

# RUBIX

Keeping  
your business  
moving forward



Europe's #1 supplier of industrial maintenance,  
repair and overhaul products, services and solutions.

# highlights.



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›hello.  
we're Rubix.

## Problem-solving for manufacturers for almost a century

Rubix is a new name in industrial supplies and services, but we possess more than a century's experience in supporting most of the biggest names in manufacturing right across Europe.

Across the Rubix group we employ some of the top experts in the MRO business, with market-leading expertise of production processes and the parts that keep them running. Then we combine that with the services and practices that help you to reduce your costs and increase your production efficiency.

Our reach has grown considerably over the years – we have now become Europe's leading provider of industrial products and solutions. We've achieved this by working in close partnership with our customers.

Our name signifies problem-solving and our commitment to creating solutions for you that deliver real bottom line benefits and competitive advantage.

over 7m  
products

2m products  
in stock

23 European  
countries

€2.3bn sales  
in 2018

15,000  
brands



## The Rubix approach

*"Our 8,000-strong network of makers and doers come armed with the technical expertise and deep customer understanding to transform the delivery of industrial products and solutions across Europe, to keep our clients' businesses moving forward."*

Thanks to our growth and increased scale, we have the technical expertise to

specify, provide and deliver a comprehensive and diverse range of industrial parts and supplies to you, wherever you are.

Of course, we believe in putting our customers first, and we deliver this customer centricity by being as close to you as possible. We provide a tailor-made service to customers, whatever the industry, and whatever the MRO requirement across the whole of Europe.

→ **A network to meet all your needs across Europe**

Rubix may be a new company and a new name, but our team have the same commitment that they've always had in adopting a creative and human approach to tackle our customers' challenges.

8,000  
employees

650 locations

220,000+  
customers

€668m+ cost savings  
delivered since 1997

Since 1997 we've  
documented &  
delivered €668m+  
cost savings for  
our customers

# harnessing MRO challenges



## At Rubix, our people live and breathe MRO challenges.

Today, we work with over 220,000 customers – partnering with some of the biggest European manufacturers on a multi-site, multi-country basis. Over the years, we have accumulated a wealth of expertise and experience on how to reduce complexity and costs in MRO operations and capture cost-savings and efficiencies.

In today's increasingly challenging landscape, European manufacturers like you are constantly looking to improve their competitiveness. Our experience ensures your MRO is not overlooked as a source of competitive advantage and gives you the focus to keep your operations running efficiently and safely.

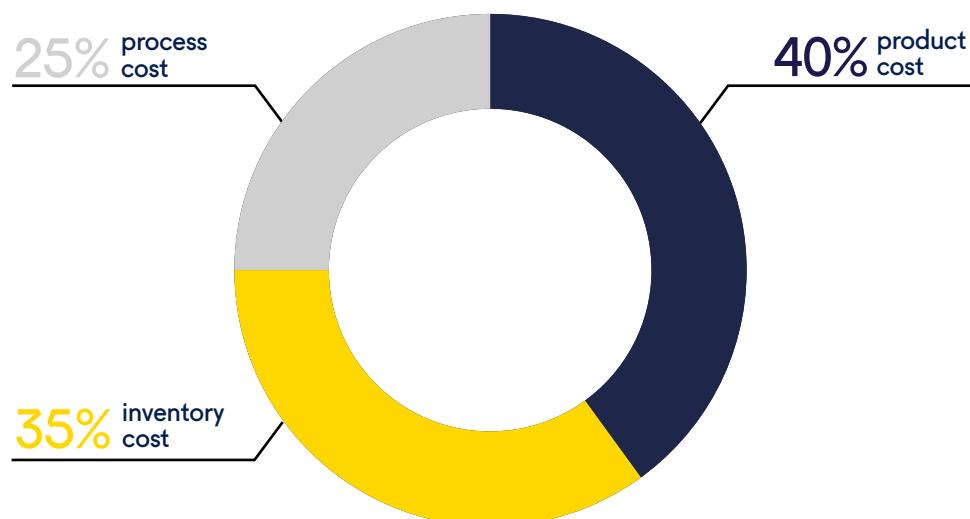
Whatever industry your company operates in, you can trust us to reduce the cost and complexity of your MRO procurement and convert it from a challenge into an opportunity.

# to provide opportunities.

## The hidden costs of MRO

The cost of your MRO part is just the tip of the iceberg – typically only 40% of the total cost you pay. What is often overlooked and difficult to track is the associated inventory and process costs – and in our experience, most companies don't have a complete picture of

their MRO spend or the costs involved in the full process. The key to unlocking value in your MRO operations is understanding how and where these costs occur and how they can be reduced. Working with you we can take our 'know-how' and help you by identifying where these costs are impacting your organisation.



# how our know-how can help you.



## Tackle the cost of each transaction

Buying industrial supplies costs you a lot more than just the visible cost of the part. We can work with you on the many aspects of the MRO purchase process and help you to reduce the hidden costs per transaction (typically €150).

### How?

Well we work together to simplify the administration of processing orders and managing suppliers and find ways to automate your ordering and stock replacement.

➤ European cost of work-related injuries and illnesses amounts to €476 billion. Let's work together to help reduce this cost and its social impact.



## Ensuring total health and safety at work

We are committed to helping customers meet health and safety targets, comply with ever-changing legislative requirements and minimise incidents, all whilst managing the associated costs.

Our qualified Personal Protective Equipment specialists work to understand your needs to

recommend and agree specialist products and services that will help you to improve safety. But we'll also show you where you can simplify the products used, helping to eliminate employee confusion and maximise safety whilst always managing the costs involved.

## Reduce stores to what you really need

➤ If you're like most organisations we've worked with, you'll have a considerable amount of money tied up in your stores stock as the last thing you want is a costly disruption because you lacked a part. However, that means a lot of working capital tied up in items that are rarely – and sometimes never – used.

We can support you in substantially reducing slow moving or overstocked

parts, whilst ensuring you still have peace of mind in knowing you have the right stock levels to keep everything running smoothly.

This is what we specialise in, so we can share our knowledge of industrial parts stocking, maintenance and production processes, and we can also advise on how to maintain the maximum lifecycle of your parts – further helping to reduce unplanned downtime.

">// Rubix have been working in partnership with us for more than 8 years, and the reason we continue to select them as our partner is because of the way they help us to proactively manage our spare parts – with their products, expertise and services – and enable us to optimize the maintenance in our plants – crucial in the glass industry. They definitely play a real part in our success.



Bart Philipsen & Thierry Lacourt,  
Purchasing Department,  
AGC Glass Europe



# a new way of doing things.

## › Advise.

Partnering with us means you'll have an experienced team of technical specialists at your fingertips. We have technical advisors and people on the ground in every corner of Europe, applying our experience, technical expertise and insight to meet your changing needs. We work to understand those needs and provide advice across procurement, operations and engineering – including international sourcing of materials, inventory management and quality inspections.

## ➤ Apply.

We provide a broad and deep product range at competitive prices from over 15,000 brands across five key product areas: Bearings, Mechanical Transmission, Fluid Power, Tools and General Maintenance, and Health and Safety.

With over 2 million products in stock and over 650 branches across Europe, you can be sure we have the product you need, when you need it.

But we know that products can't do very much without the right expertise to select, apply and service them. So we offer a range of solutions to keep your production lines running and your business moving forward – services such as integrated e-procurement solutions, vendor managed services and our engineering solutions that include preventative maintenance and condition monitoring.



## ➤ Advance.

We are focussed on helping our customers to move forward, simplify their maintenance procurement and operations, maximise cross-site purchasing power, implement best practice and innovate to future proof. All with measurable agreed ROIs.

After all – why spend money on products or solutions if you can't measure the outcome? We work with our customers to help deliver tangible results in the three key areas – procurement, operations and engineering, by providing advanced solutions and technical services creating added-value to their MRO activities.

So we provide the full scope of maintenance, repair and overhaul parts, products and solutions with a tailor-made service for you.

# right part. right price. right service.

We have the right product when you need it. Our scale as the largest industrial supplies distributor in Europe gives us unrivalled purchasing power to achieve competitive pricing for our customers.

We have the largest pan-European distribution network with over 650 locations in 23 countries. That means wherever your sites are, we have the stock, people and infrastructure nearby to meet your local needs.

 We have a track record of solving problems for customers in a broad range of industry sectors which almost certainly includes yours.

We understand the specific engineering requirements, production cycles and health and safety legislation associated with each of these sectors including:

- Aerospace
- Automotive
- Chemicals
- Construction & Aggregates
- Electronic & Engineering
- Food and Beverage
- FMCG
- Glass
- Metals
- Oil & Gas
- Power and utilities
- Pharmaceuticals
- Pulp, paper and packaging
- Recycling
- Transport

## expertise for your industry.

# no one knows the big brands like us.

Rubix is the leading single source distributor for the world's major manufacturing parts, tools and engineering components brands.

We work with thousands of suppliers including all the top OEM brands to source the highest quality products and services to support your operations.



# delivering parts and delivering value.

Rubix is a single source supplier meeting all your needs, with all our resources and people committed to keeping production running and industry moving. Our pan-European 24/7/365 service offers same or next day delivery of the parts from stock that you need.

With our network and integrated systems, our strategically located automated high-tech storage and distribution centres receive deliveries from 71,000 suppliers. Once ordered the stock is delivered to our branches and customers. We have grown to this scale because our customer focussed approach means we've made a substantial investment in logistics. Each national hub is connected to every other distribution centre, allowing visibility and access to every part we have in store right across Europe.

Whatever you need, we've got it – always available, and available fast.



# it's a partnership: our capabilities, your success.

► We provide more than just parts when and where you need them – we have extensive knowledge about products, performance and applications. So we can help our customers with added-value solutions to reduce costs and improve production efficiency right down to the individual plant and line level.



Every hour of every day we work in partnership with you to keep your industry moving. That's our job.

We believe strongly in the partnerships we create – working with you to keep your machinery in order, your production lines running, your people safe and your business successful. But it almost goes without saying that all of this is underpinned by our extensive range of products, our product knowledge and our expert engineering professionals.

We work to deliver the specialist and the everyday products you need, within our leading product categories:

- Bearings
- Mechanical Transmission
- Fluid Power and Power Transmission
- Tools and General Maintenance
- Health and Safety

# Rubix eProcurement solutions.

Making buying your industrial supplies easier, faster and more transparent to save you time, stress and money.

When it comes to eProcurement, you need the power of Rubix. Our 'Digital with a Human Touch' approach, together with our wealth of eProcurement experience earned over more than five decades right across Europe, makes us the natural partner to streamline your purchase process.



# taking the friction, time and costs from your entire purchase to pay process.

We provide a range of leading industry eProcurement options to make the purchase of your industrial supplies as frictionless as possible. Our solutions will help you:

- › Reduce your transaction costs
- › Eliminate the risk of under and over stocking, whilst ensuring you have the right part when and where you need it
- › Ensure compliance so that your team are purchasing approved products and brands, at prices you have contracted
- › Manage your spend and prevent unplanned purchases

Our network of 8,000 makers and doers want to make it as easy as possible for you to do business with us. Our broad and deep product range with over 2 million stocked products, from over 15,000 brands across the five key product areas means we have the resources to supply what you need.

Rubix's digital procurement solutions are streamlined and tailored to your business, to make purchasing your industrial supplies as quick and simple as possible.



# the right eProcurement solution for you.

Our digital purchasing solutions come in three categories:

1

## Rubix Catalogue

The simplest approach, but highly effective, the Rubix Digital Catalogue provides you with a fixed list of only your agreed and approved products and suppliers at your prices. That way you can be sure that your team are working to agreed terms and conditions and pricing arrangements. Rubix Catalogues are simple and fast to implement whilst still providing the key eProcurement benefits.

2

## Rubix Customised Webshop

The Rubix Webshop provides a fully responsive user experience that works seamlessly on desktop, tablet or mobile. We design it to include your workflow processes and rights management – controlling who can buy what, when and for how much.

Real-time stock visibility means your purchasing team can see live availability and price, whilst the high-quality search engine enables fast sourcing of required products.

And, if they still need to check – we provide rich media to help visualise products and see specifications.

3

## Rubix PunchOut

Easy to implement, this involves developing a fully integrated, real-time catalogue that links directly with your ERP to operate with your processes and workflows.

It comes with the same search engine as the Rubix Webshop option so your team will easily find the products they need. And it also has the rich media functionality to simplify their search journey. Being web-based means they see your specific current prices, available stock, delivery times, and can track and trace their orders.

# Which solution is right for you?

	 Rubix Catalogue	 Rubix Customised Webshop	 Rubix PunchOut
Powered by EDI	✓		✓
Rubix contact	✓	✓	✓
Product catalogue	✓	✓	✓
Specific price list	✓	✓	✓
Real-time data		✓	✓
Validation workflow		✓	✓
Budget compliance		✓	✓
Interface & content		✓	✓
Quotation control		✓	✓
Track and trace		✓	✓
Mobile friendly		✓	✓
Purchasing cards		✓	✓

## › How we do it

When it comes to industrial supplies and services, our whole focus is to help you do what you want, how, when and where you want to do it.

So we make implementing our digital purchasing solutions as simple and straight forward as possible.

That's why our offer integrates with most of the major eProcurement systems. This way we'll be able to give you a faster, simpler start. We map and translate your workflow and processes into fully digital versions. And then we implement.



# we work with the leading systems and platforms.

ORACLE

PERFECT  
COMMERCE

coupa

proactis

HUBWOO  
Connecting Companies™

SAP Ariba

DETERMINE™

ivalua

QUADREM

simple  
system

wallmedien

JAGGAER

And our 'Digital with a Human Touch' specialists will be there to guide you through the whole process – so you can realise all the benefits of our eProcurement solution as fast as possible.

# Rubix Data Lake Services.

## Mining your data to improve your industrial supplies' management

If you've been thinking about how your industrial supplies could be impacted by Industry 4.0 then you need to know about our Data Lake Services and how they link to your choice of Rubix eProcurement solution.

Once you have linked to our eProcurement solutions and built some spend history, our team of

specialist industrial MRO data analysts will harvest the intelligence from your industrial supplies spending patterns. They will then be able to review that data and spot purchasing anomalies, find opportunities for savings, and deliver efficiency improvements to your whole procure to pay process.

In the short term, that might simply be about more transparency in what you are buying for your maintenance needs across your organisation. But it could also provide:

- Enhancements to consolidating purchases
- Part swapping (replacing parts with an equivalent "fit for purpose" part)
- Part kitting (making sure you are buying the right set of products to complete the maintenance tasks they are intended for)

➤ Or suggestions about related purchases to bring more efficiency and effectiveness to your MRO purchasing processes and maintenance spend.

Eventually it could be about where and how to implement the latest technology in relation to predictive maintenance, IoT, and use of Additive Manufacturing in part supply.



## Data Lake Sampling to improve your MRO purchase processes to top industry benchmarks

Rubix were one of the first organisations globally to harness the power of Master Data Management tools for industrial supplies.

For more than one and a half decades, we have been building a data lake of well over 5 million individual products, 13 million line item lines, and well over 2 billion product attributes alongside purchase history from most of the major manufacturing giants across Europe.

That data lake and our understanding of the intelligence it contains means we can benchmark your data and give you further advice on how and where to improve your eProcurement, stocking and stock management processes.

This unique resource is ready to deliver a significant advantage to any of our eProcurement customers, providing more efficiency in maintenance purchasing and management through better understanding of how your data benchmarks across the industrial landscape.

# Vendor Managed Services.

Choosing Rubix Vendor Managed Services delivers significant time and cost savings, giving you greater control over budgets for consumable items and your team more time to focus on keeping your lines running.

We provide the services that work best for your organisation by reviewing your specific requirements and processes and combining those with our stock management expertise.

So that can involve us delivering:

## Rubix Inscan™

An easy to implement barcode driven batch scan Kanban process that provides you with a low cost, uncomplicated inventory management solution.

## Rubix Invend™

Our Invend™ industrial vending machines provide your team with 24/7 line-side access to your most in demand industrial consumables. There's no fuss, no waste, no waiting and no need to replenish – we keep track of everything and keep your Invend™ machine fully stocked for you.



## Rubix Insite™

This key service is all about having a Rubix branch within your plant providing you with onsite expertise that work alongside your purchasing, stores and operations teams.

With a direct link to our ERP their focus is on helping you achieve cost savings by consolidating vendors and proactively identifying opportunities to reduce the total costs associated with your industrial supplies.

## Stores Consultancy

Often a part of our Insite™ service, Stores Consultancy can also be delivered stand-alone to maximise efficiency and reduce costs. The service includes stores design and restructuring, vendor managed inventory, product and brand rationalisation, consignment stock management and component kitting.

# creating long-term value for you and for the wider community.



We are a committed CSR organisation, focussed on delivering sustainable long-term value for our customers, employees, investors, other stakeholders and society.

Our CSR approach encompasses: Business, Workplace, Environment and Community, and we are committed to the highest ethical and environmental practices and have a number of initiatives in place to improve energy efficiency and reduce waste.

## WE SUPPORT



Rubix is a Signatory of the UN Global Compact initiative

Donated over €160,000 to Make-A-Wish since 2007

Increased paper recycling by 261% since 2007

Increased cardboard recycling by 29% since 2007

Reduced landfill waste by over 60% since 2007



EcoVadis CSR Silver rating

# our people are Rubix.



At Rubix, creative problem-solving in MRO is our mission so we work closely with our Key Account customers to identify their specific needs.

Our people are empowered to:

- Help you anticipate change:  
With technical advisors and people on the ground in every corner of Europe, we get closer to you and use foresight to constantly meet your changing needs.
- Think outside the box:  
Our teams of specialist advisors are empowered to challenge any one-size-fits-all approach. We recognise you need tailor-made, cutting-edge solutions that modernise and move your businesses forward.
- Share our knowledge: We create a flow of knowledge across our teams and in turn with you – sharing technology, innovation and best practice to constantly challenge and improve.



# pan-European experience.

We can offer a high quality and consistent single source of supply across Europe, so we are able to respond to the many different requirements of large pan-European customers.

We know how to optimise our products and services offering to ensure you get the benefits of working with us from the local plant all the way up the chain to your head office.

- Significant cost-savings from rationalising your supplier base reducing the cost of dealing with multiple suppliers and the associated purchasing and handling costs both in OEM brands and MRO suppliers
- Improved production efficiency from our knowledge of prolonging product life, reducing maintenance and improving production uptime
- Reduction in working capital from reducing parts inventory held on the shop floor

# local expertise where you want it.



Our Key Account organisation works at a local, national and pan-European level.

For large, multi-site, pan-European customers, a dedicated European Key Account manager will work to understand your needs and define the scope and KPIs with you and your teams. Our teams drive the execution of the contract, co-ordinating strong involvement from the local branches and individuals, supported by central functions and drawing upon technical expertise and product specialists across the group.



# we build partnerships.



We're used to the challenges and realities of aligning local plant management practices with a head office purchasing approach and will tailor-make solutions for large customers to capture cost-savings and added value right across their geography.

We work with our Key Account customers to define the partnership and objectives – and how we can help to increase your production uptime, reduce your total cost of ownership and your working capital and streamline your transactions. A defined communication process, clear and agreed KPIs, regular reviews and joint action plans allow us to assess aims and expectations together and monitor and manage service delivery.





## Part of your success

We are committed to developing long-term partnerships with our customers, using the following roadmap as a guide to continually maximise customer benefits:

- Getting to know each other
- Agree deliverables and contract
- Implement agreed MRO initiatives
- Measure the impact
- Management review and co-ordination
- Continuous improvement

We can support your organisation through our people and their experience using our European scale to match your geographic footprint and deliver value to you – including our technical service, dedicated Key Accounts team and our digital and eCommerce capabilities. And of course, not forgetting our fundamentals: our products, our local branches and our 24/7/365 availability.



# don't just take our word for it.

“ This partnership has helped us drive operational excellence at the plants through increased spend visibility and control. The partnership is invaluable to our long-term MRO strategy. ”



*Ball*



## Sometimes more is less

In the auto industry every cent saved has a bottom line impact, especially with margins under constant pressure. And that's certainly true for our client supplying car doors to major motor industry brands.

Our specialists noted that their consumption of abrasive discs was much higher than it needed to be. Partnering with the client, we explored the abrasives market and identified two potential alternative brands, one of which was more expensive than the existing supplier. So, we suggested testing each option. Both performed better than the existing product. But the more expensive one actually outperformed them both which meant investing a little more would deliver far better long-term cost savings.

€64,000 worth of savings in fact.



## Our partnerships with global suppliers deliver real cost savings

The line kept failing – almost every week. Each time it cost the client €11,000. What was the solution?

On-site training was the real answer. Helping our customer understand the root cause of the frequent line failures impacting on production and ultimately costing money.

Damaged rollers and slates caused by poor tension set-up was what our technical experts diagnosed as the physical problem. They

recommended a newer but less complex diverter to get the job done.

It was then over to the teams onsite – who after training – could ensure correct installation of the equipment.

Sharing our knowledge, gave our customer's engineers the skills and confidence to ask the right questions about different production lines. Upwards of €77,000 has been saved every week through having zero stoppages.



Advise



Apply



Advance

# working together to take your success to the next level.

Wherever you operate, we're local.

Wherever you operate, we add value.

Your industry is  
changing

MRO challenges  
are also  
opportunities

Rubix is here  
to transform  
distribution

Unique AAA  
approach and  
menu of solutions

Proven track  
record of  
delivering benefits

How can we  
take this forward  
with you?



Contact your local Key Account team  
to discuss your challenges and how  
we can help to resolve them.

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🌐 www.rubix.com



## Working together to keep your business moving forward:

- ❯ Reduce procurement costs
- ❯ Streamline single source supply
- ❯ Increase production uptime and production efficiency
- ❯ Improve working capital
- ❯ Engineering expertise and services

Visit our website at [www.rubix.com](http://www.rubix.com) for more information on the  
products, services and solutions we offer.

- 
- Europe's #1 supplier of industrial maintenance, repair and overhaul products, services and solutions.
  - The partner of choice for European manufacturers.

**RUBIX**