



CUSTOMER SUCCESS STORY

Roofing and Building
Materials Supplier Achieves
Solid ROI with
VALOGIX® Inventory Planner

Quick Facts

Company

- Name: Best Materials LLC
- Location: Phoenix, Arizona, USA
- Industry: Building Materials Supplier
- Products: Roofing Supply and Building Materials
- Items in inventory: 6,000+
- Website: www.bestmaterials.com

Challenges and Opportunities

- Reduce time spent on planning and replenishment
- Eliminate database limitations and failures, and integrate applications for complete visibility to all aspects of the business
- Automate planning for more than 6,000 items

Objectives

- Implement Microsoft SQL Server toolbox to insure future compatibility and integration of web storefront to provide ease of use and simplify management
- Implement scalable systems capable of future growth
- Enable solutions with adequate technical support and employee training .

Best Materials



“We wanted to leverage software to help us achieve our goal of increasing productivity in our planning and replenishment processes, and becoming more efficient with our inventory investment. SAP Business One and Valogix have helped us achieve both of those goals.”

—Bob Marrs, CEO,
Best Materials LLC

Why Valogix?

- Showed immediate relief for planning and forecasting with quick ROI
- Fully integrated with SAP Business One and compatible with other tools

Benefits

- Integration provides seamless workflows & increased productivity
- Real time inventory data allows planners to reduce number of stock outs, back orders and over-stocks
- Easy transition of the demand history into the new systems
- Increase staff productivity and mitigate overlapping responsibilities in the same business area
- Reduced inventory investment decreases overall capital expenditures
- Access to inventory in other locations reduces inventory spend
- Return on Investment in less than 12 months

Previous Planning Approach

Excel spreadsheets and Access database for reports.

New Solution Approach

VALOGIX Inventory Planner & SAP Business One

SAP® Certified
SAP Business One Integration



“We looked at several advanced inventory planning and forecasting systems and Valogix was well ahead of the competition.”

—Bob Marrs, CEO
Best Materials

Disparate Systems Cause Productivity Challenges

Best Materials performed inventory planning for more than 6,000 items using Peachtree Accounting software and spreadsheets. Each day, three employees spent up to five hours to complete the planning and replenishment process. They knew that in order to achieve their goals of improving inventory levels, increasing productivity and having one toolbox of complementary systems, they needed to make a big change.

“Our goal was to leverage software in order to increase productivity, plus give us additional oversight of our inventory we didn’t previously have with our separate systems,” notes Bob Marrs, CEO for Best Materials.

Bob first contacted Valogix to learn more about integrating it with his existing software. After understanding the benefits of having a single integrated system of SAP Business One and Valogix, Best Materials decided to make the switch. Having all systems on an SQL database allowed Best Materials to integrate their accounting and Inventory functions, and their internet web store front and shipping provider.

Fine Tuning Makes Big Changes in Work Flow

Like any musician, Best Materials knows that the skill ultimately lies within the player, not just the instrument. The control parameters are so finely tuned both within SAP Business One and Valogix that Best now operates more efficiently with fewer resources. Planning and forecasting, which were once lengthy processes have been honed down to just one hour per day, and with only one planner, significantly impacting the bottom line.

Another key goal was better visibility to overall inventory to better manage trends within the building materials industry. Having real-time visibility of 48 months of historical demand, plus automated forecasts and optimized stocking levels was integral to the success of the project. Valogix’s ability to automatically adjust to seasonal patterns and other trends has enabled Best Materials to focus on managing exceptions and growing the business at reduced costs.

George Waller, Purchasing Manager at Best Materials commented, *“This past year, we’ve seen a significant drop in sales of building materials as both the economy and the housing market suffer. Prior to this downturn, we would purposely overstock to avoid lost sales and stock outs.”*

George adds, *“The Valogix software gives us better visibility into our inventory investment and automatically adjusts for trending. This feature has made a tremendous impact on our productivity, freeing up valuable resources to perform other business tasks.”*

Fast ROI Contributes to the Increased Cash Flow

Bob estimates that in fewer than 12 months after implementation, the SAP Business One and Valogix software had paid for itself. They have achieved several of their objectives: Complete integration and compatibility automated forecasting and planning, significant productivity increases and overall reduction in inventory.

“Purchasing SAP Business One and VALOGIX Inventory Planner was a good decision,” adds Bob.



www.valogix.com

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