




Benefits and ROI

Aquatic AV reduced its inventory holding by over **\$1 million** and simultaneously improved its **customer fill rate from 79 - 99%** within the first year of using Netstock. They credit this to the visibility they have on the Netstock dashboard. "I can see our excess inventory, which means I can action those items with our sales team and get them to focus their efforts on selling them. I can see our stock-outs and potential stock-outs so we can prioritize these orders with our factories. Besides this snapshot in the dashboard, we can view individual product pages and see a specific product's lead time, how much we should order, and how much safety stock we should have - this gives us total control over our inventory."

 Saving time for Aquatic AV has been significant.

Not only did they save time by automating their forecast calculations, but also within their ERP processes. "Now that Business Central has enabled Aquatic AV to track their serial numbers more reliably, feeding more accurate data into Netstock, we find that everything is working much better," comments Raffi.

Erin adds, "I think the ability to take data from Netstock and use it in SQL, Tableau, BI, or Excel is very valuable for any company as data scientists use raw data all the time. We can see what we want to see in a logic that represents our business. Before, I was adding everything manually into a very basic table, and there was no way to have algorithms or calculations the way Netstock has it available to us. The process before would take several hours. Now, I can have a table ready in about 30 minutes with all the information our company needs."



Achieving success with suppliers

"Netstock is continually adding new features and functions to their application. Not only are they streets ahead on the product, but their customer onboarding, training, and ongoing support have also been world-class," concludes Raffi.

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