

To help the Xelus sales force, we created a collection of quotes from customers and industry analysts describing the value of Xelus solutions.

The project included requesting quotes from customers and obtaining permission to use them, along with scouring the analyst research and trade publications for relevant quotes describing Xelus' market and value proposition.

*PowerPoint template design by EMD Studio
with graphic elements from Brand/Cool Marketing*





“Since implementing XelusPlan in 1997, we’ve taken \$300 million worth of inventory out of our system. In addition, we’ve reduced our annual purchases by \$100 million per year, which has a major impact on our bottom line.”

2000 Revenues	\$6 billion
Net Income	\$178 million
Locations	130 countries
Global Service Inventory	\$550 million
SKUs	400,000

Ken Shaw
Director of Global Inventory Management

UNISYS

“With Xelus solutions we’ve taken a multi-step manual process and reduced it to one electronic step.

We have increased efficiency, doubled the number of vendors receiving our RFQs and realized ***immediate cost savings.***”

Dominick Martelli
Director of Global Inventory Management

Global Network Services

Global reach - over 100 countries worldwide
Managed Services Centers - 7 core, 15 satellite

“We evaluated many options and selected Xelus primarily due to its speed of implementation and seamless integration with our planning and purchasing systems.”

Teri Kovalski
Director, U.S. and Canada, Service Design Operations



"I have consistently been pleased with the service and support I have received. It's unusual to find people who actually understand and do everything they can to help... I have received this kind of service from Xelus."

Revenue, Fiscal '00	\$25.3 billion
Units Sold 1999	11.1 million

Tim Josey
Letter to Xelus Customer Support



Naval Electronics & Surveillance Systems (NE&SS)

Revenue 2000 \$2.3 billion

“We want to provide a process that is a cost effective logistics solution for our customers. In order to accomplish this, we needed to address specific service issues, such as the fact that components wear out at different rates and that several different algorithms are needed to accurately forecast and plan inventory.”

Xelus provides key technology for Lockheed Martin Logistics Command Center

David Gibbs, Program Manager
Lockheed Martin NE&SS-Surface Systems
November 2001

Service Profit and ROI



*“Manufacturers participating in a recent AMR Research survey noted that while aftermarket services represents approximately **24% of revenue**, it often contributes **40% to 80% of profit.**”*

“More real opportunities for sustainable (ROI) can be found in the after sales business units than any other part of the company.”

Michael Burkett and Rod Johnson
AMR Outlook, June 17, 2002

“A Concept That Works”



*“One company, called **Xelus**, is pushing the concept of optimizing your ‘service chain.’ Its software helps you plan what products you need to buy, where you want to stock them, and how you buy them.*

*The objective is simple: improving service while keeping costs down. **Now that's a concept that works in any kind of economy.**”*

“If you can reduce the cost of dealing with your customers or of handling inventory, you'll make more money.”

Michael J. Miller
Editor-in-Chief
May 2001



“Demand planning is accomplished either by having an algorithm determine where and when inventory is going to be needed, or by using simple minimum/maximum requirements planning.

Because the products of EAM vendors currently provide only the latter capability, they do not maximize supply chain returns.

SCM vendors with service based supply chain applications, such as Xelus... are more attuned to utility needs.”

Marc McCluskey, AMR Research
From Platts Global Energy online
October 2001