



TURNING DATA INTO ANSWERS.
FASTER THAN YOU EVER IMAGINED.



Oco Solutions for Industrial Products

The Oco Solution

- ◆ Best practices solution with dashboards, key performance indicators, reports, and alerts
- ◆ Immediate access to critical business data from disparate sources
- ◆ Rapid deployment in 6 to 10 weeks with easy user adoption
- ◆ Fixed price, fixed time
- ◆ Unlimited users, including suppliers and customers
- ◆ Guaranteed satisfaction or your money back

*"We have found many opportunities for savings by being able to analyze and view this information in an integrated way, and we expect to be able to **recover the Oco investment in the first 30 days** of the solution implementation."*

*Director, Purchasing & Logistics
\$600M Manufacturing Co.*

Business initiatives demand improved cross-functional reporting

Manufacturing related companies – equipment OEM's, industrial parts & components providers, pharmaceutical & process manufacturers, and independent equipment service providers – are all driving to increase revenue, reduce costs, improve working capital, and enhance customer satisfaction. These objectives are realized through multiple operating initiatives, which may include:

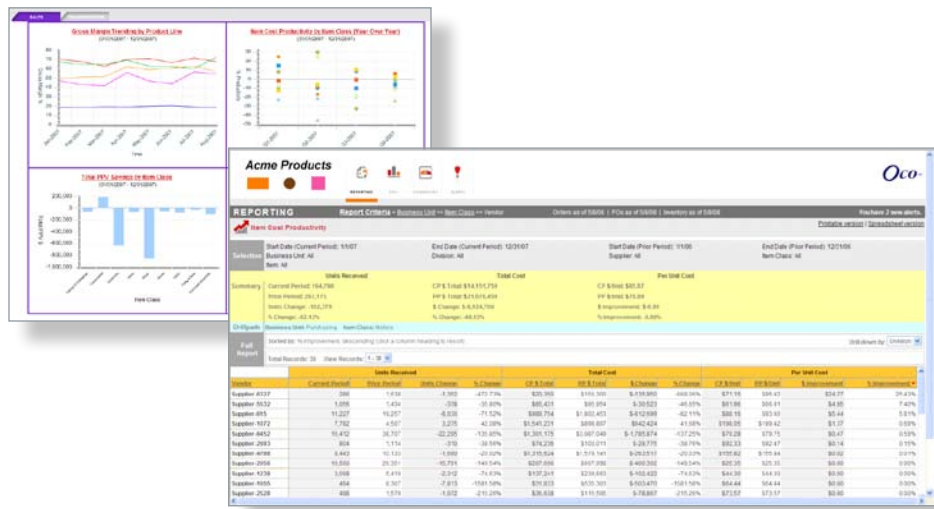
- Greater focus on high margin products, customers, and channels
- Attack costs in procurement, transportation, production, quality, and service through best practice analytics in each of these functional areas
- Pursuit of lower costs of supply through strategic sourcing and procurement activities
- Reduction of expense areas such as energy, transportation & logistics
- Optimization of inventories by reducing out-of-stocks and overstocked items
- Improvement of service levels, response times, and services revenue growth
- Quicker integration of acquisitions through better post merger visibility

Success requires a solution that brings together data from many different departments and sources. This gap presents an opportunity since Operations and Supply Chain Management activities account for the predominate portion of the cost structure of Industrial Products companies and could benefit most from the integration and analysis of data from multiple source systems. Today's "spreadsheet Olympics" and enterprise data warehouses are simply not focused on addressing targeted business areas in a user-friendly way. Inevitably, it is too time-consuming, costly, or difficult to assemble the data; and, as a result, attention to analysis and reporting suffers.

Make critical business data available at every level in the organization

Put simply, Oco quickly takes any amount of data, from any system, in any location, integrates it and delivers it in easy-to-use, actionable reports. Oco empowers you to see across your customers, regions, product lines, sales channels, suppliers, service teams and cost centers. We have built modules that contain relevant reports and key performance indicators based on industry best practices. Users get rapid access to the critical metrics of their business. Additionally, daily alerts – set based on thresholds within a KPI – can be delivered via e-mail or upon login to the solution.

Oco's solution is so powerful for operations and supply chain management because of our unique ability to extract, organize, and integrate financial and operating data from multiple, disparate source systems; this allows companies to gain new insights and to monitor key metrics and processes on an on-going basis. Moreover, our drill-down capabilities allow users to analyze their business to any level of detail, even down to the individual transaction level to not only identify a problem area, but also resolve the root causes.



Example Reports:

Sales & Profitability

- Sales & Adjusted Gross Margin
- Product Cost Productivity
- Product & Customer Profitability

Commercial Operations

- Campaign Effectiveness
- Sales Cycle Time
- Sales Win/Loss Ratio

Inventory

- Time Supply Histogram
- Excess Inventory
- Order & Item Fill Rate

Transportation & Logistics

- Transportation Cost
- Load Leveling Analysis
- Truck Capacity Utilization

Sourcing & Procurement

- Supplier Cost Productivity
- Sourcing Opportunity Analysis
- Supplier Scorecard

Asset Management

- Event Maintenance Spend
- Site Maintenance Spend
- Service Delivery Performance

Services Performance

- Service Revenue & Margin
- Service Agreement Coverage
- Account Management

Quality & Production

- Defect Rate - DPMO
- Cost of Quality Summary
- Manufacturing Cycle Times

**Complete Company Visibility
Executive & Finance Teams**

Clearly see revenue and margin trends across products, geographies, customers, and key working capital measures. Understand the business KPI's and drill into sales & margin performance, strategic accounts, sourcing, commercial operations and services metrics to understand current business issues.

Sourcing & Supply Chain Management

Gain visibility to strategic sourcing data and supplier metrics such as cost productivity, on-time delivery, and part quality. Monitor and control excess inventory, items with low stock, and service level performance and significantly lower inventories and improve parts and finished goods availability. Make re-order decisions, manage part expedite requests, and determine order-fill ratio and part obsolescence performance. Reduce transportation, warehousing, and total supply chain costs.

Operations

Understand the Critical-to-Quality (CTQ's) parameters within your operations. Gain visibility to variable cost productivity benchmark, cycle times, understand on-time delivery variances, and better quantify the cost of poor quality with insight into scrap, rework, and warranty costs.

Sales & Marketing

Drill down into Net Promoter Score (NPS) and customer dashboards to analyze trends and determine root-cause analysis. Quickly review marketing campaign effectiveness, analyze sales channel productivity, gain insight into price and discount performance, and identify & track top strategic customer accounts.

Services Execution

Better understand the revenue and profitability of your service business. Gain visibility into depot repair, field repair, services parts locations, call center, and technical support delivery performance. Investigate your install base service agreement coverage and equipment maintenance spend (by event, geography, equipment type, etc.).

About Oco, Inc.

Oco's on-demand business intelligence solution provides essential business visibility, delivering an integrated set of actionable reports and KPIs from multiple data sources to any user in just weeks. Oco's comprehensive solution dramatically reduces the timeframe, cost and risk of traditional business intelligence implementations with deployment on a fixed-cost, fixed-time basis and a money-back guarantee.



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