

# FOOD & BEVERAGE

The Uncomplicated Capabilities of a True Solution



## CUSTOMER PORTRAIT

Technology has redefined the food and beverage landscape from the inside out. But despite the capabilities of advanced tech, no sector was untouched by Covid-19. The most resilient businesses survived the pandemic's wake and still thrive today, thanks in part to software solutions that provided needed protection and an easier way to pivot during uncertainty. A Blue Ridge beverage customer once felt the sting of the unexpected but has since been able to leverage the advantage that extra time – and a fulfilled promise – provides.

## BARRIERS TO SUCCESS

- No understanding of existing service levels due to information gaps.
- The lack of a simple means to collect the data necessary to make purchasing and process decisions.
- Volatile and increased inventory challenges due to market shifts and aftereffects of the pandemic.
- Inconsistent processes and disjointed data warehouses across each beverage market.

## THE BLUE RIDGE RESULT

Since implementing the Blue Ridge supply chain planning (SCP) solution, their results have been staggering. The tremendous successes include:

- Reducing the time needed to forecast data from eight hours a week to eight hours a month, a time savings of 75%.

“ Blue Ridge has a simple elegance, delivering on capability without being complicated to use.”

- Gaining the ability to measure current service levels and establish targeted service levels for the future.
- Meeting fill rates thanks to accurate days-on-hand inventory calculations.
- Obtaining trackable data for the first time, which in turn provided an opportunity to quantify – and correct – the impact of prior lost sales.
- Establishing an improved line of communication with suppliers.
- Centralizing and simplifying planning functions across the entire supply chain network.
- Creating a framework to reduce safety stock by 10%, eliminating the risk of overstock.
- Communicating information effortlessly across the organization and the supply chain due to built-in capabilities and top-of-the-line analytics tools.

## THE BIG PICTURE

Being a food and beverage distributor means facing challenges head-on, whether it be a pandemic or the pain of inflation. In a short time, we were able to help transform the fate of a customer in the food and beverage industry for the foreseeable future through surefire data, hand-to-hand support, and simple planning accuracy. With the right SCP solution, you, too, can open the door to profitability and establish a successful foundation that lasts for years.

“ A lot of other planning software promises the world in terms of capabilities but doesn't deliver or get adopted because it's just too complicated.”



## 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.



**BLUE RIDGE**

[www.blueridgeglobal.com](http://www.blueridgeglobal.com)

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