

**For Immediate Release**

**Media Contact:**

Jen Buchhalter

For ToolsGroup

(617) 451-7788 x.16

[jbuchhalter@articulatepr.com](mailto:jbuchhalter@articulatepr.com)

## **ToolsGroup Adds Three New Aftermarket Parts Customers**

*Three Global Companies based in Europe Improve their Inventory Mix with ToolsGroup's DPM Optimization Solution*

**BOSTON** — July 19, 2007 – ToolsGroup, a global provider of inventory optimization solutions, today announced the addition of three new industrial manufacturers and distributors using ToolsGroup DPM, reflecting a growing interest for inventory optimization solutions to manage aftermarket parts businesses. ToolsGroup's DPM solution is ideally suited to meet the needs of aftermarket parts businesses because it creates a global inventory mix to optimize customer service levels and order fill rates.

“Companies that manufacture and distribute aftermarket parts have to predict demand in an essentially unpredictable environment,” said Joseph Shamir, CEO of ToolsGroup. “ToolsGroup DPM helps users meet this challenge by measuring and forecasting demand volatility. This allows companies to tailor inventories to achieve high customer service levels.”

Optimizing aftermarket spare parts inventories also requires scaling to large numbers of unique items (often more than 100,000 SKU-Locations), slow moving items with “lumpy” demand histories, and inventory mixes with very heterogeneous demand behaviors.

Three global companies who recently turned to ToolsGroup's DPM inventory optimization software to enhance their demand forecasting, optimize inventories and improve customer service levels include:

- Impergom, an automotive aftermarket distributor of rubber and rubber-to-metal spare parts such as engine hoses and shock-absorber bearings
- Ansaldo Energia, a producer of specialized components for power plants, including cogeneration, geothermal and nuclear (includes also MRO inventory)

---

**ToolsGroup, Inc.**

Three Cambridge Center · Cambridge, MA 02142  
617.494.0080 (phone) · 617.494.4817 (fax) · [www.toolsgroup.com](http://www.toolsgroup.com)

- Lombardini, a world leader in the production of Diesel engines up to 50 kilowatts

Typical of the three companies' experience is Impergom, a well-known European distributor of rubber and rubber-to-metal spare parts offering more than 15,000 different products for European cars. Impergom chose ToolsGroup's inventory optimization solution DPM to effectively plan for demand, optimize warehouse inventory and improve replenishment, to minimize logistical costs and increase customer service levels.

"Thanks to DPM, we're confident that we'll be able to achieve a significant increase in the service levels that we offer our customers, providing a further boost to our competitiveness," commented Umberto Fusco, Impergom's managing director.

### **About ToolsGroup**

ToolsGroup optimizes inventory in the finished goods supply chain. Its powerful solutions optimize multi-echelon distribution chain inventory, from finished goods assembly to the end consumer, and from strategic network design to daily operations. Recognized by ARC Advisory group as the top inventory optimization firm, ToolsGroup allows supply chain managers to meet demanding service levels, while reducing inventory and operating costs. With more than 100 customers in 29 countries, it is the most experienced inventory optimization software provider worldwide. For more information on ToolsGroup and its solutions, please visit [www.ToolsGroup.com](http://www.ToolsGroup.com).

###

---

#### **ToolsGroup, Inc.**

Three Cambridge Center · Cambridge, MA 02142  
617.494.0080 (phone) · 617.494.4817 (fax) · [www.toolsgroup.com](http://www.toolsgroup.com)