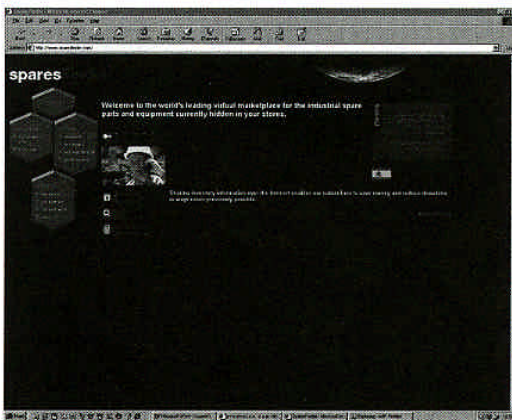


SparesFinder



Web address

www.sparesfinder.com

Business area

Capital Goods

Type of market

Horizontal

Company status

Private, Independent

Revenue model

Subscription

Domicile/Founded

UK/1997

CEO

Hedley Hamilton

Key Investors

See below

SparesFinder is an independent spare inventory service for engineering spare parts and equipment. Founded in 1998, SparesFinder provides the energy and processing industries with reductions in operating costs by allowing them to locate spares from their own organization as well as those from other companies. Shareholding is primarily in the hands of the founders, however ASCo Group also has a stake.

Revenue model

The company charges an annual flat subscription fee for a service that provides information on spare parts inventory. SparesFinder also collects transaction fees from linking with other auction sites.

Selected strategic alliances

The technical management of the website and database is outsourced to **PavTech (NZ) Ltd**, a professional IT services company, and a leading ISP in New Zealand. SparesFinder has established alliances that includes, the partnership for inspection services with **SGS**. **Vality Technology** and **Oilcats** perform data cataloging.

Market potential

Given SparesFinder's global horizontal focus and the fragmented nature of the market, the operation has access to a large and growing market.

Competitors

The company believes one of its potential competitors could be portals expanding their auctioning facilities and moving into SparesFinder's commercial space. Partnering with the portals could counteract this threat. Enterprise Resource Planning (ERP) companies and Maintenance Management companies could also attempt to move into SparesFinder's market.