



THE INVENTORY LEADER For SMBs

## Valogix Uncovers the Cash Hidden In Your Inventory Investment

THE FAST AND EASY WAY TO REDUCE COSTS AND IMPROVE REVENUES

*Valogix provides automated planning tools that improve the value of your inventory investment. By automatically forecasting, replenishing, and optimizing you can manage your inventory more efficiently; meet the demands of customers and improve supplier relations faster and at lower costs.*

### Valogix Delivers Measurable Value in Many Ways

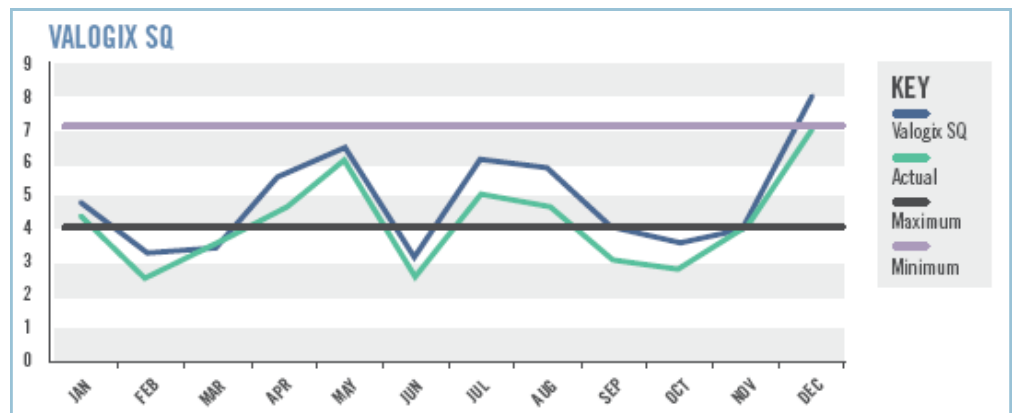
This chart represents the type of potential savings you can achieve with Valogix solutions. In addition to productivity gains and cost reductions, are increased revenues from satisfying your customers the first time, every time.



### Optimized Shelf Stock Planning — The Success Behind Valogix Solutions & Your Business

This chart illustrates intelligent, optimal stock setting that automatically adjusts the plan as conditions change. VALOGIX® Planner sets an optimal Stocking Quantity (SQ). This proprietary approach considers many variables, including forecast, lead time, service levels and more, to dynamically set the right stocking level and more closely match actual demand.

It's the smart way to plan.





# Can you afford not to achieve these same results?

## New Valogix Customers - Immediate Results

Valogix Customer Results	Legend Valve Jan 2009 (Shelby Township, MI)	Herramientas Poderosas 2009 (Guatemala)	Pacific Steel December 2008 - 2009 (Great Falls, MT)
Industry	Valve Manufacturing	Building Materials/Power Tools	Steel Recycling
# of Items Planned/# Locations	5,000/5 locs.	5,200+/ 1 loc.	88,000/ 38 locs.
Excess Inventory Reduction	\$4,000,000	Not Reported	\$300,000
Inventory Investment	Reduced by 18.3% (\$2,200,000)	Reduced by 22% (\$320,000)	Reduced by 28.5% (\$8,400,000)
Inventory Turns	Increase by 30% (estimated)	Not Reported	Increase by 60%
Labor Savings – Reduced Planning Time	\$35,000 20 Hours per week	\$80,000+ annually	\$250,000+ annually 200 Man-Hours per week
Ordering Time	Decreased by 62%	Not Reported	Decreased by 70%+
Fill Rate	98%+	95%+	Not Reported
Days Inventory On Hand	Not Reported	From 144 days down to 45 days 70% Reduction	Not Reported
Time to Value - (ROI to repay the investment in Valogix)	Less than 3 months	Less than 6 months	Less than 6 months

### Company :

Name: Legend Valve  
 Location: Shelby Township, MI  
 Industry: Wholesale distribution  
 Products and services: Residential & commercial valves  
 Items in inventory: 5,000  
 Web: www.legendvalve.com

### Objectives

- Reduce inventory investment while improving sales opportunities
- Maintain competitive advantage of high service levels
- Increase staff productivity by streamlining forecasting and replenishment processes

### Company

Name: Herramientas Poderosas  
 Location: Guatemala City, Guatemala  
 Industry: Construction and Power Tools  
 Products and services: Building Materials & Power Tools  
 Items in inventory: 5,200+

### Objectives

- To be the industry leader by providing the best fill rates and time of delivery
- Reduce the number of days of inventory
- Increase staff productivity and reallocate resources to other projects

### Company

Name: Pacific Steel & Recycling  
 Location: Great Falls, MT and 35 branch locations  
 Industry: Wholesale distribution  
 Products and services: Steel Service Center and Scrap Metals Recycler  
 Items in inventory: 88,000  
 Web: www.pacific-steel.com

### Objectives

- View inventory across all branches to reduce new buys and inventory levels
- Streamline purchasing processes to reduce planning time

## Valogix Customers - Longer Term Results

Valogix Customer Results	Advanced Business Systems (2006 – 2009)	Translectric (2006 – 2009)	Advanced Business Methods (2006 – 2009)
Industry	Office Equipment	Industrial Parts	Office Equipment
Back Orders	Measured in Hold for Parts	Decrease by 20%	Measured in Hold for Parts
Dead Stock Identified	Not Reported	\$300,000	\$150,000
Emergency Freight	Decreased by 38%	Not Reported	Not Reported
Hold for Parts*	Decreased by 32%	Not Measured	Decreased by 27%
Inventory Investment	Reduced by 35%	Reduced by 20%	Not Reported
Inventory Turns	Not Reported	Increase by 300%	Increase by 60%
Labor Savings	\$80,000	Not Reported	\$50,000
Parts Ordering Time	Reduced by 62%	Reduced by 85%	Not Reported
Revenue Change	Not Reported	Increase by 10%	Not Reported
Trunk Stock	Decreased by 48%	Not Reported	Not Reported
Time to Value	Less than 6 months	First results in 3 months; On-going savings over 2.5 years	Less than 12 months

### Company :

Name: Advanced Business Systems  
 Location: Tallahassee, FL  
 Industry: Copier Dealer  
 Products and services: Copier Sales & Service  
 Items in inventory: 4,000

### Objectives

- Reduce inventory investment while improving sales and service revenues
- Reduce Hold For Parts backlog
- Increase staff productivity by streamlining forecasting and replenishment processes

### Company :

Name: Translectric  
 Location: Jackson, MO  
 Industry: Distribution - Auto and Construction  
 Products and services: Electrical/Hardware components  
 Items in inventory: 8,000  
 Web: <http://www.servicemate.com/>

### Objectives

- Reduce inventory investment while improving service
- Reduce backorders
- Increase sales revenues by reducing lost sales due to an unbalanced inventory mix.

### Company :

Name: Advanced Business Methods  
 Location: West Fargo, ND  
 Industry: Wholesale distribution  
 Products and services: Residential & commercial valves  
 Items in inventory: 19,500  
 Web: <http://www.abmaos.com/>

### Objectives

- Reduce inventory investment while improving sales and service revenues
- Reduce Hold For Parts backlog
- Decrease excess inventory

## Valogix Planning & Optimization Solutions

### Can you afford Not to achieve these results?

From a Valogix customer...

*"We've reduced our inventory value by \$320,000 in a very short time while maintaining 95% or better fill rates. Shifting the focus from keeping up with our growth to managing working capital has truly allowed us to stay ahead of the competition and keep our customers coming back,"*

*Antonio Castillo, CFO, Herramientas Poderosas*



Inventory management has become more challenging. You may still be maintaining inventories manually and performing complicated computations using spreadsheets and older replenishment methods. Keeping track of reorder points can become an overwhelming task as your business grows. Standard inventory control modules and spreadsheets offer little help in driving down costs and improving revenues.

Valogix delivers ready to use solutions that install quickly, are very easy to use, and provide you with a high rate of return. If you answer Yes to any part of the following question, Valogix can help.

What are your inventory goals and objectives? Do you want to:

- Reduce inventory by 20% or more
- Reduce expediting and emergency shipments by 35% or more
- Improve productivity by reducing planning time by 60% or more
- Control and reduce replenishment spending by 15% or more

## VALOGIX<sup>®</sup> ADAPT Technology - the power behind the system

### No more manual work to determine:

- Demand forecasts
- Replenishment plans
- Optimal stocking levels
- Replenishment quantities (Min & Max levels)
- Safety Stock
- Excess Inventory

### Dynamic system keeps you current:

- The system adapts automatically as business conditions change
- Alerts warn you of potential problems before they happen
- Excess and Inactive inventory are immediately identified
- Get instant access to stock levels in all locations

### Advanced planning:

- Runs multiple forecasting models to select the best fit for each item
- Optimizes & re-balances mix to reduce costs & increase fill rates
- Plans replenishment orders for the right amount of stock when it is needed and not before

## Experience Counts

For over 21 years, the Valogix founders have been innovators in inventory planning and optimization.

**Contact your local Valogix representative today** and experience the power of value-based inventory planning.

**For Valogix Call: 518-450-0309 or Email us at: [salesinfo@valogix.com](mailto:salesinfo@valogix.com) or visit our web site: [www.valogix.com](http://www.valogix.com)**