




## Customer Success Story

# Reducing Inventory Costs & Optimizing Procurement

## Challenges

- A leading health foods manufacturer was juggling 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.

## Solutions

-  **Advanced Visibility**  
Delivered real-time visibility into aging inventory & inventory levels of all products at all locations for **optimized inventory management**
-  **On-Demand Insights**  
Provided real-time and historical insights into inventory, while tracking seasonality demands to **recommend safety stock** accordingly
-  **Smart Forecasting**  
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.

**35%** Reduction in inventory costs

**15%** Reduction in expiring Inventory

**10%** Decrease In month to month costs

## Benefits

- Identified and removed non-moving inventory
- Data-informed purchase orders that are both automated and accurate
- Improved customer experience