

# NETSTOCK

## Pack Leader achieves grrrrreat inventory forecasting with Netstock



**Company** Pack Leader    **Location** Country-wide, South Africa  
**Industry** Wholesale Distribution    **ERP** CIN7Core



Distributors of high-end pet products, Pack Leader has branches in Johannesburg, Cape Town, and KwaZulu-Natal. Pack Leader aims to enable the African pet lover to meet the needs of their fur babies by providing a range of curated brands from the world's leading, innovative pet companies along with solid advice to consumers on all pet nutrition issues.

### \ Challenge.

When their product range extended to 1500 SKU's within a 6 month period they realised they could no longer manage these tasks with any degree of accuracy using spreadsheets and manual inputs.

### \ Solution.

Automation to manage the 1500 SKU's across their Distribution Center and three branches by recommending optimised replenishment quantities for balancing and improving product availability.

### \ Result.

Pack Leader has full visibility of all SKU's and potential stock-outs. They have been able to free up capital that was previously sitting in excess stock and consistently run at a fill rate of +99%.

### Growing beyond manual inputs

When Pack Leader's already successful business grew and they extended their product range to 1500 SKU's within a 6 month period they realized that they could no longer manage these tasks with any degree of accuracy using spreadsheets and manual inputs.

“We were sold when we discovered that it was a cloud-based solution, which made it easy to adopt, and the monthly costs were very attractive as they are based on the value of your stock.”

Christopher Comodikes, Operations & Supply Chain Executive, Pack leader



Christopher Comodikes, Operations & Supply Chain Executive at Pack leader, explains “Pack Leader has been on an aggressive drive to insource our supply chain and at the same time launch an extended product range into the market. Our success as a business in achieving these objectives would not have been possible without Netstock”.

Before the implementation of Netstock, Pack Leader had a massive disconnect between stock coming into the supply chain and the distribution of stock going out to their three branches. They had no way to measure lead times, forecast accuracy or sales volatility, and had difficulty creating separate inventory stocking rules per product category with no way to see potential stock outs. The updating of stock on hand and incoming orders to calculate recommended re-order quantities was cumbersome and time-consuming.

“We looked at Netstock and were sold when we discovered that it was a cloud-based solution, which made it easy to adopt, and the monthly costs were very attractive as they are based on the value of your stock. Lastly, what cinched the deal for us was the integration into our Dear Inventory ERP. “The support we received from Netstock was fantastic, even though it’s a cloud-based solution and there are a lot of online tools, webinars, and help, we still had our goto person who was able to get things resolved quickly and effectively,” concludes Christopher.

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