



# Introducing the Inventory+ service agreement



expanding human possibility®



# Outcomes You Can Achieve With Asset Optimization Services



## **DECREASE costs**

Simplified budgeting for inventory and repairs

Repair components vs. buying new

Reduce quantity of repairs and extend component life

Minimize total cost of inventory ownership



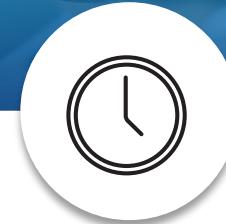
## **OPTIMIZE inventory**

Access reports and dashboards to increase your installed base visibility and manage your assets

Match your spares to your production needs

Flexible options to update inventory as your installed base changes

Support for legacy and non-Rockwell Automation products



## **MINIMIZE downtime**

Improve Mean Time to Repair (MTTR) and Mean Time Between Failures (MTBF)

Critical parts available on-site

Identify common failure modes

Increase machine uptime  
Improve productivity with digital tools for faster decision-making

# Lifecycle Support for Your Assets



ASSET  
PURCHASE

END OF LIFE

## TechConnect<sup>SM</sup>

Remote support for troubleshooting and technology adoption

## Inventory Support

Access to critical spare parts at your site, without upfront ownership costs. Priority inventory replenishment and repair budgeting  
**With an Inventory+ service agreement**

## Inventory Management

Fully managed solution that includes a dedicated resource to manage your repairs and spares.  
*with RAAMP<sup>®</sup>*

## Preventive Maintenance

Customized maintenance plans to optimize hardware performance  
*with Preventive Maintenance+(PM+)*

## Assessments

Get a baseline on the lifecycle of your installed assets, network health, safety compliance and workforce capabilities

*with Installed Base Evaluation<sup>™</sup> (IBE<sup>®</sup>)*

## Start-Up/Commissioning

Configuring, commissioning, and deployment of hardware and software for optimal performance

## Repair Services

Simplified budgeting for all your repair services needs  
*with a Repair+ service agreement*

## Repair/Remanufacturing

On-demand repair services to support unexpected failures

## Modernization

Turnkey solutions to modernize End of Life technology

— Asset Lifecycle

— Contractual Services

— Transactional Services



# What is an Inventory+ service agreement?

Inventory+ provides ready access to Rockwell Automation critical spare parts stored at your facility. The agreement also includes Priority Replenishment stock for faster turnaround times and a dedicated budget to cover repairs and parts used from the agreement stock.

- Rockwell Automation owns and manages the spare parts inventory, **mitigating your downtime risk** and offering **financial flexibility** for your spare parts needs
- Single contract with a fixed fee for access, offering **predictable billing**
  - Single-year and multi-year options available
- **Priority Replenishment stock** stored at Rockwell Automation locations offering faster turnaround time
- **Flexible Bill of Materials (BOM)** - update as your installed base changes
- **Only pay for the parts used** as they are put into production
- **1-year in-service warranty** on all stock on the agreement
- Includes a **Repair+ service agreement** for simplified repair budgeting, streamlined transactional processing, and additional incentives to reduce overall spend



# Inventory+ service agreement

Includes three core entitlements

## On-Site Stock

Customer desired Bill of Materials (BOM), stored on-site at the customer facility for ready access:

- Fixed fee for access
- As parts in production become inoperative, simply take the spare off the shelf and put it into production
- Stock backed up by Priority Replenishment stock for faster turnaround times
- Cost of usage covered by Repair+ budgeting
- Flexible PMA inventory – update as your installed base changes. Add/delete parts from the BOM, so you always have only what you need.

## Priority Replenishment Stock

BOM based on the On-Site Stock, stored at Rockwell Automation HUB locations, and used to replenish parts consumed from On-Site Stock:

- Fixed fee for access
- As parts are used from On-Site Stock, Rockwell Automation will replenish those parts from the Priority Replenishment stock, ensuring you always have critical spares available
- Option for additional Priority Replenishment Stock to be used to replace customer inventory not in the On-Site Stock BOM

## Repair+

Customer choice between Repair+ Spend or Repair+ Inclusive

- Repair+ Spend
  - Customer determined repair spending amount covering Rockwell Automation and non-Rockwell Automation repair needs
  - Offers additional repair value beyond the repair spend
- Repair+ Inclusive
  - Complete Installed Base Evaluation™ or provide installed base value to determine pricing
  - All inclusive agreement

# Inventory+ Benefits

## Decrease Costs

- ✓ Defer and minimize total cost of inventory ownership by only purchasing what you need, as you need it
- ✓ Simplified, predictable budgeting with fixed fees rather than large capital expenditures on spare parts
- ✓ Additional savings and incentives when you send inoperative units in for remanufacturing/repair

## Optimize Inventory

- ✓ Critical spares on-site
- ✓ Update BOM as needed to match your production needs
- ✓ Avoid inventory obsolescence by removing unneeded parts from your agreement
- ✓ 1-year in-service warranty on agreement stock

## Minimize Downtime

- ✓ Avoid downtime by having the parts that you need on-site
- ✓ On-Site Stock backed up by Priority Replenishment Stock held at Rockwell Automation locations for quick turnaround when you use a part

# Achieve your business outcomes



**DECREASE  
COSTS**



**OPTIMIZE  
INVENTORY**



**MINIMIZE  
DOWNTIME**

# Cost savings with an Inventory+ service agreement

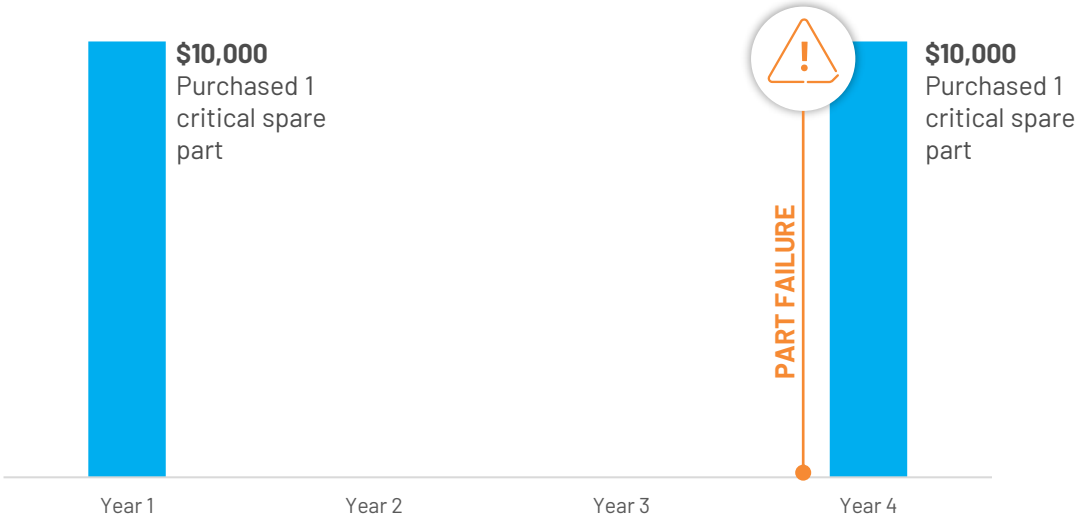
**Scenario:** After installing a new production line, spare parts needed to be secured in the event of failure. After just one failure, the company saw a 50% cost savings.

**50%**  
**cost savings**  
vs. traditional  
purchasing  
of spares

**VS.**

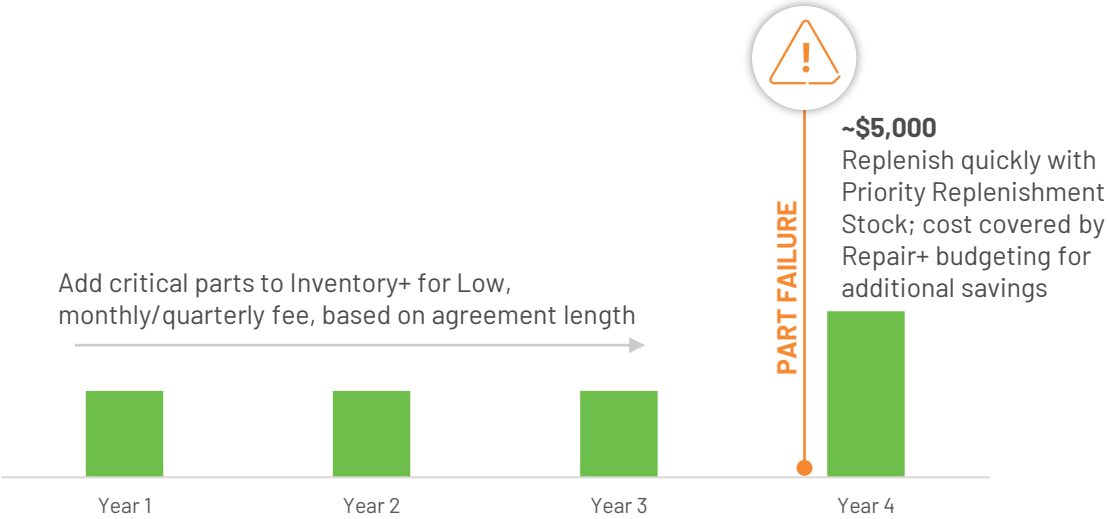
## Traditional Capital Investment

Total inventory costs after 3 years and one failure = **\$20,000**



## Inventory+ service agreement

Total inventory costs after 3 years and one failure = **\$9,000 - \$12,000** (dependent on contract length)



# Why partner with Rockwell Automation?

Prolong the life of your industrial automation products

- Your sustainability partner to reduce waste and enable the circular economy
- Flexible contracts to support your asset repair and inventory needs
- Global support network and global repair capabilities
- Domain expertise and decades of experience
- Single-source repair provider for Rockwell Automation and non-Rockwell Automation products
- Understanding of equipment lifecycle with services to provide support throughout the life of your product





# We Are Your Global, Single-Source Partner for Repair Services

**14**

Repair Centers

**8**

Global Parts and Exchange Hubs

**250+**

Embedded Resources

**\$144M**

Repair Parts Inventory

**\$60M+**

AVG Annual Customer Savings

**24x7x365**

Service Available

21 languages spoken



# Case Study

Rockwell Automation Inventory Support Contract Provides Critical Spares, Reduces Downtime, and Offers Substantial Cost Savings

A Global Human and Pet Nutrition Manufacturer with over 150 North American locations needed risk mitigation from downtime caused by a lack of critical spare parts. The lack of critical spares was leading to days of downtime and lost contract sales. Through a plant floor inventory assessment, a digitized engineering assessment, and a purchasing assessment, this company solved its spare parts gaps with a contract that gave them the spares they needed while deferring the cost of ownership to Rockwell Automation. This has reduced downtime related to Allen-Bradley® spare parts by 88%. In addition, they now are utilizing remanufacturing instead of buying new and tracking all their repair warranties. This new purchasing method, a Reman 1<sup>st</sup> strategy, and warranty tracking are expected to save them \$4 million dollars per year.





# Start your repair and inventory support journey

Rockwell Automation has the **comprehensive asset optimization solutions** to improve productivity and prolong the life of your technology investment

## ORGANIZE A DISCOVERY MEETING

*Further discuss your business challenges and needs with Rockwell Automation or your local distributor*

## CONDUCT EVALUATION

*Analyze your asset and storeroom needs or conduct an Installed Base Evaluation™*

## BUILD YOUR SUPPORT AGREEMENT

*Tailor your repair, inventory, and asset management agreement to meet your specific challenges*

Do you have the right solutions to support your installed base?



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expanding **human possibility**<sup>®</sup>

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***Allen-Bradley***

by ROCKWELL AUTOMATION



LIFECYCLE IQ<sup>™</sup>  
**Services**

by ROCKWELL AUTOMATION



**FactoryTalk**

by ROCKWELL AUTOMATION