



CLIENT OVERVIEW

MRO Excellence Assessment

An evidence-based path from fragmented MRO activity to measurable priorities, financial clarity, and a practical 90-day roadmap.

For manufacturing, distribution, utilities, healthcare, and asset-intensive operations

Virtual, on-site, and multi-site options

Score → Opportunity → Roadmap



THE BUSINESS PROBLEM

MRO performance is an operating-system issue—not a storeroom-only issue.

Organizations often carry excess inventory while still experiencing stockouts, premium freight, maintenance delays, supplier fragmentation, poor master data, and unclear accountability. Local fixes can improve one metric while increasing risk somewhere else.

ASSESSMENT PROMISE

Know the current maturity, identify the highest-risk gaps, quantify the risk-adjusted opportunity, and leave leadership with a sequenced execution plan.

What leadership receives

- A defensible 0–100 MRO Excellence score supported by observable evidence.
- Eight-dimension scorecard showing strengths, weaknesses, and cross-functional dependencies.
- Top findings and red flags prioritized by business impact and implementation effort.
- A financial opportunity model that separates one-time working-capital release from recurring annual value.
- An executive readout, priority matrix, and 90-day roadmap with clear decisions and ownership.

Designed for practical decisions

The assessment does not produce a generic maturity score and walk away. It connects evidence, operational risk, financial opportunity, and execution sequencing so leadership can decide what should start now, what requires validation, and what belongs in a longer transformation roadmap.



ASSESSMENT ARCHITECTURE

Eight dimensions. One connected MRO system.

Dimension	What Is Evaluated
Strategy & Governance	Ownership, policies, decision rights, risk, and executive cadence
Inventory Management	Criticality, stocking policy, parameters, excess, obsolete, and service
Storeroom Operations	Controls, accuracy, material flow, cycle counting, repairables, and service
Procurement & Sourcing	Category strategy, suppliers, contracts, tail spend, and total cost
Data & Technology	Master data, BOMs, ERP/CMMS/EAM integration, analytics, and automation
Maintenance Integration	Planning, kitting, material readiness, feedback loops, and reliability
Process & Organization	Roles, skills, standard work, cross-functional alignment, and capacity
Performance & CI	KPIs, benefits validation, operating rhythm, and continuous improvement

Evidence standard

Scores of 3 or higher require supporting evidence. Evidence confidence is recorded as high, medium, or low so the output distinguishes verified capability from perception. Financial values are estimates based on available data and client-validated assumptions; they are not guaranteed savings.

Representative experience

- 27%+ inventory reduction and approximately \$1.1 million in working-capital release across a multi-site industrial program.
- Approximately \$2.3 million in inventory reduction through operating discipline and portfolio visibility.
- Governance and operating-model development for more than \$40 million in MRO inventory at a greenfield manufacturing site.

Representative prior results are provided as experience indicators. Client results vary by starting condition, data quality, scope, decisions, and implementation discipline.



ENGAGEMENT OPTIONS

Choose the assessment path that fits the operation.

Option	Investment	Best Fit / Included
Virtual Assessment	\$7,500	One site or business unit; remote interviews and evidence review; scorecard, opportunity model, executive readout, and 90-day roadmap.
On-Site Assessment	\$10,000–\$12,500 + T&E	One site; includes on-site observation, stakeholder interviews, evidence validation, executive readout, and roadmap. Final fee depends on scope and complexity.
One-Day Workshop	\$6,500–\$9,500 + T&E	Facilitated cross-functional session to align leadership, prioritize actions, and accelerate execution. Can stand alone or follow an assessment.
Advisory Support	\$3,500–\$5,000/month	Ongoing governance, benefits tracking, decision support, workstream coaching, and executive cadence.
Multi-Site Program	Custom	Portfolio baseline, site comparisons, common standards, wave planning, governance, and enterprise opportunity roll-up.

Typical single-site timeline

1. Align scope, sponsor, stakeholders, data access, and objectives.
2. Collect evidence, conduct interviews, and complete the operating review.
3. Score the eight dimensions and build the risk-adjusted opportunity model.
4. Validate findings, prioritize action, and deliver the executive readout.

Most single-site assessments are completed in approximately three to four weeks, depending on stakeholder availability and data readiness.



WHAT WE NEED FROM THE CLIENT

A focused fact base—not a data science project.

- An executive sponsor and a primary client coordinator.
- Access to leaders from operations, maintenance, reliability, procurement, materials/storeroom, finance, and technology as appropriate.
- Core policies, process documents, KPI reports, inventory/spend summaries, supplier information, and available ERP/CMMS/EAM extracts.
- Validation of financial assumptions and clear identification of one-time cash release versus recurring value.
- Timely review of findings, factual corrections, and leadership decisions.

FINANCE GUARDRAIL

Working-capital release is one-time balance-sheet or cash value. Recurring annual opportunity may include P&L savings or redeployable capacity. Reliability benefits require conservative causality assumptions and Finance validation.

Ready to establish the baseline?

Start with a 30-minute fit and scope discussion. We will confirm the right assessment option, expected participants, data availability, timing, and the decisions leadership wants the engagement to support.

Request an Assessment |
MROExcellenceSystem.com/assessment.php