

## **Customer Testimonials:**

“While we were expecting some savings, what we accomplished in 6 months surprised everyone.” Says Rick, “Using the advanced inventory planner from Valogix we were able to reduce inventory by 10% yielding roughly \$300,000 in cash that had been tied up. We were delighted with the results.” - Rick Crowder. VP/GM of ICI

“Since using Valogix, we have been able to eliminate the parts position. What used to be a 40-hour week plus overtime position is now a less than 3-hour day process.” – Marty Howard, Service Manager, Advanced Business Systems

“Maintaining proper inventory levels is easier and more automated with Valogix. Using our business transaction software, we needed a PhD to figure it out and it still could not do all of what Valogix can do” – Brian Snow, Vice President, Advanced Business Systems

“We wanted to leverage software to help us achieve our goal of increasing productivity in our planning and replenishment processes, and becoming more efficient without inventory investment. SAP Business One and Valogix have helped us achieve both of those goals”- Bob Marrs, CEO, Best Materials LLC

“Our customers expect to receive the parts they need, when they need them. We have to earn their loyalty by providing them with outstanding service, every time. Using VALOGIX Inventory Planner allows us to reduce our overall capital expenditures and at the same time, deliver the level of service our customers expect.”- Antonio Castillo, CFO, Herramientas Poderosas

“We carried high levels of inventory to protect our customers from the instability in our industry. Even with the difficult economy, or perhaps because of it, we committed to Valogix on the spot because of the identifiable financial results through inventory reductions. From what we’ve seen in just three months, we expect Valogix to pay dividends long before the end of the current economic turndown.” – Walter Jann, Executive VP, Legend Valve

“We originally started looking for a new ERP system. The system we evaluated had VALOGIX Inventory Planner as a component and once we saw what it could do for us, we decided all we really needed was automated inventory planning. Implementation was easy and the results have been impressive” – Markus Frischholz, IT Manager, medi USA

In today’s markets, it is imperative that we monitor and control our inventories as tightly as possible. If we don’t, we’ll miss major opportunities for the future. Valogix has helped us significantly reduce our costs and improve our productivity, giving us the ability to prepare for whatever comes our way.” –Dave Richards, CIO, Pacific Steel & Recycling

‘Because VALOGIX Inventory Planner automatically identifies items to be reviewed and purchased on a daily basis, we have reduced the amount of items we review from thousands to hundreds’ –Dave Richards, CIO, Pacific Steel & Recycling

“In such a tough economy, businesses have to find ways to trim the “fat” and increase customer service at the same time. VALOGIX helps not only Translectric do that, but our dealers benefit by not having to carry large quantities of stock and still be able to get what they need when they need it.”- Scott Toll, Operations Manager, Translectric

“One very significant benefit from the implementation is the bottom line—we are buying smarter and our inventory is turning quicker. As a result, our service level increased more than 95% and our revenue is up 10% from the previous year; VALOGIX was a wise business investment.” – Jim Montheith, CIO, Translectric

### **Partner Testimonials:**

“Because our customers’ parts are imported from abroad, and because of fluctuating currency values, it was important for them to keep their inventory levels low but at the same time maintain at least 98 percent service levels. Valogix will help them optimize their stock to meet these goals.” -Eugene Oliver, Managing Director, 4most

“Initially, I was hesitant to introduce another solution to the product mix, because the customer was already concerned about multiple solutions. But, I would not have been able to close this deal without Valogix. It showed the customer the value he would receive immediately without an expensive and lengthy implementation and the savings justified the entire purchase.”- Danielle Mesich, Prodigy Software Group

“It would not have been possible to close this deal without demonstrating the high inventory Return on Investment that VALOGIX Planner was able to provide.” – Glenn Bampton, Sales Manager, ProjectLine Solutions

“By leading with Valogix, we were able to close the deal without price negotiations by showing the potential to reduce inventory by \$290,000 right away.” –Jim Flynn, Real Solutions