

Customer Success Story

Inventory Planning With Conversational AI

Challenges

- An industry leader in oil & gas services was experiencing multiple supply chain challenges, including substantial growth, environmental regulations, and an ultra competitive market.
- Increased domestic demand, combined with commodity availability and price increases created the need for a fine balance with a rapid response necessary for managing on-time delivery, cash flows, and inventory.

Solutions

Smart Forecasting

Produced key metrics and proactive insights on inventory for **reduced inventory costs**

Improved Order Management

ConverSight automatically analyzed sales orders, master data, and transactional data to **offer proactive recommendations for** placing purchase orders, along with due dates for optimal completion.

On-Time Customer Delivery

In-depth analytics and proactive insights allowed for instant visibility into potential supply disruptions, keeping deliveries on time.

Results

Reduction in stockouts and non-moving inventory, allowing for increased cash flow and time saved.

55% Reduction in decision cycle time

75% Reduction in time spent by analysts

28% Reduction in stockouts

Benefits

- Receive automated, proactive insights into raw material status.
- Drill down function, enabling detailed and granular analytics.
- Improved overall customer delivery, increasing market competitiveness