

NO LONGER HOT AND COLD:

Clear Data and the HVAC Advantage Story



CUSTOMER PORTRAIT

Technology has redefined the HVAC 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 HVAC space once felt the sting of the unexpected but has since been able to revitalize their business – and save time – with constant access to clear supply chain data.

BARRIERS TO SUCCESS

- Inadequate forecasting capabilities and supply chain planning processes.
- Excess time spent on purchasing and planning because of inventory visibility challenges.
- Cost implications caused by inefficiency across departments.
- Little to no direction for buyers on required daily tasks and order modification needs.
- Scattered supply chain information and difficulty managing demand exceptions.
- Inability to handle seasonal demand shifts and predict buying trends.
- Severe limitations of existing legacy ERP system.

“ We now hear less about product shortages from our customers than we did before working with Blue Ridge.”

THE BLUE RIDGE RESULT

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

- Time and money savings (less spent on unnecessary inventory and more profit overall)
- Increased efficiency of buyer operations by 10–20% through SCP dashboard reporting.
- Improved forecast management and accuracy, raising service levels from 95% to 97%.
- Steady visibility into demand exceptions, allowing for quick and easy modifications.
- Higher customer satisfaction amidst eliminating lost sales, validated via feedback.
- Streamlined management of seasonal buying patterns due to advanced seasonality capabilities.
- Fewer out-of-stock occurrences and optimized safety stock quantities.

THE BIG PICTURE

Being an HVAC 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 HVAC industry for the foreseeable future through clearly organized data, hand-to-hand support, and seasonality management. With the right SCP solution, you, too, can eliminate hot and cold success and establish a solid foundation for years to come.

“ LifeLine customer support was one of the differentiators that sold us on Blue Ridge.”



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 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

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