FURNITURE

Sitting on Potential: One Furniture Distributor's Time Redemption

CUSTOMER PORTRAIT

Technology has redefined the furniture and home goods 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 customer in the furniture and home goods space once felt the sting of the unexpected but has since been able to revitalize their business – and save time - with constant access to the right data.

BARRIERS TO SUCCESS

- Limited ability to track critical metrics and no comprehensive historical data with which to plan, resulting in reduced forecast accuracy.
- Fluctuating service levels with no processes in place to generate stability.
- Extensive buyer time spent placing orders due to a lack of inventory visibility.
- Requiring four days or more to review SKUs and build orders.
- Manual spreadsheets and sparse monthly sales reports as the only means of forecasting and purchasing, resulting in constant out-of-stock crises and lost sales.

> " It's nice to know that there is always someone from Blue Ridge that you can call for help."
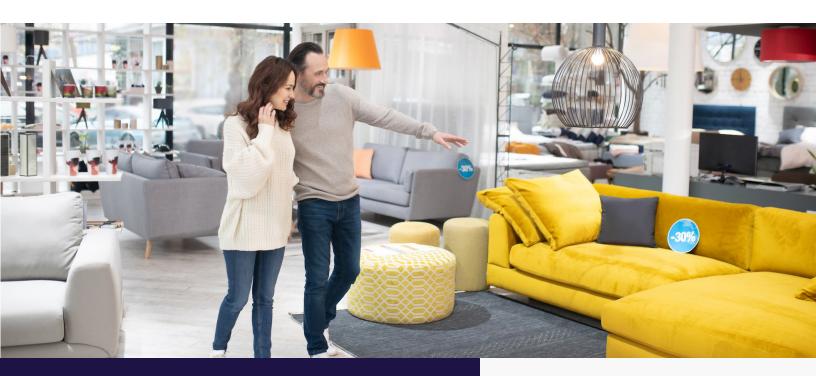
THE BLUERIDGE RESULT

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

- Reducing the time to build and place orders by over 50% and the time to enter orders by over 90%.
- Gaining the ability to improve service levels by 10–15%.
- Saving hours each week on reporting due to analytical tools and automation.
- Increasing and maintaining forecast accuracy.
- Right-sizing inventory and eliminating overstocks with the appropriate mix of product SKUs.
- Decreasing inventory expenses and transportation costs.
- Obtaining trackable data for the first time, providing protection from out-of-stock scenarios and lost sales.

THE BIG PICTURE

Being a furniture and home goods 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 furniture industry for the foreseeable future through automatic data, hand-to-hand support, and reliable reporting. With the right SCP solution, your data will have the legs to take you from error to expertise for years to come.

> " The Blue Ridge supply chain analytics have taken our processes to a different level."

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

Request a demo