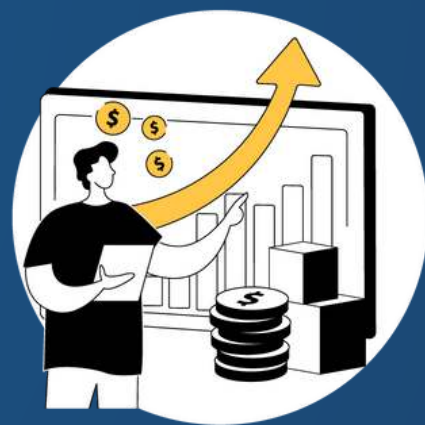


# THE POWER OF BUYING RIGHT

7 ESSENTIAL ELEMENTS TO MAXIMIZE PROFIT



"Selling Generates Revenue. **Buying Right Generates Profit.**"

## HOW ARE YOU GOING TO SPEND THE COMPANY'S MONEY TODAY?

Your income statement is more than just revenue. It's about how effectively you manage **cost of goods sold, gross profit, operating costs**, and ultimately, **net income**.



The **7 Essential Elements** are the foundation for Blue Ridge's solution. Each element directly influences the income statement and has a **significant impact on profitability**. Here's how:

- 1. DEMAND FORECASTING**

Reduces overstock and understock to **optimize Cost of Goods Sold (COGS)** and lower inventory carrying cost.
- 2. LEAD TIME FORECASTING**

Helps avoid rush orders and delays, minimizing disruptions and **reducing COGS**.
- 3. ORDER CYCLE OPTIMIZATION**

Streamlines procurement, leading to better cash flow management and **lower Operating Costs**.
- 4. SERVICE LEVEL MANAGEMENT**

Optimizes stock levels, balancing excess inventory and stockouts to **protect Gross Profit**.
- 5. AUTOMATED ORDERING**

Ensures timely restocking, minimizing unnecessary procurement costs and **improving Net Income**.
- 6. SPECIAL ORDERS**

Enhances margin by analyzing inner margin for promos, alternate sources, and transfers, **improving Gross Profit**.
- 7. ORDER VALIDATION**

Eliminates incorrect or inefficient orders, **reducing COGS** and **optimizing Net Income**.

**BE SUPPLY CHAIN INVINCIBLE**

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