NETSTOCK

Bluesky Solutions improves fill rate by 30% with Netstock

Company Bluesky Solutions

Industry Manufacturing - Packaging and Containers

Location UK

ERP Odoo ERP

Based in the United Kingdom, Bluesky Solutions is a global end-to-end supplier of packaging and containers for the personal care and healthcare sectors. They offer a make-to-order service and support brand owners with retail ready formulations.

Challenge.
Losing sales due to stock-outs.

Solution.
Netstock integrated with Odoo ERP.

Result.
30% improvement in fill rate.

Managing inventory before implementing Netstock

Working off spreadsheets. Bluesky Solutions previously exported data from Odoo into Excel for their demand planning requirements. "If you have a few items to manage, Excel works fine, but when you scale to over 6,000 SKU's, Excel is not the most helpful tool.

We had multiple people working on an Excel sheet at any given time, which tended to mess up the formulas, giving us incorrect information. It was an absolute nightmare," says Lauren Winn, Purchasing Manager.

Seasonality complexities. Bluesky Solutions has a seasonality aspect to some of its products. "As we head into summer, the sales of our 100 - 250 ml PET (polyethylene terephthalate) jars for the fishing industry escalates as bait suppliers stock up for the fishing season as well as our sun cream packaging and mini travel packs. This makes the job of forecasting even more challenging without a built-for-purpose tool."

Improvement of inventory levels with Netstock

"Stock-outs was our number one pain point. Eighteen months ago, our stock-out percentage was 13%, it's now below 1%, and our **customer fill rate** has improved from a dismal 60% to between 87 - 94%, a massive improvement in under 12 months and, within a volatile supply chain."

Saving time on inventory planning

As the adage goes, time is money. Bluesky Solutions also experienced a massive improvement in time spent planning inventory.

> **"We have managed to save on average six hours a day and literally with a click of a button we have all the necessary information to prepare our forecasts and order schedules."**

Besides Netstock being an inventory optimization tool it also assists as a sales support tool. By freeing up time through the usage of the App, Lauren and her team have been able to channel this extra time into a series of proactive tasks that support the sales teams in the revenue planning process and increase customer care and visibility.

Reduced excess inventory

At the start of the COVID-19 pandemic, Bluesky Solutions stocked up heavily on their plastic packaging range as this was in significant demand at the time. This, together with older historical stock, resulted in a significant amount of excess inventory. They are currently in a stock reduction program through sales promotions. Through Netstock, Bluesky Solutions has complete inventory visibility and can now:

1. Reduce the risk of incurring excess stock in the future.
2. Create supersessions (a sequential relationship of products that can replace each other) to help further reduce excess stock.

Investing in the Netstock Supplier Performance module

As the Purchasing Manager for Bluesky Solutions, Lauren finds the data she gets from the Netstock Supplier Performance module a great help during her quarterly meetings with suppliers. They now have full visibility of how their suppliers perform, which helps Lauren to:

1. Improve relationships with key suppliers.
2. Negotiate better terms with suppliers.
3. Ensure suppliers are aware of future demand so they can be more prepared.

"By having insights into our future orders our suppliers have been able to plan better, so it's a win-win solution all round."

Rapid ROI and business expansion with Netstock

"We are happy with the outcome and quick ROI that we have seen in our stocking division. Our next step is to explore the Netstock bill of materials (BOM) functionality within our raw materials division which will unquestionably create the perfect 360-degree view across our entire operation."

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