

ABC-tool

A standard ABC-classification tool
 User-friendly
 Graphical data presentation
 Easy implementation

ABC-tool offers you

Strategic Advantages

Transfers focus from detail to overview
 An understandable fact framework
 Performance management based on homogenous groups

Organisational advantages

A mutual frame of reference where everybody speaks the same language
 Focus on fact as appose to feelings and gut-instinct

Technical advantages

A quick overview through the use of visualisation technique
 Single or double ABC-categorisation
 Simulation of alternative ABC-categorisations
 Easy sorting and removal of irrelevant data
 Integrated with Excel – Use spread sheets or text files as input and output.
 Applicable with all ERP-systems.

20% of the **customers** are generating 80% of the **turnover**

80% of the **turnover** is generated by 20% of the **product range**

20% of the **suppliers** supply 80% of the **product flow**

ABC-tool will help you to **identify** and **focus** on the essential customers, products and suppliers.

Worth knowing.



**Focus on essentials
 and create value**

ABC-tool is an analytical software programme, which performs single or double ABC-classifications. The tool is user-friendly and offers an easy and quick classification of products, suppliers and customers. The ABC-method can be applied by all businesses in need of an uncomplicated and effective overview.

The ABC-analysis is essential if you are looking to:

- get a quick and uncomplicated overview of your business
- spend your time focusing on essentials
- work with performance management based on homogenous groups
- attack problems with a "top-down" approach

Examples of achievable results:

- an updated and correct mix of product range
- an improved service standard on essential product segments
- higher gross profit
- lower capital tie-up
- improved forecasts on essential product segments
- improvement of general processes

80% of the effect is caused by 20% of the elements.

ABC-tool offers a lasting focus on essentials –
which is noticeable on the bottom line!

ABC-tool is used for classification of products, suppliers and customers in more than 100 Nordic businesses

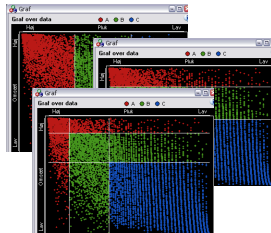
- ABC-tool is designed to perform ABC-classification, maintenance and monitor changes.
- Offers a graphic presentation of data, providing an immediate overview and shows the performance of the current classification.
- Double ABC-classification: a unique combination of two dimensions via classification into ABC-divisions with the possibility of weighing these individually.

Traditional ABC-classification tools are often troubled by a large number of flawed classifications. A problem caused by ineffective tools lacking the possibility of transparency, monitoring and maintenance.

ABC-tool is designed, solely, for the purpose of performing ABC-classification in one or two dimensions. The tool's criteria of success are: transparency, monitoring and maintenance.

Dobbelt ABC

AA	AB	AC
BA	BB	BC
CA	CB	CC



An immediate overview with ABC-tool

ABC-tool is designed to provide a transparent basis for decision-making in relation to ABC-classification.

Graphic illustrations are used to increase the level of transparency, hereby increasing the overview.

Every ABC-group has its own colour, making it easy to see the effect of various calculations.



"For several years, we have strived to increase the turnover rate of our stock of goods from 3 to 5 hardly without any results. In the summer of 2005, we began using ABC-tool and apparently it was what was needed; now the turnover rate is on its way towards 7!"

Poul Christensen, Purchasing Manager of building materials and Director of product developments, XL-Byg A/S

The graphic user interface will give an transparent impression of the ABC-classification. What characterises an A-product? Where are the limits? What are the average and the maximum/minimum in each of the classes?

Moreover, with just one click on the graph you can retrieve for example a specific product number.

All created with the purpose of providing you with the fastest and best possible basis for decision making.

Get a free demonstration with your own data or contact us for further information:

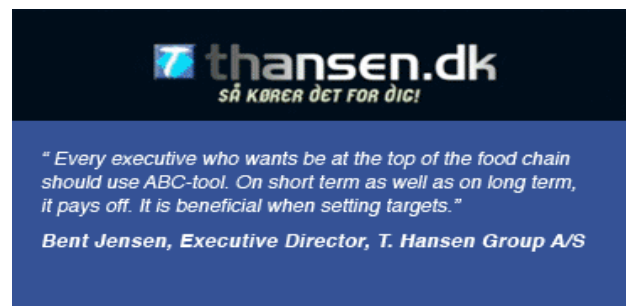
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Implementation

ABC-tool is easy to implement. In many cases, data is already available – either because ABC-classification is already being apply or through an existing possibility of retrieving data from the company database.

ABC-tool can communicate via tekst, Excel or XML files.

Examples of references:



thansen.dk
SÅ KØBER DET FOR DIG!

"Every executive who wants be at the top of the food chain should use ABC-tool. On short term as well as on long term, it pays off. It is beneficial when setting targets."

Bent Jensen, Executive Director, T. Hansen Group A/S