

# BLUE RIDGE VS ERP:

DISCOVER THE TRUE CHAMPION OF SUPPLY CHAIN EXCELLENCE

Use this document to provide a comparison between Blue Ridge and a traditional Enterprise Resource Planning's (ERP) supply chain planning solutions.

Key Differentiators	Blue Ridge	ERP Systems
<b>Supply Chain Expertise</b>	Blue Ridge offers a niche and purpose-built approach for distributors, which allows for more expertise on key features.	ERP systems have a large breadth of offerings but lack depth in supply chain planning features.
<b>Core Functionality</b>	Blue Ridge provides core functionality such as statistical based forecasting, intelligent minimum/maximum calculations, dynamic safety stock management, lead time variability, and optimization precision.	ERP systems often use static or hard-coded minimum/maximums. In addition, they calculate forecasts infrequently (e.g., once a quarter or once a year) and require manual management without any statistical drivers.
<b>Forecasting Models</b>	Blue Ridge uses best-fit forecasting. This process runs multiple forecasting models concurrently and identifies the one with the least forecast error.	ERP systems rely on more simple methods such as averages, historical data from the same week last year, or seasonality patterns. This often leads to inaccuracies in forecasting and decision-making, especially in rapidly changing industries or markets.
<b>Exception-Based Management</b>	Blue Ridge provides a user-friendly dashboard with data-driven exception management alerts and actionable insights. The dashboard is seamlessly integrated into the platform, offering real-time updates of projections when adjustments are made.	ERP dashboards have alerts but offer limited visibility into the data driving the issue or exception. They are also constrained by limited user authorization, straining visibility of the most current information.
<b>LifeLine Customer Success</b>	Blue Ridge is widely recognized for exceptional customer service, evidenced by a remarkable 98% retention rate. Customers appreciate the unparalleled level of support provided through LifeLine, enabling them to drive to ROI more quickly.	ERP customer support prioritizes addressing accounting-related issues or urgent matters originating from the finance department, rather than specialized guidance and training for a Procurement or Supply Chain team.

While ERP systems offer many advantages in streamlining business processes and data management, they do have drawbacks, particularly when it comes to forecasting and decision-making. Business environments are dynamic and can change rapidly and require a system that can automatically adapt to changing conditions to ensure that predictions remain relevant and accurate over time.

## NO GUESSING. JUST SUCCESS.

Blue Ridge designed smarter software for demand planning, replenishment, and inventory optimization that achieves positive ROI quickly. Simple, scalable, and powerful supply chain management to break free from spreadsheets or inadequate ERP planning modules and leverage a data-driven, AI-powered supply chain planning engine backed by world-class support. Trusted by the distributors, manufacturers, and retailers around the world, Blue Ridge offers a streamlined, easy to use solution, a strategic LifeLine program, and proven results that take the guess work out of selecting the right supply chain management partner. [www.blueridgeglobal.com](http://www.blueridgeglobal.com)