

## Customer Success Story

# Tools Manufacturer Automates Sales Analytics with Generative AI

## Challenges

- A world-leading manufacturer of high quality automotive, aerospace, medical and general tools, was struggling with long lead times and costly orders. With increasing raw material procurement costs, the company needed to build optimal inventory and reduce sales backorders.
- The company was looking for a solution that could track sales and inventory analytics, as well as reduce costs overall to boost the bottom line.

## Solutions



### Sales Analytics

ConverSight understands the Sales Backorder, product volume and revenue statistics, providing alerts to avoid customer churn and improve sales.



### Low Inventory Alerts

ConverSight analyzes Stock Inventory levels and re-order Points, providing alerts to avoid stock outs and reduce sales backorders.



### Recommended Purchase Orders

ConverSight analyzes historical sales velocity, lead times and current inventory, providing Recommendation on Purchase Orders and reducing operational costs.

## Results

Gained complete end-to-end visibility on Sales velocity, open purchase orders, and inventory to gain control of Sales and Inventory.

10%

Reduction in Sales backorders

7%

Reduction in freight costs

8%

Increase in Sales

## Benefits

- Increased visibility and control over freight pricing.
- Complete control over Sales and Inventory channels.
- Instant increase in margins and sales.

