

Graybar SmartStockSM



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FOR THOSE WHO WOULD RATHER COUNT PROFITS THAN PARTS.

Imagine an inventory management system so accurate and reliable, it frees up more of your time to focus on improving your profitability. That's the power of Graybar SmartStockSM, the latest way we help customers work more efficiently and productively.

With Graybar SmartStockSM, you can save time, hassle and a lot of money. You can enhance your inventory visibility and improve forecasting. Plus, you can understand buying trends better. Increase order accuracy and on-time deliveries. Shorten lead times and lower the cost of purchase orders. And increase service levels—all from a system that is easy to use and deploy. (We said it was smart.)

Choose from three different Graybar SmartStockSM options, based on the level of support your operation needs most.

HOW MUCH CAN YOU SAVE WITH GRAYBAR SMARTSTOCKSM?

EXAMPLE		SAVINGS
INVENTORY	\$50,000 x 20%	= \$10,000
CARRYING COSTS	\$13,500* x 20%	= \$2,700
(*\$50,000 x 27%)		
1ST YEAR SAVINGS		\$12,700
ANNUAL SAVINGS		\$2,700

Example: Current inventory investment of \$50,000, with an annual carrying cost of 27%. With Graybar SmartStockSM, you can lower both your inventory levels and carrying costs by 20%.

Source: Dr. Perry Daneshgari, President & CEO
MCA Inc. (A Management Innovation Company)

GRAYBAR SMARTSTOCKSM CAN IMPROVE PROFITS FOR:

- Small, medium and large companies
- Single location and multi-location companies
- Original Equipment Manufacturers (OEM)
- Industrial facility Maintenance, Repair and Operations (MRO)
- Hospitals and other health care facilities
- Educational facilities—K-12 and higher education
- Government agencies and military bases
- Hotels, motels and other hospitality companies

WHICH OPTION IS RIGHT FOR YOU?

Graybar SmartStock Basic

Use our basic, manual service for smaller, simpler inventories that need to be checked regularly. Streamline procurement, while spending less time with receiving, restocking and accounts payable.

Graybar SmartStock Plus

Automate the use and replenishment of your Graybar inventory via our own PDA scanner, barcoding and sophisticated order processes. Save time and money with Graybar's replenishment logic, while reducing counting and receiving errors.

Graybar SmartStock Select

Choose our most sophisticated scanner and inventory management software to improve visibility *in real time* and maximize savings of time, effort and money. Works with your entire inventory, including Graybar *and* other items. Order, track, measure and replenish items electronically—and customize more than 40 reports to fit your precise needs.

*The easy way to have the
right part, in the right place,
at the right time.*



**REDUCE INVENTORY LEVELS BY UP TO 40%
WITH GRAYBAR SMARTSTOCK SELECT.**

Dr. Perry Daneshgari, President & CEO
MCA Inc. (A Management Innovation Company)



"Graybar has delivered us cost-effective performance, as well as very good assurance of supply and problem-solving capability. They've brought a lot of value in all those areas—cost, assurance of supply, quality of service, flexibility and innovation—to evolve the process and take out cost."

*Facilities & Services Manager
Major Industrial Company*

"I always hear companies in our industry tooting their own horns about providing 'value-added services.' Well, Graybar clearly provides that and does it professionally. There are only a handful of companies I feel comfortable doing business with, and Graybar's one of them."

*Chief Information Officer
Metropolitan School District*





THE MORE ADVANCED THE TECHNOLOGY, THE MORE TIME, EFFORT AND MONEY YOU CAN SAVE.

Graybar SmartStock Basic

This is our basic, manual service for smaller and simpler inventories that need to be checked regularly. Now you can make inventory management easier using Graybar's own processes that—for decades—have helped organizations run more efficiently, so you can spend more time focusing on your bottom line.

- Easy-to-use process features, spreadsheets or forms for tracking inventory.
- Ideal for non-critical inventories of 50 items or less.
- Cost-effective way to streamline procurement and accounts payable functions.
- Spend less time receiving, restocking and managing inventory.
- Reduce data entry and associated errors.

Graybar SmartStock Plus

With our next service level, you can automate the use and your replenishment of items provided by Graybar and through our PDA scanner, barcoding and sophisticated order processes. With Graybar's replenishment logic, you'll always have the right parts, in the right quantities. And by optimizing your inventory levels, you'll preserve cash—not to mention saving time and effort.



- Reduce counting and receiving errors.
- Lower your cost of storeroom operations.
- Lower your cost of acquiring Graybar items.
- Minimize stock outs.



ONLY FROM GRAYBAR.

We've helped organizations improve their efficiency and profitability for decades. From that legacy of experience comes Graybar SmartStockSM, featuring the broadest range of inventory management solutions available anywhere—from the simplest to the most technologically advanced. We can help you choose the right one for you.

OUR TOTALLY AUTOMATED, ON-DEMAND SOLUTION.

"Graybar had the foresight, the vision and the technology that made us feel like we could build the relationship that we had envisioned."

*Senior Director, Supply Chain
Major Electric Utility in the Midwest*

Graybar SmartStock Select

This is the flagship of Graybar SmartStockSM, our most sophisticated inventory management system. Via a unique combination of PDA scanner technology, barcoding *and leading-edge technology*, you can improve visibility across your entire inventory, including items from Graybar and other vendors. Order, track, measure and replenish items electronically and customize more than 40 reports to fit your precise needs. By monitoring parts levels in real time, you can reduce inventory levels by up to 40%—while maximizing your savings of time, effort and money.

- With better visibility, you'll always know what you have, what you don't and what you need next.
- Improved communication drives savings and efficiencies that you may not have thought possible until now.
- Maintain exactly the right inventory levels at all times, using customized online auto trend or min/max levels.
- Reduce inventory errors and costs.
- Optimize your procurement processes.
- Reduce stock outs, and therefore, costly down time.
- Custom tracking and reporting improves inventory and enhances efficiencies even more (for example, using cost codes or phase codes).
- Graybar can assist with the selection of the right inventory in the right quantities.

- Manage your entire inventory, both Graybar and non-Graybar items. Three separate part number fields empower you to track items any way you want.

- The system can pay for itself in as few as 60 days.
- Implementation is fast (as little as 2 weeks), and our system can integrate seamlessly with yours.



LOWER YOUR COST OF ACQUISITION AND OPERATIONS.

Graybar SmartStock Select is a high-tech strategy for building the most efficient, cost effective (and relevant) inventory possible. Graybar is well known for having the premier distribution network in the nation. Now, we're making it even easier to make the most of our vast inventory, customized at the local level specifically for you.



Additional ways Graybar SmartStock Select can help you work with more:

Efficiency.

- Monitor and manage all ordering activities across the entire organization via an automatic and integrated replenishment system.
- Improve supplier performance by monitoring the percent of orders that were accurately filled the first time.

Savings.

- Preserve cash by optimizing inventory levels.
- Reduce the surplus that needlessly drives up your inventory costs.

Productivity.

- Increase inventory turns up to six times a year.
- Provide a supplier independent replenishment system for direct and indirect items.
- Integrate with your existing systems, to make administration easier.
- Manage multiple storerooms and vendors.
- PDA and wireless capabilities free you from your desk.

ESTIMATE YOUR SAVINGS HERE:

YOUR OPERATION		SAVINGS	
INVENTORY	\$	x 20%	= \$
CARRYING COSTS	\$	x 20%	= \$
1ST YEAR SAVINGS			\$
ANNUAL SAVINGS			\$

With Graybar SmartStockSM, you can lower both your inventory levels and carrying costs by 20%.

Graybar SmartStockSM

WHICH OPTION IS BEST FOR YOU?

FEATURES & BENEFITS*	GRAYBAR SMARTSTOCK BASIC	GRAYBAR SMARTSTOCK PLUS	GRAYBAR SMARTSTOCK SELECT
Can save time	✓	✓	✓
Can save effort	✓	✓	✓
Can save money	✓	✓	✓
Reduce surplus and errors	✓	✓	✓
Streamline procurement and billing	✓	✓	✓
Manage stock outs and down time	✓	✓	✓
Automate replenishment of shop		✓	✓
Optimize inventory levels electronically		✓	✓
Lower cost of storeroom operations		✓	✓
Lower cost of acquiring Graybar items		✓	✓
Maximize cash flow		✓	✓
Totally automated, on-demand solution			✓
Sophisticated inventory management software 24/7			✓
Maximize savings of time, effort and money			✓
Maximize visibility of entire inventory (<i>Graybar and other items</i>)			✓
Order, track, measure and replenish electronically			✓
Integrate with existing systems for easier administration			✓
Customize more than 40 reports			✓
Bill on use or replenishment			✓
Reduce inventory up to 40%			✓
Increase inventory turns up to 6x year			✓
Manage multiple storerooms and vendors			✓

*On a typical installation



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