

CASE STUDY

Industrial automation provider refines inventory management



Fortune 500 Company



Industrial Automation Industry



Vendor/OEM



Global Presence

ABOUT THE COMPANY

Our client is one of the largest providers of industrial automation, IIoT and control solutions. They serve a multitude of industries globally - from bio-fuels, life sciences, oil and gas, refining, pulp and paper, industrial power generation, chemicals and petrochemicals, to metals, minerals and mining industries. Their mission is to help their industrial customers operate safe, reliable, efficient, sustainable and profitable facilities, leveraging their technologies and expertise.

THE CHALLENGE

This vendor was experiencing issues with tracking inventory throughout their global channels. They needed an accurate, up-to-date view into inventory levels amongst their distributor partners, to help track partner compliance and identify growth opportunities.

However, their existing processes were heavily manual, slow and cumbersome. It relied on partners remembering to populate and submit monthly POS reports in enormous Excel spreadsheets. Once received, the vendor would spend a significant amount of time and resources on manually cleansing and analyzing this data.

The administrative burden of manually collecting, cleansing, processing and interpreting this information led to severe data integrity and validity issues. The data/report was already out of date by the time it was ready. As a result, the vendor was unable to gain a clear understanding of their business and missed out on potential growth opportunities each month.

HIGHLIGHTS

Challenges

- Tracking inventory across channel
- Manual cleansing/analysis POS data
- Lack of data integrity
- Missed growth opportunities
- Partner compliance unclear

Solution

- Automated POS Data Management with iasset.com

Benefits

- Improve customer/partner support
- Better sales intelligence
- Automated POS data management
- Accelerate sales tracking
- Real-time partner status reports
- Greater data integrity
- Data analytics/insights

SOLUTION

The vendor was searching for a solution which would help streamline and automate their inventory and product lifecycle management. By doing so, they hoped to accelerate the entire process and gain greater visibility into their channel. After careful consideration, they chose leading installed asset lifecycle management platform – iasset.com to do this.



With iasset.com, they are able to:

1. View, analyze and interpret sales data in one place, with ease.
2. Track partner sales history, performance, reporting compliance.
3. Leverage intelligent reporting at geo/market/partner level.

HOW IT WORKS

Sales order data (i.e. products sold to each distributor partner) gets fed into iasset.com. Distributor partners are then able to import monthly Point of Sale (POS) data, including information on what was sold, who it was sold to, where, when and in which vertical.

The iasset.com platform automatically cleanses, consolidates and validates the POS and sales order data, matching it to respective contracts, entities and products. It scans the POS reports for missing, incorrect or duplicate data and automatically accepts/corrects/rejects them. Partners are notified of rejected reports, prompting correction and resubmission.

A suite of reports are available in real-time, to enable the vendor to drive sales growth initiatives and distributor reporting compliance. These offer valuable insights into their entire installed base, predominately focusing on tracking "Sales In/Sales Out" for partners, with each report broken into different views, e.g. by region, vertical, product group or end customer.

BENEFITS

As a result of the automation and analytics provided by iasset.com, this vendor can now:

- Identify inventory needs and improve customer/partner support.
- Gain sales intelligence – where/when/who are buying what.
- Automatically cleanse, validate and consolidate all POS data.
- Accelerate sales tracking/reporting from weeks to minutes.
- Track partner status and discount levels, in real-time.
- Achieve greater data integrity, reduce likelihood of human error.
- Leverage data for further insights, such as market segmentation, YOY performance, POS credit/compensation, etc.

iasset.com's installed asset lifecycle management platform helps you manage:

POS DATA

Automatically cleanse, consolidate POS data for an accurate view of sales.

RENEWALS

Boost on-time renewals with automated, pre-validated quotes.

PRODUCT LIFECYCLES

Execute refresh, upgrade and migration campaigns, extend CLV.

CLOUD REVENUE

Stay on top of cloud usage and billing, stop contracts from lapsing.

Americas +1 415 745 3568
Asia Pacific +61 2 8915 6222
Europe 0800 048 8970

Email us at info@iasset.com
Or visit www.iasset.com

iasset.com
The Global Channel Ecosystem

iasset.com® is the leader in revolutionizing global IT channel efficiency. Our cloud-based platform helps reduce complexity and increase revenue for our customers each day. iasset.com® empowers the entire IT channel ecosystem – from vendors, distributors/ aggregators, to service providers and value added resellers. We accomplish this by automating the product lifecycle for any type of product or service – including cloud consumption and subscription contracts, and hardware or software maintenance renewal contracts. As a result, our customers achieve superior business outcomes including faster and more streamlined processes, compliance, added intelligence, cost savings and the ability to service their own channel and customers more effectively.

Today, iasset.com® manages over \$20B worth of assets in more than 150 countries, and continues to be the solution of choice for leading technology organizations.