

RELEASE THE CASH STUCK IN YOUR INVENTORY

Companies who need to free up cash to offset skyrocketing costs and a sluggish economy can find the solution in their inventory. Valogix has the tools you need to take advantage of your existing assets.

EVERY WHOLESALE DISTRIBUTION COMPANY FACES THE SAME CHALLENGE:

Getting control of inventory. Now more than ever it is imperative that you free up cash and gain a competitive edge by maximizing the return on investment in your inventory.

TODAY'S REALITIES CREATE TOUGH CHALLENGES

- :: Distributors must continue to meet customer expectations in a "zero tolerance" world
- :: Businesses must maintain positive cash flow through tough times
- :: Soft economies create wide swings in customer buying
- :: Having the wrong inventory creates backorders, higher expedited shipping costs and unhappy customers
- :: Distributors can't afford to stockpile inventory "just in case"
- :: Competition is getting tougher as companies use technology to streamline operations
- :: Out of control spending decreases your ability to respond to the market

WHAT CAN SMALL OR MID-SIZED WHOLESALE COMPANIES DO TO SURVIVE ECONOMIC TURBULENCE?

Many wholesale distributors have implemented new, easy-to-use technology that helps them maximize profits, reduce shipping costs, increase sales and keep customers happy without breaking the bank. Leading-edge software that optimizes inventory can help generate cash when credit lines

have dried up by turning non-liquid assets into cash. Before cutting budgets, slowing growth plans or even reducing headcount, all of which could have a negative effect on your business, consider taking an in-depth look at inventory planning and optimization software.



EXCESS INVENTORY DRAINS CASH

Holding too much inventory ties up working capital. The company whose data is presented in *Figure 1* has more than 30% of their investment tied up in excess inventory. This Forward Aging Analysis gives

you a clear view of your inventory in relation to future demand. This analysis also shows items where additional open orders exist, which will further deepen their excess stock position.



INVENTORY OPTIMIZATION LOWERS COSTS AND HELPS REBALANCE YOUR INVENTORY

Advanced planning and optimization solutions like VALOGIX® Planner can provide significant results. The view in *Figure 2* depicts the same company as *Figure 1*, but shows a potential inventory reduction of almost 40%. This information is available immediately upon implementing Valogix and it provides a high rate of return in the fastest time to value possible.





HOW ADVANCED INVENTORY SOLUTIONS CAN HELP

Inventory is the largest investment most distributors make. It is crucial to find a way to monitor and maximize its effectiveness, and investing in the right software solution is the best way to do this. Advanced inventory software solutions provide a way to improve a company's inventory investment while maximizing profits and increasing sales.

WHAT VALOGIX CAN DO

VALOGIX® Inventory Planner provides automated forecasting, replenishment and optimization. It manages an unlimited number of items and locations, and users have instant visibility into the Master Warehouse, field stock, retail locations, etc. The proprietary planning engine efficiently plans for each item/location combination based on its own unique characteristics. Optimization provides exceptional value by safely reducing inventory and controlling purchasing.

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WHO SHOULD USE ADVANCED INVENTORY PLANNING SOFTWARE?

Any business with inventory and/or money in inventory will benefit from advanced inventory planning software. It is crucial to make an investment in inventory technology if a company wants to reduce inventory levels down to the exact time and location an item is needed—freeing up cash that is tied up in inventory.

