

HOW A FAMILY-OWNED BUSINESS REPLACED GUT INSTINCT REPLENISHMENT TO REDUCE SAFETY STOCK BY 10%



BLUE RIDGE

CUSTOMER PROFILE

Despite its 80-year legacy in energy-efficient building products and a distribution network spanning 15 countries, a family-owned manufacturer/distributor faced a data reliability issue. It had struggled with software implementations in the past, which led to unreliable information, causing the team to abandon data-driven replenishment for manual processes and gut instinct. This resulted in a significant overstock, but without reliable data, the root cause remained elusive.

“BLUE RIDGE DOESN'T JUST SELL SOFTWARE; THEY CARE ABOUT THE IMPACT IT MAKES TO THE BUSINESS AND IT SHOWS.”

CHALLENGE

The team relied on intuition over data, leading to overstocking, increased costs, and inefficiencies.

SOLUTION

Blue Ridge's data-driven, exception-based approach reduced overall inventory and improved service levels, ultimately benefiting the company's bottom line.

RESULT

>\$500K

REVENUE
GROWTH

10%

REDUCTION IN
SAFETY STOCK

BE SUPPLY CHAIN INVINCIBLE



**“WE REALLY VALUE
LIFELINE CUSTOMER
SUPPORT. BEING ABLE TO
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IS APPRECIATED.”**

INDUSTRY LANDSCAPE

Building materials distributors are facing a challenging landscape. Disruptions and fluctuations in the supply chain have led to material shortages and price volatility. This makes accurate forecasting and inventory management crucial. By implementing strong supply chain planning, distributors can gain real-time visibility into inventory levels, predict demand fluctuations, and source materials proactively. This not only helps avoid stockouts that delay projects, but also minimizes unnecessary inventory holding costs.

THE BLUE RIDGE DIFFERENCE

Since implementing Blue Ridge's supply chain planning solutions, the results have been consistent. The company's relationship with our LifeLine team made this software implementation a success. Some of these successes include:

- Service levels improved to 97% and have remained stable, per the company's goals
- Increased revenue by \$582,000
- Safety stock levels were reduced by ~10% annually, and inventory carrying costs decreased by just under \$200k
- Sharing forecasts far in advance made supplier relations easier to manage - allowing them to hit order volume with fewer disruptions
- Cost-savings opportunities are easier to identify due to Blue Ridge's advanced exception identification
- Safety stock levels are much more precise due to accurate forecasting and product-level planning capabilities that align with the service level goals