Mehmet Yanilmaz delivers solutions to capital markets, business strategy, finance, technology, IP and commercial litigation, and beyond. He creates impact by bringing clarity and sanity to complexity.

NAVUS

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Subject matter expert Mehmet Yanilmaz: Optimize revenue with outstanding lifecycle value analytics

OLVA (Outstanding Lifecycle Value Analytics): What it is and how it adds value   OLVA focuses on optimizing revenues and profits across contracts for #logistics, #sales, #lease, #service, #warranty in #supplychains.   OLVA targets key business sectors with substantial contributions to the world's yearly economic output – #manufacturing: $35 trillion (Thomson Reuters), supply chains: $13 trillion (Interact Analysis); product lease finance: $722 billion (MarketWatch), extended product warranty: $120 billion (PR Newswire), #maintenance and #repair: $660 billion (Beroe Inc).   Supply chain finance has been perfected by the likes of Tradewind and Finacity Corporation, the latter in particular with the use of effective #securitization techniques. Supply chain management is being enhanced with the use of blockchains, such as the TradeLens platform from IBM and A.P. Moller - Maersk. Contracts for most fungible #commodities are traded in cash, #futures and #options markets, both at centralized exchanges and also as OTC, while these commodities are in transit.   OLVA focuses on contracts for non-fungible goods to deliver synergistic solutions with supply chain finance and management platforms. OLVA is designed to deliver optimized profit and revenue scenarios for suppliers and best term offers to clients for contracts for logistics, sales, lease, service and warranty across supply chains, given the cost and reliability metrics for parts, components, and products.   OLVA fuses Navus, Inc.'s expertise in five domains: 1) Financial markets: auction markets, inter dealer operations, #tokenization   2) Manufacturing: #ERP, #MRP, #SCADA, #scheduling   3) Risk management: warranties and parametric #insurance driven by #reliability analytics   4) Expert systems: self-learning engines for revenue and loss simulations across contract pipelines   5) Big data: high-throughput engines for concurrent contract optimizations across supply chains   OLVA is offered directly to end-users as well as to technology providers and consulting firms under VAR agreements.