

INVENTORY MANAGEMENT YOUR WAY

TAKE **CONTROL** OF YOUR **INVENTORY**

KEEPSTOCK® SOLUTIONS HELP MAKE IT
FASTER AND EASIER TO BUY AND MANAGE
YOUR CRITICAL INVENTORY



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KeepStock®
A Managed Inventory Solution



WHY INVENTORY MANAGEMENT

Why worry about inventory? Your day-to-day management of building operations is challenging enough. Now add on the responsibilities of purchasing, managing and controlling your inventory needs. Supporting all aspects of your maintenance activities isn't a big job, it's a huge job.

Inventory management is the process of keeping track of items and maintaining the balance of supply and demand. You want to avoid having excess stock but also can't risk not having enough to meet immediate needs.

Ideal inventory management means having the right products, in the right place, at the right time—all with minimal effort and expense.

Not having properly managed inventory can result in significant and unnecessary costs, including cash spent on items, employee labor and storage space.

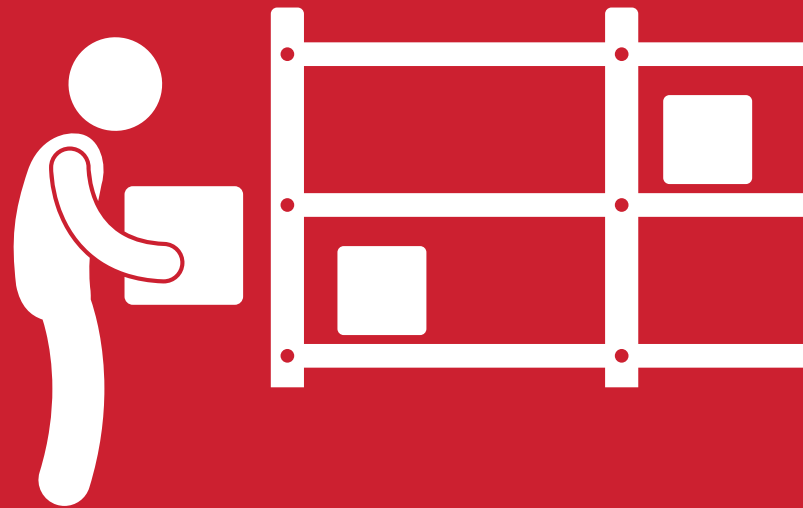
SAVE

time + money + space



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**WHAT YOU NEED.
HOW YOU NEED IT.**



**GET STARTED TODAY! CONTACT YOUR GRAINGER REP OR
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MARKET NEED FOR INVENTORY MANAGEMENT

As organizations continue to look for more ways to reduce costs and operate more efficiently, maintenance, repair and operations (MRO) inventory has come under scrutiny.

Left unchecked, poorly managed MRO inventory creates an imbalance between product supply and demand; which can quickly lead to excess expense.

IF YOU STOCK TOO MUCH

Overstocking certain items to make sure they're always available can result in expensive carrying costs—estimated to be 18–25% per year of the average on-hand value maintained.

IF YOU STOCK TOO LITTLE

Ineffective inventory management can cause stockouts, unorganized tool cribs and inefficient (often manual) ordering processes. By eroding productivity, these situations increase costs.

STOP THE RESOURCE DRAIN

Organizations need to take a two-pronged approach to optimize financial and staff resources.

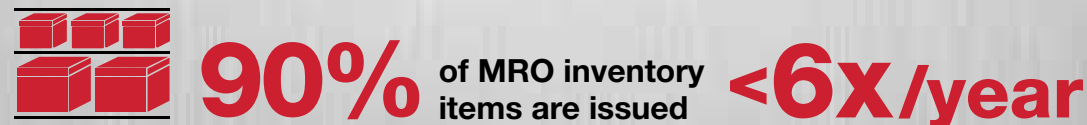
DEPLOY MRO INVENTORY MANAGEMENT

Align stocking levels based on the characteristics of your MRO inventory mix.

LEVERAGE A PROVEN SOLUTION

Cost-effectively enhance and simplify functions from tracking and monitoring to ordering and fulfillment.

EXCESS INVENTORY ON AVERAGE



Inactive inventory consumes resources that could be reinvested in the facility.

Source: Grainger Consulting Services

YOUR KEEPSTOCK SOLUTIONS



INVENTORY MANAGEMENT IS NOT A “ONE SIZE FITS ALL” SOLUTION

That's why Grainger offers a variety of options customized to work the way you need it to.

Grainger KeepStock solutions help take costs out of your operations by making it easier to organize, track and order any size inventory. The portfolio provides Customer-Managed Inventory (CMI), Grainger-Managed Inventory (GMI) and Grainger Vending (GV) options to help you achieve the right level of management based on your unique business needs.

THE RIGHT SOLUTION

You choose what works best for your operations.

- > **Manage it yourself:** A smartphone app and online reporting tools make it a snap
- > **Dedicated Grainger resource:** Onsite support for more complex inventory needs
- > **Vending solutions:** 24/7 controlled consumption of fast-moving items

We'll work together to identify your inventory challenges, discuss where and how your inventory is used, and develop a solution that best fits your needs. You can be sure only the right solution to support your inventory management goals will be implemented.

KeepStock inventory management provides easy-to-use solutions that will help you:

- > KNOW WHAT YOU HAVE IN STOCK
- > STREAMLINE PURCHASING
- > ORDER FASTER AND EASIER
- > GENERATE BETTER REPORTING
- > REDUCE PRODUCT LOSS



CUSTOMER-MANAGED INVENTORY (CMI)

It's inventory your way and the good news is, getting your inventory under control doesn't have to be complicated. With help from Grainger, you can set up a system that's tailored to work for you.

THE POWER OF TECHNOLOGY IN THE PALM OF YOUR HAND



THE SITUATION

You want complete control of your inventory—on your terms, your schedule, and handled by your employees. You want it fast, easy, accurate, and with reporting to back it up. You want the power of technology in the palm of your hand.

THE ANSWER

Customer-Managed Inventory (CMI) helps give you the level of functionality you need at no additional cost.

HOW IT WORKS

Order: Scan the barcoded labels with your Android or iOS smartphone and send the order. Need approvals? No problem! We can set up your program to have approvals based on your needs.

Find: The CMI app does more than just help you replenish items in your KeepStock installation. You can also search Grainger.com® and select products to add to your order—all from one source.

Track: We can help set up your app to help manage the movement of Grainger products that you need to track through your system. Allocate product usage and track to the appropriate user, cost center or customer account number.

Update: Add or change items and users to your inventory program. Managing your CMI solution based on your needs gives you more time to invest back into your business.

MORE CONTROL IN YOUR HANDS—YOUR WAY

Are your business needs changing? Simply add items to your inventory program, adjust reorder points and quantities, change item addresses, or add/delete/change users.

Need to track items throughout the job, process, or facility? This app can be enabled to help manage the movement of those Grainger products from receipt through consumption.

Looking to save more time? Integrate your current system with Grainger's Order Management System on Grainger.com.®



GRAINGER-MANAGED INVENTORY (GMI)

This solution helps you and your people spend less time finding and ordering products, and more time on business-critical tasks and generating revenue.

ONSITE RESOURCE HELPS YOU MANAGE ALL YOUR GRAINGER INVENTORY



THE SITUATION

You have a significant number of items in a single storeroom, or maybe even multiple storage areas across your facility. These items are used in varying quantities at varying times. You and your staff often need help finding and placing special order items in addition to your frequently used products. And, you may have supplies that you need controlled access to, or 24/7 availability to certain products but don't have the 24/7 staff to manage a locked storage area.

THE ANSWER

The more complex your needs, the more a Grainger-Managed Inventory

(GMI) solution is a right fit for your organization. With your inventory now balanced and managed, you can focus on business-critical tasks that have significant impacts on your bottom line.

HOW IT WORKS

Your Grainger Rep works with you and our KeepStock solutions team to determine the products and levels needing to be managed, as well as setting approvals for orders if required. With or without approvals, you have the visibility, control and insight to all Grainger orders—so you don't have to worry about overstocking or unauthorized purchases.

On a pre-determined schedule, your dedicated rep will work at your facility to put Grainger products away, place replenishment orders, help with inquiries, source hard-to-find items, and help with special orders. Your rep can also cross-reference Grainger products to add to the program to further consolidate, simplify and save.

We can manage your Grainger inventory in your storeroom, warehouse, or various stocking locations throughout your facility. Have short-term storage needs? We can arrange a trailer to store your Grainger items. It's that easy.



GRAINGER VENDING (GV)

The ideal choice when you require controlled access to consumable inventory, as well as durable items that can be used and returned.

GET 24/7 CONTROLLED CONSUMPTION OF FAST-MOVING ITEMS



THE SITUATION

You need 24/7 access to key products—when and where you need them. And, you’re looking to increase productivity through improved efficiencies, including placing products at point-of-use.

THE ANSWER

Spend less time searching, more time working with Grainger Vending (GV) solutions. Our machines can help you reduce costs by setting limits on quantities, shifts, jobs,

or total dollar value spent. It’s a great way to control product consumption, too. Plus, you get detailed inventory reporting to help you better manage your budget.

HOW IT WORKS

Grainger works with you to identify items to be managed, and select the right machine(s) to do the job.

We deliver and set up the filled machines so they’re ready to use as soon as they’re plugged in.

Employees can scan their ID badge or enter their employee code, use the touchscreen to select the item, remove the product from the machine and log out. It’s easy, reliable, secure and controlled.

Items and quantities removed are automatically uploaded so you can rest easy knowing replenishment orders are processed accurately and in real time. Now you know you’ll have the right products, in the right quantities, at the right time.

Your Grainger Inventory Management Specialist will refill the machines as needed to meet your usage patterns.



REDUCE WASTE, LOSS AND COSTS



GRAINGER'S CONSULTATIVE APPROACH

KeepStock[®]
A Managed Inventory Solution

WORKING TOGETHER EVERY STEP OF THE WAY

- We will work with you to understand your inventory management goals and challenges
- Based on our collaborative work, we determine the best solution (or solutions) to meet your specific needs
- We will collect data for the products you want managed and cross-reference items as needed, then load them into our system
- We then launch your KeepStock inventory program, assuring that we integrate with your systems and your employees
- We will stay in close contact with you and your employees to make sure you're getting the best value for your program

CUSTOMIZED FOR YOUR BUSINESS

- Turn-key replenishment on your schedule
- Adjustable minimum/maximum reorder points
- Order control points to align with your operational needs

THE BENEFITS

- Reduce your procurement costs for indirect supply purchases
- Keep your team focused on the work to be done rather than looking for supplies
- Optimize inventory levels—no overstocking or stockouts

YOUR KEEPSTOCK SOLUTIONS SUPPORT TEAM

ONGOING SUPPORT

Great customer care doesn't end after your KeepStock solution is installed or implemented. You receive reliable, ongoing support for the solution or solutions you have, just like always. There's no cost to you for support after the solution — no unexpected fees or hidden costs. Simply the support you need for the inventory you have.

Get Great Customer Care from Knowledgeable Grainger Reps

Your Grainger Rep will help you through the process of managing your MRO inventory. They work with you to set up your KeepStock solution and provide continued support during and after the installation. As your inventory management needs evolve, they help you add and change items, update program users, run reports, perform general program maintenance, and more.

Dedicated Onsite Service Representatives

With more than 1000 Onsite Service Representatives servicing Grainger-Managed Inventory (GMI) programs, you get customized knowledgeable support for your program. They make sure you have the MRO supplies on your shelves, at the inventory levels you select. Plus, they check your inventory levels on a schedule you both set, help put away reordered products, and help you find the products you may not stock but need from time to time to keep your operation running.

Helpful Customer Service

Providing exceptional customer service continues to be the hallmark of our business. As always, you can count on our Grainger customer service reps to help answer your account and invoice questions, order products, process returns, source hard-to-find items and more!

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7



Up to
50%
of MRO inventory items
are inactive for **more
than 12 months***

Up to
60%
of on-hand MRO inventory
levels **exceed a 1-year supply***

Up to
10%
of inventory sits on shelves and
never gets used*

Up to
30 STEPS,
5 people, 5 hand-offs, and
1 approval may be involved in
replenishing inventory*

SAVE



KEEPSTOCK SOLUTIONS HELP YOU BETTER IDENTIFY, ORGANIZE AND MANAGE YOUR INVENTORY

GET ORGANIZED

Up to 22% of the time, maintenance employees leave a stockroom without the proper material or quantity.* Plus, if products are inventoried in multiple locations, your employees are spending a lot of time putting inventory away. By consolidating orders to one supplier, you can more effectively manage your inventory—helping your employees get what they need, the first time and every time.

ORDER FASTER

Replenishing inventory may involve up to 30 steps, 5 people, 5 hand-offs and 1 approval.* Then there's the issue of ordering more product than you need—60% of on-hand MRO inventory levels exceed a 1-year supply.* How much time, money and space are you wasting?

REDUCE EFFORT

Ordering, finding, tracking and replenishing products takes time . . . costs money . . . and takes up a lot of space. Having multiple suppliers just compounds the confusion, so finding a way to consolidate and simplify each step of procuring and managing your inventory should be a priority. Think about how much easier your day would go if you could procure products from 1 supplier. And, that 1 supplier could help you manage and organize your inventory with the best Grainger KeepStock inventory management solution for your needs.

WHAT YOU NEED, WHEN YOU NEED IT, MADE EASY.

AUTOMATE YOUR REORDERING PROCESS

MANAGE YOUR ORDERS FASTER AND EASIER

OPTIMIZE YOUR WORKFLOW FROM PROCUREMENT TO PAYMENT

Work more efficiently and effectively every step of the way. Take control of your inventory spend and budget, improve your processing times, manage your inventory risk, and receive detailed inventory information to make decisions that help improve your bottom line. Streamline your entire procure-to-pay process by integrating your KeepStock purchases with your internal purchasing system, Grainger.com® or your eProcurement system.*

Grainger Order Management System Helps You:

- Manage one sign-in system for both your online and KeepStock orders
- Create up to 4 levels of order approvals
- View your order history for all your Grainger orders
- Set spend limits for multiple users
- Track the status of your order
- Change delivery information for standard shipping orders
- Set order approval controls
- Receive order confirmations



**SCAN.
ORDER.
DONE.**



* Check with your Grainger Rep and your eCommerce department to determine eProcurement system compatibility.

KNOW THE WHAT, WHERE AND HOW MUCH
WITH YOUR INVENTORY

BETTER DATA INTELLIGENCE FOR BETTER DECISIONS

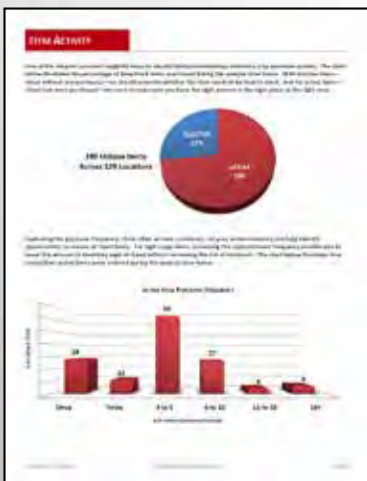
DETAILED REPORTING HELPS YOU KEEP YOUR INVENTORY IN CHECK

KeepStock reporting provides detailed information on the activity of the items being managed. Get usage specifics and track purchasing history, quantities, and total spend. Sort by transactions, cost centers, employees and more. Get the information you need so you can better monitor product consumption and receiving activities.

KNOW THE VALUE OF THE PROGRAM TO YOUR ORGANIZATION

You know the value of your efforts goes beyond the day-to-day activities. KeepStock reporting can also help you measure the total value of the installation — how we are helping your bottom line. We can generate detailed reports for you; showing how you have helped take costs out of managing your inventory with your KeepStock install by reducing expenses and waste.

The image shows two overlapping screenshots of the KeepStock reporting interface. Both display detailed data tables with columns for item ID, description, quantity, and cost. The top screenshot shows a list of items with their respective quantities and costs. The bottom screenshot shows a similar table but with a different set of data, possibly representing a different time period or category.



SAVE TIME, MONEY AND SPACE

GRAINGER KEEPSTOCK SOLUTIONS

At Grainger, KeepStock solutions mean managing inventory the right way. Anything less will not help you get the cost reductions, productivity gains or stockroom improvements that you're looking for. That's why Grainger offers a variety of KeepStock solutions — because we know that no one solution is right for every business.

Grainger KeepStock solutions are designed to help you control costs by:

- Streamlining processes—saving you time and money
- Optimizing inventory—saving you money and space
- Improving efficiency and productivity—saving you time
- Reducing stockouts—saving you time and money

CONTACT Your Grainger Rep
CALL 1-888-753-0019
CLICK grainger.com/keepstock

KeepStock
A Managed Inventory Solution



AVOID STOCK-OUTS
of critical products



WHAT'S IN IT FOR YOU!

**BETTER DATA
INTELLIGENCE,**
reporting and tracking



**IMPROVE
INVENTORY PROCESSES**
to help boost productivity



REDUCE COMPLEXITY
in purchasing and managing
your inventory



FINANCIAL SAVINGS and more
WORKING CAPITAL to invest
back into your business



REDUCE LOSS and
avoid waste of frequently
used products

