

## Management Team

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## MRO & Technical Material Specialists

Benchmarking Services

Data Standardization

Technical Inventory  
Optimization

Category Management

At OptiSource Solutions LLC, we develop, implement and deliver customized solutions and strategies in the Procurement, Strategic Sourcing and Operations areas of your business.

We focus primarily on Technical Materials, MRO, and Indirect Materials and Services.



## MRO & Technical Material Specialists

**Delivering customized solutions  
and strategies for your business**



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# Who is OptiSource Solutions LLC?

At OptiSource Solutions LLC, we don't want to be 'jack of all trades - master of none'. We focus on what we know and do best – the intersection of Procurement and Technical Materials/MRO.

Our team specializes in these difficult categories. They have 'lived' in factory and supplier environments, and understand the challenges and opportunities associated with this often-overlooked area. Our staff has experience not only in Procurement but also in Operations, Engineering and General Management. You'll find that with OSS, we understand the market dynamics – and the operational impact – of MRO & Technical Materials in particular and Indirect Materials and Services in general.



“Specialists in Technical Materials, MRO, and Indirect Materials and Services”

## OptiSource™ Spend Analytics

We have developed the tools and processes to analyze MRO spend by actionable categories (regardless of current categorization), measure your performance and identify areas of opportunity. Among other factors, we consider supplier consolidation, category management effectiveness, compliance to agreements, pricing consistency, manufacturer consolidation and standardization opportunities. We also identify and measure strategic alignment opportunities which bridge multiple technical spend categories.

This service goes beyond a simple numerical analysis – but takes into account our specialized category and supplier knowledge, benchmarking information, etc., in order to help your organization develop a significant competitive advantage in the area of technical & indirect spend.

## OptiSource™ Indirect Sourcing

As experts in Technical Material, Services and Indirect Materials categories, we stand ready to assist with your sourcing activities. In concert with our free Benchmarking Services offering, we can help organizations identify appropriate spend categories to source, while helping to identify the savings opportunity in each category.

## OptiSource™ Category Management

Our Category Management services allow our clients to maximize value while sharing costs across our customer base. While we manage specific categories, your people are freed up to concentrate on core competencies (such as the direct materials). It costs you less to have OSS manage a category on your behalf – but you get a Category Manager who has the time to be a Subject Matter Expert – and to achieve results.

## OptiSource™ Data Standardization

Our personnel have experience developing and implementing common nomenclature, common parts numbering programs and actionable spend categorization programs. We are familiar with the latest tools and partner with key service providers in this space including IHS Intermat and Xtivity.

We can develop and manage a data standardization approach that will allow for your business to have visibility to all of its technical stores across all facilities – resulting in a virtual shared storeroom. At the same time, having visibility to functional equivalent items will allow for better sourcing, and for the elimination of duplicate items currently in your system.