



Understanding the Power of

A Real Time Data Exchange for the Bearing Distributor

WHITE PAPER

Download all your manufacturers data
from one source - directly in to your PIM
system and web stores

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Introduction to KOIOS

Bearing distributors play a critical role in the supply chain of the industrial sector. As a distributor, you need to manage a complex network of suppliers, customers, and inventory, while maintaining competitive pricing and fast delivery times. One of the biggest challenges for a bearing distributor is to ensure that they have accurate and timely information about their inventory, customer demands, and supplier lead times. This is where a data exchange platform like KOIOS can help.

Real Time Product Information - Direct from the Manufacturer



Real Time Data Management

Access, onboard, input, store, and organize product information based on the international standards from which they were produced. A single source of truth direct from the manufacturer available through the KOIOS portal.



Product Catalog Management

Create and maintain a comprehensive, real time product catalog, including details like product names, descriptions, SKUs (Stock Keeping Units), and related media assets. Be up to date all the time with every add, move and change communicated in real time direct from the manufacturer.



Real Time Data Enrichment

Your data will stay fully enriched while at the same time you can add additional attributes, translations, keywords, or marketing information. This helps improve the quality and completeness of product information.



Real Time 1st, 2nd and 3rd Party Integration

KOIOS offers seamless data integration with other enterprise systems, including ERP (Enterprise Resource Planning), CRM (Customer Relationship Management), DLT (Distributed Ledger) or e-commerce platforms, to synchronize product data and ensures consistency across different systems globally. We also offer the ability for you to cleanse and given not only your own data but also that of your clients.

Real Time Product Information - Direct from the Manufacturer



Channel Syndication

KOIOS facilitate the distribution of product information across multiple sales and marketing channels, such as e-commerce websites, marketplaces, print catalogs, and mobile applications. We also integrate with various systems and APIs to automate data syndication.



Workflow and Collaboration

KOIOS offers collaboration features, allowing different teams or stakeholders within an organization to contribute, review, and approve product information. Workflow management ensures efficient content creation and maintenance processes.



Analytics and Reporting

KOIOS offers reporting and analytics capabilities, providing insights into product performance, sales trends, inventory levels, and other key metrics. This helps your business make informed decisions and optimize their product strategies.



Real Time Version Control

KOIOS includes versioning capabilities, allowing organizations to track and manage changes made to product information over time. This will help you maintain an audit trail and ensures even greater accuracy and traceability.

Benefits of the KOIOS Data Exchange



Data Inconsistencies - using your Preferred terms every time

Different manufacturers will use different data formats or naming conventions, which can lead to inconsistencies and inaccuracies in the data when integrated into a distributor's PIM system. Ensure your preferred terms are used every time and inline with ISO standards eg ISO 21107.



Access to Multiple Manufacturers in one place

Onboarding data from multiple manufacturers can be a complex process that requires technical expertise and resources to ensure that the data is properly mapped and aligned with the distributor's PIM system. Access all your manufacturers data in one place - KOIOS!



Quick and easy loading of data in to your PIM system (or use ours!)

Onboarding manufacturer data into a PIM system can be a time-consuming and resource-intensive process that requires significant investment in people, processes, and technology. With KOIOS, it's simple.



Laser Search on your websites as a result of Quality Data

As the battle for business shifts to the internet, KOIOS provides you with consistent quality data for your website - enabling your visitors to find exactly what they are looking for with confidence - and enabling you to fulfil their orders correctly first time every time.

Benefits of the KOIOS Data Exchange



Data Governance

Distributors need to establish and enforce governance policies around how the data is managed, maintained, and shared with internal and external stakeholders.



Communication

Distributors need to communicate with manufacturers to ensure that the data being provided is accurate, complete, and consistent with the distributor's requirements and standards.



Data Experts and Subject Matter Experts

The KOIOS data exchange has been built by subject matter experts and their knowledge is built in to the service allowing your data experts to load and govern with confidence.



Data Quality

KOIOS MDM includes data quality management capabilities that enable distributors to monitor and improve the quality of their data over time, ensuring that it remains accurate and up-to-date.



KOIOS, Search, key to Selling more

Electronic media are used more and more when purchasing and selling products. This also applies to the rolling bearing industry, where it can be expected that a large proportion of sales will be processed via electronic media.

One potential problem when ordering bearings is that designations, especially designations for special executions and variants, differ from one bearing supplier to another. For the electronic media business there is, therefore, a need for customers and distributors to have available a system that makes it possible to identify a bearing quickly and easily when the bearing designation is not known.

This can be achieved using a computerized search structure. The user responds to specified simple questions on a computer screen about visual bearing components (dimensions, number of rolling element rows, cage, etc.) and, if needed, about performance criteria and other characteristics. Based on these input values, the computer provides possible bearing designations and other information. KOIOS provides data that is compliant with the industries Search standards.

Your Web Stores and Apps



Consistent , Quality Data for your Webstores

The KOIOS platform helps manufacturers streamline their supply chain operations by improving the accuracy of their bar code data. We manage the GDSN (Global Data Synchronisation Network) and populate the GS1 data for you.



Highly Searchable Data (ISO 21107) to improve Results

KOIOS has mapped the United Nation's sustainability goals with the GS1 bar code data to keep you compliant with the raft of new ESG and other legislation.



App Enhancement

The platform helps manufacturers get on top of their UAN, GTIN and UPC Codes to ensure that their cargoes experience as little friction as possible when going through Customs borders. Along with modern digital DLT and other trade networks , the combination of these data sets in a form that is interoperable with other systems will be transformational.

Challenges of Data in the Modern Supply Chain



Managing Multiple Manufacturers



Consistency of Preferred Terms



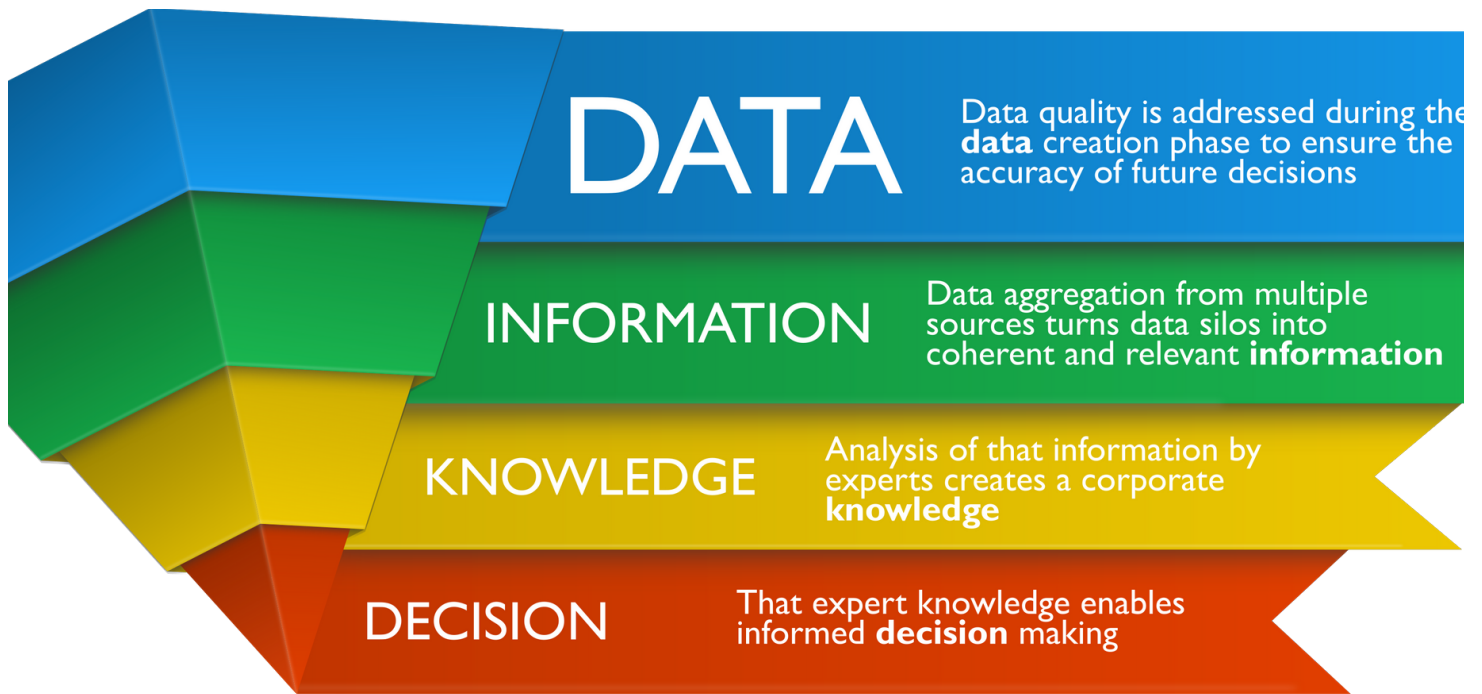
Subject Matter and Data Experts



Cost and Time to Onboard



**Enhanced Search Capability in your
website**



International Standards

The KOIOS platform is built on ISO Standards. Data Quality and digital data exchange is ensured by using the ISO 8000 data quality architecture, and the foundations are built on the concept dictionary (thesaurus) based on ISO 29002. Bearing vocabulary in the dictionary includes ISO 5593, ISO 6811, and ISO 24393 and specifications are in line with ISO 21107 and ISO 23768.

We are constantly developing the dictionary with new and different standards as they become important for our clients and the markets that we serve.



Conclusion

The KOIOS Data Exchange, offering access to multiple manufacturer's data in one place, helps companies reduce costs associated with data processing, storage, and analysis by improving data accuracy, reducing manual data entry, and streamlining workflows.

Bearing distributors can use KOIOS to exchange inventory data with their suppliers and customers in real-time, enabling them to manage their inventory levels more effectively. This can help them to reduce stockouts and overstocking, optimize their inventory levels, and improve customer satisfaction as well as transform their web store performance.