

Power Up Your Industrial & Electrical Distribution Supply Chain

# OPERATIONAL EXCELLENCE TO DISRUPT AND COMPETE

Profit-optimized demand forecasting, purchasing, inventory optimization, and S&OP solutions built for today's complex market.



## GET INTENTIONAL WITH GROWTH

Scale your operations for improved purchasing power, delivery routes, warehouse operations, product availability and sales.

- Enhance your demand plan by leveraging ML/AI technology in your demand planning & forecasting process.
- Improve fill rates and margins.
- Optimize inventory to yield a net inventory reduction between 10–30% while simultaneously increasing service levels between 2–10%. Leading to higher revenues and increased margin.

## CONSTRUCT RESULTS

- 80%** less time spent on replenishment tasks
- 30%–40%** reduction in inter-store transfers
- 20%** more products available & priced right
- +1** full-point added to bottom line through dynamic pricing

## GAIN A COMPETITIVE EDGE

Leverage Opportunity buys – analyze & maximize forward buy profits from suppliers: vendor deals, rebates, promotions & events, annual equipment buys, replenishment of service parts, preseason equipment purchases.

- Automate Seasonal Planning – Accurately increase stock leading into season & reduce it coming out.
- Automatically identify & predict erratic demand due to regional uniqueness, market fluctuations & large-scale weather events.
- Precise methods to automate, forecast & plan for lumpy, intermittent & slow-moving SKUs.
- Automate replenishment – prioritize & auto-build orders by supplier constraints and MOQs.
- Optimize the flow of good through your hub/ & Spoke distribution network.
- Analyze the Cost-of-service to understand the tradeoffs between higher service levels & associated costs.

## COLLABORATE INTERNALLY WITH CROSS-FUNCTIONAL TEAMS & SUPPLIERS

Translating a precise customer demand signal into a complete, unified demand and supply plan. Blue Ridge provides retailers and distributors the foundation to coordinate requirements for fulfilling demand. With a single version of 'demand truth', there is now a path for internal planning and execution that drives greater sales and profit.

- Leverage granular customer transaction intelligence data for a precise demand signal.
- Obtain a single version of demand truth
- Coordinate demand and supply plans with finance, logistics, operations and others for lean and agile execution
- Translate customer intelligence into a unified demand and supply plan
- Improve internal planning and execution
- Easily and effectively communicate demand and supply requirements internally & externally.

“ With Blue Ridge SCP, we are able to establish reliable statistical forecasts instead of being reactive to sales history and buyer assessments and build a more professional supply chain organization.”

- Harald S. Astrup, CEO, Astrup

“ Within the first 8 months we increased our breadth of in stock products by 20% without increasing our overall inventory investment, recorded higher service levels across the board, and freed up additional resources by decreasing purchase orders issued by 20%.”

- Chris Rivers, Inventory Manager, Kele

## INDUSTRIAL & ELECTRIC DISTRIBUTION. IT'S OUR WHEELHOUSE.

Easy Ramp-Up. Continuous Value. Resilience Guaranteed.

Blue Ridge works with some of the largest Industrial & Electric wholesale distributors to build resilient supply chains. We track the leading trends in your space, so you can stabilize demand volatility faster. Our industry-unique LifeLine™ program dedicates actual people to proactively monitor and continuously refine your results:

**24/7** Support & Monitoring

**GO LIVE** in 90 days

**ZERO** Failed Implementations

## COMPANIES WHO RELY ON BLUE RIDGE

**W. Va. Electric**  
SUPPLY COMPANY

**Kele**  
We Make It Easy

**GLOBAL**  
globalindustrial.com

## 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](http://www.blueridgeglobal.com)

Request a demo