

TURN INVENTORY INTO CASH: OPTIMIZE YOUR BALANCE SHEET WITH BLUE RIDGE



DEMAND PLANNING | REPLENISHMENT PLANNING | MULTI-ECHELON
INVENTORY OPTIMIZATION | INTEGRATED BUSINESS PLANNING (S&OP)

THE BALANCE SHEET IMPACT OF INVENTORY OPTIMIZATION

Inventory Optimization Isn't Just About Reducing Stock—
It's About **Freeing Up Capital for Growth or Shareholder Returns.**



INVENTORY REDUCTION = FREED CAPITAL

By optimizing inventory, Blue Ridge helps companies **reduce inventory by millions** at an affordable price that is only a fraction of the gains achieved. This capital can be **reinvested** into other areas of your business, such as **expansion, shareholder dividend, or paying down debt.**

STRONGER WORKING CAPITAL

Lower inventory levels improve your company's working capital ratio, **enhancing liquidity** and operational flexibility. Freeing up working capital improves your company's ability to **invest, operate, and grow.**



REDUCED CARRYING COSTS

Holding less inventory **reduces carrying costs**, including **warehousing, insurance, and depreciation.** These savings directly impact the **asset** side of your balance sheet.

IMPROVED RETURN ON ASSETS (ROA)

Reducing inventory boosts your company's **Return on Assets (ROA)**, highlighting that your business is using its assets more efficiently to **generate profit.**



ENHANCED LIQUIDITY

By **turning inventory into cash**, your company will have greater liquidity, allowing you to **respond to market changes faster** and take advantage of growth opportunities.

REAL RESULTS

Optimizing the balance between carrying costs and service levels means our customers can **use inventory as a strategic lever**—stabilizing their assets & liabilities for a healthier financial profile and fueling opportunities for growth.

\$2M

Inventory
Reduction
in First 6
Months

**LESS THAN
1 YEAR**

Payback
Period

\$7.5M

Inventory
Reduction

Service Level
Maintained

99.7%

\$4M

Transfer Cost
Savings

Service Level
Improvement

11%

13%

Inventory
Reduction
in First
90 Days

\$0

Inventory
Increase with
3 Additional
Fully Stocked
Locations

**BE SUPPLY CHAIN
INVINCIBLE**

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