts Agreement (RSPA). A RSPA allows ready-access to needed spare parts for your machines with automation equipment, all while Rexel owns and helps you manage your spare parts inventory.

A RSPA provides a flexible, seasonal inventory service, delivering access and availability of critical spares to maximize machine uptime and throughput while reducing overall inventory carrying costs. This helps you:

- Improve RONA
- Reduce downtime
- Minimize inventory costs
- Simplify budgeting

For Seasonal Part Agreements or other Rexel Delivered Services contact:

**DeliveredServices@RexelUSA.com**

Your inventory is on-site, giving you 24x7 access, while Rexel owns the inventory for a fixed fee through the contract commitment period. The RSPA is backed by our local inventory to replenish your used inventory.



## Benefits of a RSPA include:

- Immediate availability for critical spare parts on-site
- Increased uptime of automation systems
- Reduced MTTR
- Improved control of inventory assets
- Decreased inventory carrying costs

According to our internal data, approximately 50 percent of a customer's typical inventory is not used in their installed base. This material is either excess inventory based on current plant requirements, or supports equipment no longer in production. A Rexel Seasonal Parts Agreement breaks from the traditional parts ownership model, which can result in unnecessary and out-of-date inventory, to a managed inventory model with critical spares access.

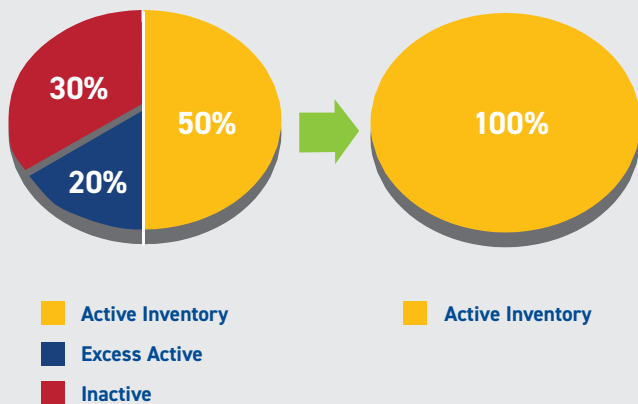
## Traditional Parts Ownership Model

- Sunk cost of inventory tied up in excess and old inventory
- Warranty clock starts when purchased
- Ongoing carrying costs to support spares regardless of use
- Spares no longer actively used in the installed base must be written off at a loss

## Rexel Seasonal Parts Agreement Model

- Flat cost operating expense
- Warranty valid for term of agreement
- Achieve cost containment with exposure limited to the agreement term
- Excess stock is returned to Rexel upon completion of agreement term. Product must be new and factory sealed.

## Transition: Traditional Parts Ownership to Parts Agreement model



## For More Information

To learn more, contact your local Rexel branch.

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[DeliveredServices@RexelUSA.com](mailto:DeliveredServices@RexelUSA.com)