

# THE POWER OF BUYING RIGHT

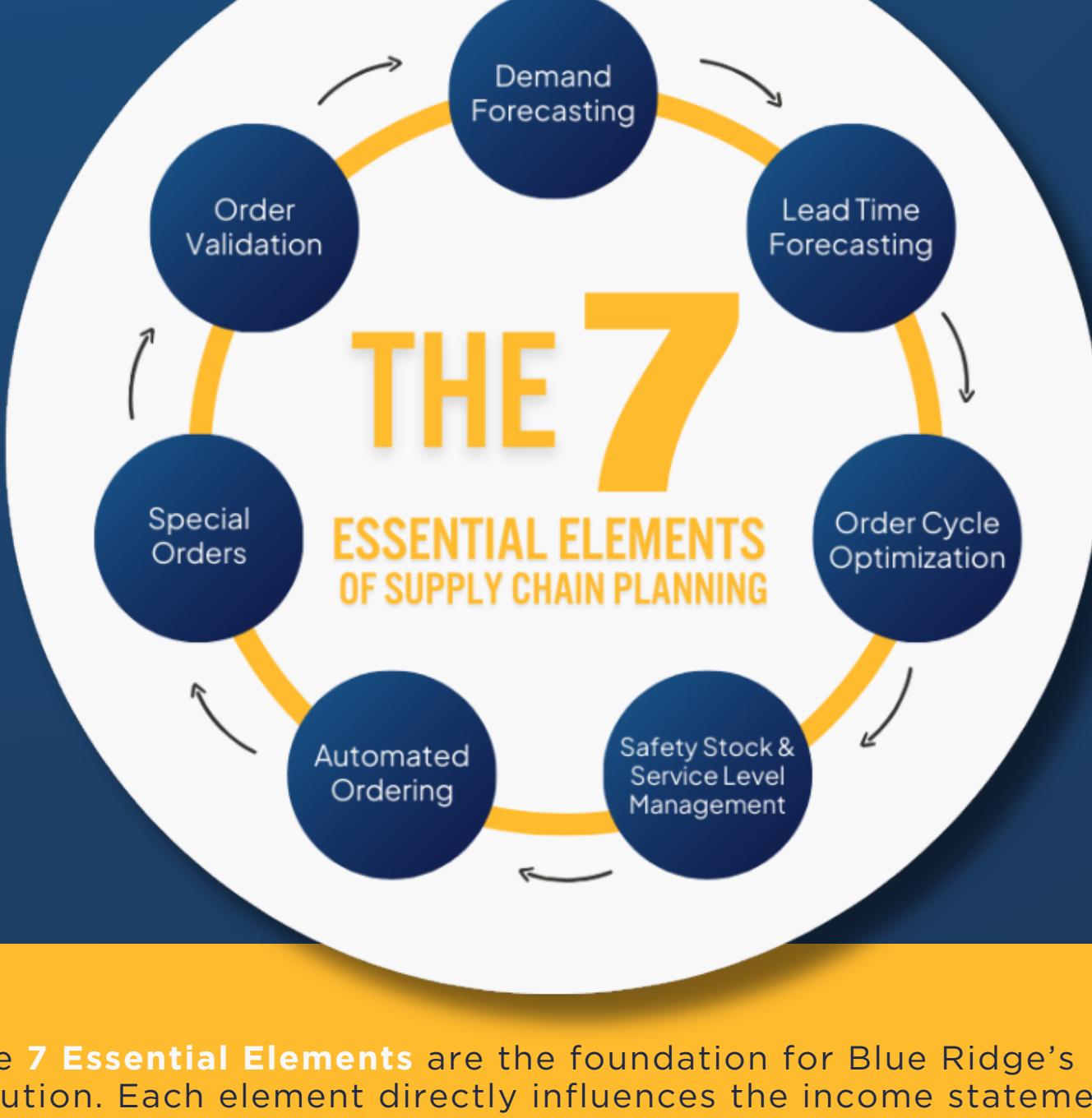
7 ESSENTIAL ELEMENTS TO MAXIMIZE PROFIT



"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:

<b>1. DEMAND FORECASTING</b>	Reduces overstock and understock to <b>optimize Cost of Goods Sold (COGS)</b> and lower inventory carrying cost.
<b>2. LEAD TIME FORECASTING</b>	Helps avoid rush orders and delays, minimizing disruptions and <b>reducing COGS</b> .
<b>3. ORDER CYCLE OPTIMIZATION</b>	Streamlines procurement, leading to better cash flow management and <b>lower Operating Costs</b> .
<b>4. SERVICE LEVEL MANAGEMENT</b>	Optimizes stock levels, balancing excess inventory and stockouts to <b>protect Gross Profit</b> .
<b>5. AUTOMATED ORDERING</b>	Ensures timely restocking, minimizing unnecessary procurement costs and <b>improving Net Income</b> .
<b>6. SPECIAL ORDERS</b>	Enhances margin by analyzing inner margin for promos, alternate sources, and transfers, <b>improving Gross Profit</b> .
<b>7. ORDER VALIDATION</b>	Eliminates incorrect or inefficient orders, <b>reducing COGS</b> and <b>optimizing Net Income</b> .

**BE SUPPLY CHAIN  
INVINCIBLE**

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