

# ENTERPRISE DISTRIBUTOR USES BLUE RIDGE DASHBOARD TO REDUCE PLANNING TIME BY 75%

## CUSTOMER PROFILE

The distribution industry is constantly evolving, but for many distributors, the tools haven't kept pace. One of Blue Ridge's enterprise distributor customers felt the pinch of outdated systems. Manual processes were time-consuming, making it difficult to adapt to changing trends and customer needs. Data wasn't readily available, hindering strategic decision-making. It was clear: they needed a modern solution to stay competitive.

“BLUE RIDGE HAS A SIMPLE ELEGANCE, DELIVERING ON CAPABILITY WITHOUT BEING COMPLICATED TO USE.”



**BLUE RIDGE**

## CHALLENGE

The team was unable to make informed purchasing decisions efficiently.

## SOLUTION

Blue Ridge's Dashboard feature empowered buyers with daily, data-driven order recommendations for optimized purchasing.

## RESULT

**75%**

REDUCTION IN  
PLANNING TIME

**10%**

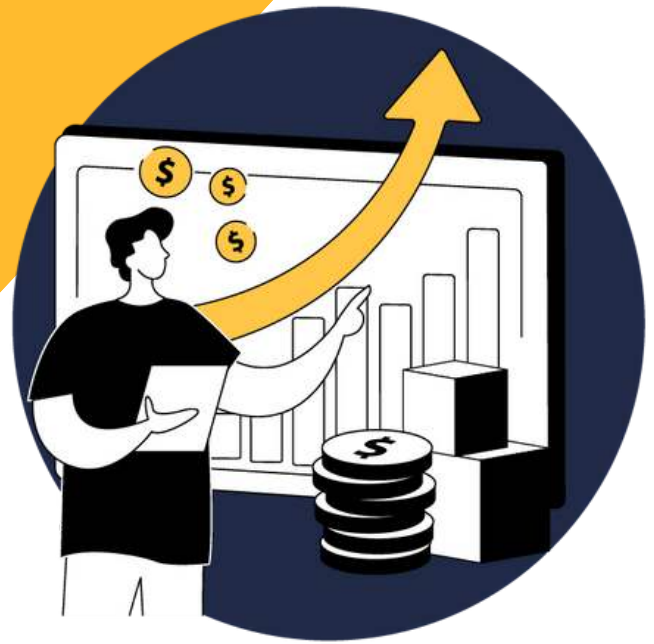
REDUCTION IN  
SAFETY STOCK

# BE SUPPLY CHAIN INVINCIBLE

“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.”

## INDUSTRY LANDSCAPE

Distributors that rely on outdated systems or manual processes struggle to keep pace with the dynamic nature of the industry. This creates inefficiencies, wasting valuable time and resources on tasks like order processing and inventory management. Poor data flow makes it difficult to make informed decisions, react quickly, and optimize their purchasing strategies. Inaccurate forecasts can lead to stockouts, lost sales, and frustrated customers. These combined challenges squeeze profits and limit growth potential.



## THE BLUE RIDGE DIFFERENCE

Since implementing Blue Ridge's supply chain planning solutions, this distributor has seen many impressive results. These successes include:

- Reducing the time needed to create demand plans from **8 hours a week to 8 hours a month**, a time savings of 75%
- Gaining the ability to measure current service levels and establish targeted service levels for the future
- Meeting fill rates due 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