



Reducing Inventory Costs & Optimizing Procurement Processes

Conversational AI Solution for Health Food Distributor

A top manufacturer & distributor of health foods needed to optimize inventory processes to reduce inventory costs and optimize cash flow.

CHALLENGES

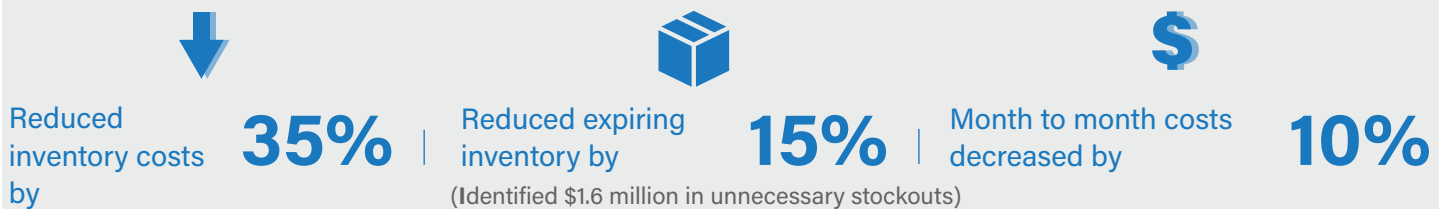
- A health food manufacturer juggled an excess of on-hand surplus inventory for select products while attempting to identify sales demand and inventory shortages for other products.
- Due to a lack of visibility into expiring products, safety stock led to longer shelf time and expiration of products. Fluctuations due to seasonal demand combined with inventory-on-hand shortages resulted in revenue loss.

SOLUTION

- ConverSight.ai delivered real-time visibility into aging inventory & inventory levels of all products at all locations for optimized inventory management.
- Provided real-time and historical insights into inventory, while tracking seasonality demands to recommend safety stock accordingly.
- Produced key metrics and proactive insights on inventory for reduced inventory costs.

RESULTS

Significant improvement in inventory management which led to increases in revenue and cash flow.



Conversational AI-Driven Analytics Platform

EASY ACCESS TO DATA



Google-like access to ERP and CRM Data

PERSONALIZED PROACTIVE INSIGHTS



Monitored key metrics at sales person level to identify sales improvement opportunity

SELF SERVICE DASHBOARD



Dashboards based on frequently asked questions

INSIGHTS



Higher visibility and interaction for leadership teams