

1. Assess Condition and Set a Goal

VMI	Laggard	Average	Leaders
Process	No Formal Process Inconsistent replenishment system	Lacks Full Commitment from management Inconsistently Applied intra and interplant Lacks Conformance Replenishment system does not contribute to bottom line	Hi Commitment from management Consistently Applied Hi Conformance Produces Savings as Intended
Knowledge	Blind to : Part Information Transaction Information Vendor Performance Data Usage Data No knowledge of current Exposure to Specials	Restricted Access to: Part Information Transaction Information Vendor Performance Data Usage Data Partial knowledge of current Exposure to Specials	Full Access to: Master Data File Transaction Information Vendor Performance Data Usage Data Spend Analysis Specials Exposure Cost Reduction Ideas
Technology	No facility to View: Part Information Transaction Information Performance Data Exposure to Specials inventory Verbal Process for Spot orders	Facility to view: Part Information Performance Data Exposure to Specials inventory Facility to Place Spot orders online	Facility to view and download: Master Data File Transaction Information Vendor Performance Data Usage Data Spend Analysis Facility to Place Spot orders online