



## Xelus In The News

Xelus To Offer Planning Software Through Aerospac

Thus far, Xelus has been successful landing large aerospace customers, including Aviall, British Airways, and Honeywell. But company executives believe their products have broad market appeal at so-called second-tier companies that have significant planning needs but may not have the information technology budgets to match.

[Aviation Week's AviationNow.com, February 28, 2001](#)

## PHONE+

Online Supply Chain Cuts Costs, Enhances Customer Care

"Really the partnership started out from [Xelus'] excellence in the spare parts tracking and management side of the business," says Laddie Suk, partner of the global network solutions group for Arthur Andersen. "They have some software tools that really enable telephone companies to save significant amounts of capital dollars."

[Phone+ Magazine, January 29, 2001](#)

## Telephony

A Hot Spare: Controlling inventory goes straight to bottom line.

In Andersen's overall experience ... [Xelus'] software has lead carriers to reduce capital expenditures by 5% to 7%. Though the percentage appears small, when dealing with clients that generate more than \$1 billion in revenue, the savings add up quickly.

[Telephony Magazine, January 29, 2001](#)

HP zealous for demand analysis of trends, patterns

"XelusPlan decision-support software helps HP to optimize repair and movement of inventory in the network to meet customer needs. XelusPlan's central worksheet screen allows planners to do all of their functions directly, such as demand analysis, forecasting, inventory planning, material sourcing, material deployment, and reporting."

[Manufacturing Systems Magazine, January, 2001 \(registration required\)](#)

## COMPUTERWORLD

British Airways switches to Xelus supply-chain software

"British Airways Engineering, which employs 9,000 workers at more than 100 locations, will use Fairport, N.Y.-based Xelus Inc.'s XelusPlan product. The U.K.-based airline claims it will be able to save money and simultaneously optimize the management of its \$790 million worth of inventory without sacrificing the quality of service on its aircraft."

[ComputerWorld Magazine, December 07, 2000](#)

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## INFORMATIONWEEK

Unisys Rethinks Supply Chain With Xelus Software

Larry Lapide, an AMR Research VP and supply-chain strategies service director, says Xelus has emerged as the leader in a specialty software niche, the service and repair parts supply-chain market, where better-known supply-chain vendors usually don't compete.

[InformationWeek Magazine, November 27, 2000](#)



Hot Topic: ERP... Filling the Gaps

"In a finished goods environment, you make a lot of long-term decisions. In a service environment, everything happens quickly. [ERP] does not handle planning and forecasting for service."

[CIO Magazine, September 15, 2000](#)

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## INFORMATIONWEEK

Changing Marketplaces: Users Integrate Supply Chains

"Online auction platform FreeMarkets Inc. has relationships with two supply-chain vendors -- WebPlan Inc. for manufacturing industries and Xelus Inc. for service industries."

[InformationWeek Magazine, June 26, 2000](#)

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## AMR

Supply Chain Aftermarket: Afterthought or Afterlife?

"Consumers associate aftermarket service of a product with a brand, making the brand manufacturer ultimately responsible for that product from cradle to grave. But OEMs don't necessarily see aftermarket service as a distinguishing strategy, despite the revenue and profit upside. Aftermarket can't be looked at as a bane. It is a positive source of customer satisfaction and retention and of potential service revenue, among other benefits. Aftermarket must be viewed as a vital piece of an overall customer-centric strategy and an opportunity for OEMs and service providers to capitalize on Enterprise Service Management (ESM), with major benefits coming from addressing supply chain issues."

## COMPUTERWORLD

Delta revamps supply chain software plan

"The Atlanta-based airline's maintenance and repair unit initially planned to go live with three of SAP's software modules in April as part of an effort to reduce inventory costs and improve its handling of spare parts. Instead, Delta delayed the SAP deployment and went ahead with the installation of a specialized spare-parts management application from Fairport, N.Y.-based Xelus."

[ComputerWorld Magazine](#)

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\$632 Million in Savings: You Want a Piece of That?

"Savings? [...] In bottom-line dollars, [Aviall] calculates a savings of more than \$19 million so far, from improved profit margins and lower costs to generate quotes and sales transactions."

[Smart Business Magazine, May 2002](#)

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Integrating supply chain and asset management

"Xelus's applications allow a utility to use data from its repair operations to plan spare parts requirements--including location and stocking level--based on projected maintenance requirements. For example, based on the consumption pattern of circuit breakers, a utility can locate inventory and plan purchases of the breakers in advance of need."

[Platts Global Energy, October 2001](#)

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The Supply Chain's Demands

"The Xelus software enables Lockheed to look at the Navy's past and present tire requirements and predict future needs. This means the company can keep inventories to a minimum and let Michelin know exactly how many tires it needs to manufacture to keep up with demand."

[Government Executive Magazine, May 1, 2002](#)

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A Sweet Solution At Delta TechOps

"SAP's strengths in enterprise resource planning will provide the core technology for improving [Delta Airline's] TechOps' supply chain efficiency. But its software selection team opted for Xelus Inc.'s Extend software to manage its parts planning processes."

[Aviation Week's AviationNow.com, May 20, 2002](#)

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## INTERNETWEEK

Cisco Reduces Spare Parts Inventory, Increases Availability

"Our key expectation was to have significant improvement in customer service satisfaction that would result from a repositioning of critical inventory assets to meet customer demand," said Dillard Myers, senior manager in Cisco's service deployment organization.

The company seems to be achieving the desired results. At the end of March, material availability -- that is, having a part available to deliver in response to a customer need -- was more than 97 percent, a nearly 5 percent increase since before it implemented the system, Myers said.

[Internet Week Magazine](#)

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## INTERNETWEEK

Service-Parts Management Software Adds Regional Flexibility

Xelus Inc. on Monday detailed plans to update its Global Planning software—used for service-parts optimization among companies for whom parts failures are infrequent but costly—with new "Theater Planning" features that provide greater local flexibility in managing service parts.

[Internet Week Magazine](#)



O&M: Examining The Supply Chain Management Links

Delta has invested in a new spares optimization system that will be put in operation in April. Named Xelus and produced by Xelus Corp., the system is a software package planned for use in helping develop the spares optimization process which, in turn, will allow the carrier to organize and maintain maximum inventory levels at all its locations.

[Aviation Week's AviationNow.com, April 23, 2002](#)



Continuous demand management boosts margins

"Vendors such as Xelus and Just Enough--with algorithms that model regional demand and predict impacts on inventory--will be early leaders in deployment and replenishment planning. Their algorithms for optimizing performance of slow-moving goods will enable them to provide inventory management in the aerospace and automotive verticals."

[Supply Chain Management Review](#)

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## INFORMATIONWEEK

Aviall Makes Xelus Software Key Part Of Real-Time Global Network Plans

"[Aviall selected] Xelus Inc. to help manage a 10-year, \$3 billion service and repair contract with Rolls Royce plc's aerospace division. "

[Information Week Magazine](#)

## INFORMATIONWEEK

Lockheed Solidifying Fighter's Information Systems

"... [BAE Systems and Lockheed Martin] turned to Xelus because its software manages the service and repair parts supply chain, a niche where most supply-chain management software vendors don't compete." [Information Week Magazine](#)

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## INTERNETWEEK

Web Supply Chain Middleman

"Lockheed can now promise delivery of a part anyplace in the world in less than four business days. Stateside parts are delivered within 48 hours. The Navy said it expects the contract to save millions of dollars in inventory costs." [Internet Week Magazine](#)

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## iSource

Managing Inventory in the Services and Support Chain

"BAE SYSTEMS chose Xelus primarily due to its proactive demand management, with particular emphasis on reverse logistics..." "...Xelus also rated very well in its forecasting ability against the other top three vendors considered at the end of the year-long evaluation process." [iSource Magazine](#)

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## Mellon Ventures

Portfolio Company Spotlight

"Xelus' solutions for enterprise service management (ESM) enable companies to significantly reduce their costs and improve their effectiveness servicing high-value capital equipment." [Mellon Ventures eViews Newsletter](#)

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## [Global Logistics & Supply Chain Strategies Magazine](#)

Network Appliance: Inventory Planning On a Worldwide Scale

"The system has yielded hoped-for results. 'It helps us with front-end inventory integrity,' says Petracca. 'It lets us see discrepancies faster.' It also allows for better management of parts stocks by third-party logistics providers. And, with a complete history of inventory activity, Network Appliance can prepare for more seamless product introductions." [Global Logistics & Supply Chain Strategies Magazine](#)

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## COMPUTERWORLD

Supply chains face changes after attacks

"When all flights in the U.S. were temporarily stopped after the [Sept. 11 terrorist] attacks, NCR Corp. quickly switched from airborne carriers to ground transportation. [...] Fortunately, NCR was able to implement Y2K contingency plans supported by its supply chain and procurement system, which is based on applications from Oracle Corp. and Fairport, N.Y.-based Xelus Inc." [ComputerWorld Magazine](#)

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## COMPUTERWORLD

Delta augments ERP system with spare-parts software

"...the airline picked Xelus for its maintenance operations because that application has industry-specific features aimed at optimizing the handling of spare parts -- capabilities that SAP doesn't offer."

[ComputerWorld Magazine](#)

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## venturewire

private company business news

Xelus raises \$15 million Series C funding

The money will be used to accelerate the expansion of its enterprise service management solutions and its worldwide presence, including the opening of a new facility in Dallas.

[VentureWire](#)



Keep the Customer Satisfied

"XelusTrade has eliminated all the paper," [Dominick Martelli, director of global inventory management for Unisys Global Network Services] says. "Basically, it automated the process of notifying vendors of requests for quotes. It allowed us to go to two to three times as many suppliers as we were able to go to before."

Requests are sent out automatically and vendors can reply electronically, which eliminates the hassle of lost faxes or missed phone calls, Martelli says. "A process that used to take a week is now done in a matter of hours."

[DestinationCRM, July 2001](#)

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## SERVICE

MANAGEMENT

The Vital Spark

Controlling the flow of parts for Siemens' vast product range is an awesome challenge, especially where expensive items left on the shelf can quickly become obsolete. "Not only can we forecast the parts to be returned for potential repair -- and hence purchase fewer spare parts -- but also our [Xelus] system now provides our planners with proactive information." With better forecasting and significant inventory reductions, Siemens expects ROI on their investment in Xelus software in 18 months. Service Management Magazine's print edition, Jan./Feb. 2001

[Read the authorized reprint](#) [1MB PDF file]



The Forgotten Supply Chain: Service Parts

"It's important to us that Dell, Compaq, and Cisco utilize the tool because it helps lower the cost of the tool," and ensures the success of the tool developers, said HP's Mr. Whitley. "We don't consider the logistics a competitive advantage. The competitive advantage is the relationship to the customer and the flow of information back and forth to [and from] the customer."

[Supply Chain Systems, Real World Logistics, June 2001](#)



#### Xelus Selected as an UPSIDE Magazine Hot 100 Company

Xelus was one of 100 private companies singled out by the editors of UPSIDE and an advisory panel comprised of venture capitalists, financial analysts, and market researchers for their annual Hot 100 List. David Bunnell, Upside Media's CEO, says "...while economic cycles in technology come and go, the kinds of companies that the editors of the magazine have recognized in this list are ones that have proven, year after year, to be those companies that often rise to the top of the next cycle. They are companies and people who bring innovation and new technology to the forefront."

[Upside Magazine, May 8, 2001](#)

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#### Xelus Gets Nod from Editor in Chief of PC Magazine

PC Magazine Editor-in-Chief Michael J. Miller mentions Xelus in his May 22 "Forward Thinking" column about the best ways to improve your bottom line. He writes, "The objective is simple: improving service while keeping costs down. Now that's a concept that works in any kind of economy."

[PC Magazine's](#) print edition, May 22, 2001 - Available at your newstand

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#### Mxi, Xelus Form Alliance

Combining the products offers intriguing possibilities. Mxi specializes in capturing and displaying data - from parts reliability and useful-life tracking to regulatory compliance issues.... Xelus takes such data based on a customer's experience and develops detailed, customized spare parts forecasts that help customers stock what they need, where they need it - thus eliminating waste from the supply chain without risking unnecessary, added downtime.

[Aviation Week's AviationNow.com, April 4, 2001](#)

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#### Parts Distributor Goes Online With Xelus

From airlines to single-engine hobbyists, aircraft owners turn to Aviall when they need parts fast.... So a "just-in-time" inventory system is vital to Aviall's success.

[Aviall] is adding XelusExtend, a software program that manages inventory levels by tracking demand and use across Aviall's global system; and XelusLink to move inventory information online for its 40 customer service/stocking locations and 180 suppliers.

[Aviation Week's AviationNow.com, March 26, 2001](#)

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**tele.com** strategic context  
for service providers  
Supply Chain Drain?

Any money spent on new software or other changes to increase efficiency can be recovered by companies in a matter of months as costs go down, eventually saving up to millions of dollars, [Politte] says. "More companies are really starting to focus on this as a way to affect their bottom line."  
[tele.com, March 5, 2001](#)

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**Electronic**  
**BUSINESS**

NCR Inventory Upgrade Yields Surprises

"When we got comfortable with the data – 60 days after the implementation – we basically were looking at 40% of our existing inventory that we didn't have requirements for."  
[Electronic Business Magazine, March 6, 2001](#)