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Lennox International Heats Up Supply Chain with Strategic Inventory Solution from ToolsGroup

Leading HVAC manufacturer deploys new technology to manage key inventory functions more efficiently

BOSTON, MA, June 29, 2009 – [ToolsGroup](#), a global provider of demand-driven [inventory optimization](#) solutions, announced that [Lennox International](#) (NYSE: LII) has implemented its flagship solution, Service Optimizer 99+ (SO 99+), to improve strategic inventory management, increase customer service levels, and improve working capital efficiencies.

Lennox International is a leading provider of climate control solutions for heating, air conditioning (HVAC) and refrigeration markets around the world.

“Our goal is to [improve customer service levels](#) and our visibility in the marketplace, and reduce logistics costs as a percent of sales,” said Chris Debergh, VP, Supply Chain Logistics at Lennox. “We selected SO 99+ because of its unique abilities to both manage seasonal finished goods and scale to our [aftermarket parts network](#).”

SO 99+ handles a wide variety of [demand forecasting](#), inventory and replenishment needs for Lennox, including such key functions as managing inventory targets, order quantities, and multi-echelon buffers. It also aligns inventory targets with pre-build (build ahead) requirements to meet seasonal needs. The solution addresses both normal products and intermittent spare parts.

The solution is integrated to Lennox’s SAP APO platform. SO 99+ is a certified [Powered by SAP NetWeaver® solution](#).

“We have found the ToolsGroup solution to be a great fit for our business needs as well as our technology environment, and their team has been extremely responsive to our needs throughout the implementation process,” said Rod Flory, VP of Information Technology at Lennox. “ToolsGroup has delivered on their promise of low cost of ownership.”

Integration services have been provided by [Deloitte Consulting](#), who addressed key strategy, technology, and change management issues.

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“Aftermarket parts is a great example of [long tail inventory](#) where we see a great variety of stock keeping units (SKUs) and slow moving items with lumpy, unpredictable demand patterns,” said Joseph Shamir, CEO of ToolsGroup. “It’s a great fit with our ability to master a wide range of demand and inventory behaviors to reach unprecedented inventory efficiency and service level excellence.”

About ToolsGroup

[ToolsGroup](#) is an innovation partner for companies who want to achieve outstanding customer-service levels and less global inventory. Using our demand-driven inventory optimization and [supply chain planning](#) solutions, our customers improve daily forecast accuracy and correctly set safety stocks to significantly cut inventory and achieve customer-service levels up to 99+ percent. ToolsGroup has more than 150 customers in 31 countries worldwide. For more information on ToolsGroup and its solutions, please visit www.ToolsGroup.com.

About Lennox

Through its subsidiaries, [Lennox International Inc.](#) is a global leader in the heating, ventilation, air conditioning, and refrigeration markets. Lennox International stock is traded on the New York Stock Exchange under the symbol "LII." Additional information is available at: <http://www.lennoxinternational.com> or by contacting Ozzie Buckler, director, communications and public relations at 972-497-7456.

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