

Module · Spare parts business

The biggest margin lever in service: range, prices, availability, stock and obsolescence – so parts are there when the customer needs them, and make money.

**DURATION**

4-8 weeks · 4 consulting days

**LOCATION**

At the customer · kick-off also online

**PRICE**

CHF 5'900.- flat rate

**BILLING**

CHF 900.- deposit on booking

What it's about

Spare parts are often priced arbitrarily, stocked wrongly and unavailable in an emergency. At the same time, for many machine builders this is where most of the service profit lies.

Who it's for

Service, logistics and finance leads at machine and plant builders.

Your benefit

- Systematic pricing instead of mark-ups by feel
- Higher availability at lower stock value
- Obsolescence under control
- More revenue from the installed base

Prerequisites

- Decision-maker present at kick-off and handover
- Service, logistics and purchasing for the two workshops
- Documents and KPIs, where available

How it works

- 1 Kick-off 2 h (bookable directly): goals, scope, participants, dates
- 2 On-site analysis (½-1 day): documents, KPIs, conversations
- 3 Workshop 1: develop the concept with your team
- 4 Workshop 2: elaborate, validate, decide
- 5 Handover 2 h: results, implementation plan, next steps

Included

- Kick-off 2 h, on-site analysis, two workshops, handover 2 h
- ABC/XYZ analysis, pricing logic, competition
- Stocking strategy, minimum stock levels, suppliers
- Obsolescence, spare parts packages, online ordering

Deliverables

- Pricing model (Excel)
- Stocking strategy and minimum stock levels
- Obsolescence process
- Action plan with margin potential

Not included and options

MC-BER-111	Module kick-off: deposit on booking, credited	CHF 900.-
MC-BER-020	After a Deep Dive the kick-off is not needed	-
MC-BER-030	Additional consulting day	CHF 2'200.-
MC-ZUS-010	Travel outside the region	at cost

Book the module kick-off directly

Choose a date for the 2-hour kick-off and pay the deposit. Workshops and handover we plan together.

www.maroisproject.com/en/appointment/modul-kickoff-2-h-3

