

Aftersales Portfolio Analysis – with a forward-looking perspective to an overall portfolio planning!

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AFTERSALES
SOLUTIONS.
SMART.

GET IN
TOUCH



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Are you familiar with these challenges?

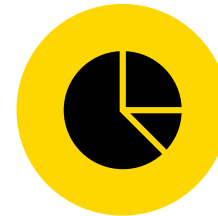
- Missing a comprehensive overview of the portfolio situation of your competitors and the free market
- Your current portfolio only consists of new parts and exchange parts
- Missing experience in the analysis and long-term planning of alternative supply opportunities
- Your company does not have the sufficient internal capacity for complete portfolio analysis in after-sales
- Limited experience regarding alternative supply opportunities for electric components
- Your market share of spare parts in aftersales is unknown

Our solution

Encory offers extensive experience in the analysis of product portfolios in aftersales. By detecting potential supply shortages and establishing a suitable solution, we manage to show the status-quo of your portfolio situation. Using it as a basis, we create the right aftersales strategy for you.



More transparency
on the current
market situation



Expansion of
portfolios with new
part types

*“Thanks to the
alternative supply
strategy of Encory, we
could continue to
maintain our security of
supply to our
customers.”*

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What distinguishes Encory from others

Encory develop and operate end-to-end circular solutions for aftersales. From the implementation of sustainable remanufacturing projects to entirely taking over the reverse supply chain to the purchase of obsolete products and secure recycling – we create and manage closed loops. As an innovative and experienced partner and solutions provider, we have acquired a high level of process and system know how to handle complex requirements from our customers and partners.

More than
20

product groups
analyzed

More than
15

portfolio strategies
developed

*“The result of Encory’s
market share calculation
changed our portfolio
composition sustainably.”*

Our approach:



Market and
portfolio analysis



Conception
portfolio strategy



Realization &
implementation