

# Inventory Cash Release™

## Features Comparison

Feature	Inventory Cash Release™	Optimization Software	Other Specialist Solutions
Description	A simple step-by-step methodology that identifies the causes, and provides solutions for, your excess inventory problems.	Typically stand-alone software that uses an algorithm to calculate inventory requirements.	Focuses on a specific inventory issue (such as slow moving stock). Usually involves sending your data to be reviewed by the provider.
Software tools	✓ The ICR® Action and Implementation Software is available to assist you in taking action but is not the key to the process.	✓ Software tools are the key to performing the calculation. The calculation algorithm is typically not available.	✓ Software used but typically not visible to the client as the work is completed in the providers offices.
Transparency of Results	✓ Your team develops the results so they know exactly why all decisions were made.	✗ Results are provided with little or no transparency on how they are arrived at – typically on a 'trust us' basis	✗ Results are provided with little or no transparency on how they are arrived at – typically on a 'trust us' basis
Targets the inventory where the dollars are	✓ Targets the inventory where the major investment is, providing the greatest impact on true optimization.	✗ Uses a shotgun approach to review all inventory whether it is important or not.	✗ Targets a type of inventory whether they significantly contribute to the problem or not.
Range of inventory reduction actions	✓ Provides a complete solution by applying all 7 of the possible inventory reduction actions.	✗ Partially applies only one inventory reduction action so cannot provide a complete solution.	✗ Typically looks at the inventory type rather than the action that can be taken so cannot provide a complete solution.
Scope of team involvement	✓ Involves all of the people that influence your inventory outcomes, e.g. maintenance, engineering, purchasing, finance, stores.	✗ Typically only involves demand side personal such as maintenance.	✗ Usually doesn't involve your team at all.
Skills Development of Your Team	✓ Develops the skills of your team by working on the understanding of both the individual's influence and the actions they can take.	✗ Because the algorithm is not transparent there is little or no skills development.	✗ No skills development as the work is completed off site.
Implementation Focus	✓ Focuses on the future by implementing the changes required to provide lasting success in your inventory processes and management.	✗ Focuses on the past by solely relying on updating data in your system. No other changes implemented.	✗ Focuses on the past by solely relying on updating data in your system. No other changes implemented.
Creation of Lasting Improvements	✓ Addresses the issues that created the inventory problem and so enables lasting results.	✗ Does not enable any change in the causes of your inventory problem so results likely to be short lived.	✗ Does not enable any change in the causes of your inventory problem so results likely to be short lived.
Range of Services	✓ Complemented by a full range of services including inventory consulting, workshop training, online training, and implementation support.	✗ Typically train in using the tool but other services not offered.	✗ No training or other services.
'Wrote the book' expertise	✓ Developed and still delivered by the author of the book on which the approach is based.	✗ Adapted from the work of others.	✗ Adapted from the work of others.
Focus of organization	✓ Inventory reduction is a core skill of Initiate Action and is a major part of our business.	✗ Typically provided as an add on rather than core service – 'do you want fries with that?'	✗ The service is limited and often the only service provided