



Aftermarket Kitting Program Checklist



Put the team together

- Put a cross-departmental team together.
- Review the role of kitting within your business.
- Seek input from multiple departments.

Create the parts list

- Identify average hours on engines, age of machinery, preventative maintenance.
- Identify ways you exceed or capitalize on the competitions' weaknesses in the area of kitting.
- Put the bill of materials (BOM) together for each kit.
- Analyze parts sales; parts that are continually purchased together; volumes.

Consult with experienced Kitter

- Identify an expert that is experienced in kitting and packaging, warehousing and distribution.
- Set up an appointment to discuss best-practices.
- Identify what efficiencies and customer service improvements a kitting program can provide.
- Determine if outsourcing is a better option than insourcing.
- Get quotes from trusted 3PL partners.

Announce to customers

- Work with marketing to brainstorm ways of promoting the new kitting program.
- Develop marketing materials.
- Educate sales department on new kits and related opportunities.
- Notify customers of benefits of new kitting operation.

Considerations

It is essential to put a cross-departmental team together to review kitting & its role in your business. From procurement to engineering, marketing to outside sales.

After your team is assembled, the analysis begins. Create a customized parts list for your new kitting program after doing research. What is your competition kitting? Talk to your customers, distributors, parts counter personnel and inside sales people to determine which SKUs are consistently ordered for the same job.

Collaborate with a third-party logistics provider (3PL), experienced value-added warehousing and distribution (VAWD) who is a kitting and packaging expert.

Connect with the marketing department to create an exciting way to announce the kitting program to your customers.