

CASE STUDY

QC Manufacturing finds inventory optimization with Netstock



NETSTOCK



Company QC Manufacturing, Inc. **Location** USA
Industry Manufacturing **ERP** SAP Business One

Operating within the manufacturing industry, QC Manufacturing builds their signature line of QuietCool energy-saving fans for homes at their facility in Southern California. As the company expanded, they found their inventory planning tools were unable to keep up, so they decided to ditch their old inventory spreadsheets and go with Netstock. For the first time in this growing company's history, they had access to a truly optimized inventory, which provided hundreds of thousands of dollars in newly liquid working capital in just a matter of months.

\ Challenge.

QC Manufacturing was searching for an inventory app to address their increasing need for better data, improved forecasts, and smarter purchasing in their warehouse.

\ Solution.

As a part of a move to SAP Business One, Netstock was deployed quickly and successfully, first on it's own, and then with data from their new ERP. The move was easy and cost effective.

\ Result.

With their new inventory planning tool, QC Manufacturing quickly saved hundreds of thousands of dollars by reducing excess stock within a few months.

Outgrowing old planning tools

As QC Manufacturing experienced rapid growth, the company's planners used tools like QuickBooks and Excel to manage their inventory. When looking to upgrade to an ERP, the company found an interesting inventory solution to go with their new ERP system, SAP Business One. That solution was Netstock.

"We really had QuickBooks maxed out and we couldn't do anything else with it. We were trying to fly an airplane in a storm and we didn't have the right dashboards to do that," says Jeff Whitehouse, director of purchasing for QC Manufacturing. "I was blown away... when I saw Netstock. I knew this is great, this is fantastic, this is a must," Whitehouse adds.



I was blown away when I saw Netstock...It gives you the tools to be successful.

Jeff Whitehouse, Director of Purchasing,
QC Manufacturing



Getting started with Netstock

Any concerns about how well a third-party add-on application would partner with SAP Business One were immediately alleviated, thanks to the work of the experienced Netstock team. "The support is still a great resource to this day," Whitehouse notes. "Without question, there was backend work to make sure SAP talked to Netstock."

Even today, when the team at QC Manufacturing has a question about Netstock, customer support always has it covered and will go "above and beyond" in their assistance, he said.

Identifying inventory priorities

For QC Manufacturing, understanding which items needed the most focus was a key aspect in choosing Netstock. This new visibility was a clear change from the way they had managed their inventory previously. Gone were the confusing spreadsheets and the incomplete functionality provided by Excel and QuickBooks.

Those inadequate tools led to inefficiencies in the warehouse. Now, an optimized inventory is the daily goal. "The type of information that is provided is fantastic. Being able to know, quickly, these are my top priorities that I need to focus on," Whitehouse said. "I live off the dashboard in Netstock at this point." Regular updates to the app provide improved value, as well.

"Netstock is always changing and growing. They're adding different learning features to it with videos that give you a better understanding of the functionality," he adds.

Adjusting the forecasts

A key piece of functionality within Netstock allows QC Manufacturing to update forecasts quickly, allowing them to integrate new information into their forecasts to improve profitability.

Planners know when a special order is due to come in or when there will be a special sale, for example. Netstock lets users get hands-on with their forecasts so important updates and unexpected changes can be managed.

"In your manager meetings, you'll talk about what's going on: 'this item's going on sale,' or 'we're projecting to do this many units.' Throw that into Netstock and - bam. Everything's already changed for you, and you can make any purchasing decisions that need to be made," Whitehouse said. "It's definitely a new generation product. Other options just don't have that kind of fluidity."

Finding the balance

When it comes to optimizing replenishment, how can QC Manufacturing tell when to order, and how much? How can they finally achieve a balanced inventory? Simple: they rely on Netstock for the extra guidance they need.

“How do you get in that middle ground? I think it’s tough – and maybe close to impossible – to do that. But with Netstock, it gives you the tools you need to be successful and gets you as close as you can to that goal,” Whitehouse said. QC Manufacturing’s fans save their customers serious money, just like Netstock’s impressive inventory app saves critical working capital in their warehouse.



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