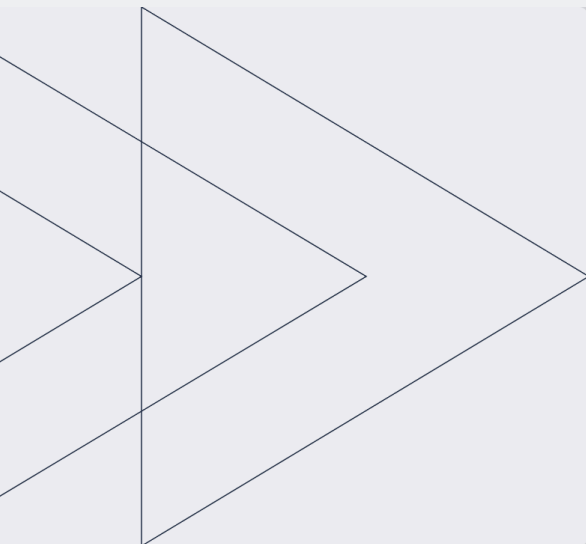


# Solving surplus MRO for a \$10B Plumbing Manufacturer



## The problem

To remove surplus in the past, our partner relied on numerous disposition partners — from scrappers to auction platforms to small local liquidators — but none were able to provide a dependable, long-term solution. Instead of simplifying the process, these vendors delivered fragmented, labor-intensive approaches that never accounted for the logistical complexity of managing surplus across multiple facilities. While the MRO team juggled priorities and partners didn't clear surplus fast enough, our partner accumulated \$4.3 million in excess inventory.



## Amplio's solution

Amplio solves the whole surplus challenge for enterprise manufacturers by clearing the existing backlog and establishing a repeatable framework for future surplus management. We:

- Analyzed their entire backlog with our proprietary AI appraisal tools and expert review to identify the optimal disposition for every asset.
- Aligned on a consignment solution for their excess MRO that immediately cleared their facility and is now maximizing return over time.
- Ran the whole project, from analysis to logistics, so that Kohler's team could stay focused on other priorities.
- Established a regular process to analyze excess and potential surplus across any asset class and recommend fast disposition strategies, which efficiently creates a leaner inventory position.

## The effect



\$4.3 Million in unproductive inventory removed



Freed up warehouse space and preempted \$1m+ in carrying costs



Created one unified process to prevent and manage future build-up



Kept 11 tons of MRO out of landfills and avoided ~30 tons of CO<sub>2</sub>e emissions

## Conclusion

By moving faster to clear their large list of excess, our partner's MRO team immediately prevented over \$1 million dollars in carrying costs alone. By working with Amplio to consign and resell the inventory, they also diverted over 11 tons of metals from landfills and avoided ~30 tons of CO<sub>2</sub>e emissions compared to disposal.

They can now rely on Amplio as an extension of their team to help them make better decisions with surplus with minimal time investment. Instead of trying to manage multiple different liquidation options as big surplus challenges arise, they have a single, trusted partner that handles surplus for them with minimal fuss with ROI-maximizing methods.