

CASE STUDY

Global distributor of printing products scales with Netstock



NETSTOCK



Company S-One Holdings Corporation

Location USA

Industry Wholesale Distribution: Printing

ERP NetSuite

S-One Holdings Corporation achieves inventory visibility of over 8,000 unique items across 42 warehouses with Netstock.

S-One, established in 1994 with just five team members, has grown into a major player within the wholesale distribution industry. Today, they employ over 150 people in five district business units and operate in 22 countries worldwide. As a distributor of specialty paper and printing supplies, S-One provides a wide range of products globally, planning thousands of items in 42 global stocking locations.

Challenge.

Managing growing inventory levels across 42 locations.

Solution.

Integrating with Netstock.

Result.

Increased inventory visibility to maintain service levels and inventory turnover.

S-One's unique inventory challenge

One major challenge was managing the sheer volume of inventory items in all its locations and due to the dimensional nature of many of its items, S-One had over 8,000 unique items. Optimizing inventory for that many items across 42 global locations was a significant challenge.

"A key requirement was the ability to handle complexity. We have an unusually complex supply chain, with transfers between different subsidiaries, countries, and within a single subsidiary. In NetSuite, transactions within or between companies need to be handled differently. Netstock listened carefully to

these and other requirements, and their team was engaged and totally committed to our success," says Brandon Mankovich, S-One's Director of Materials Management. With rapid growth, the number of items and stock-keeping locations increased exponentially, and S-One looked for world-class forecasting and inventory optimization tools.

As the number of SKU locations increased, it was becoming increasingly difficult for their materials managers to assure optimal inventory levels. S-One had millions of dollars invested in inventory. They had to ensure they continued to grow with ongoing high levels of service and inventory turnover.

Why Netstock ?

1

Their impressive track record with many other global manufacturers and distributors.

2

Their willingness to listen to S-One's unique requirements.

"We met with Netstock at NetSuite's annual SuiteWorld conference. They were a mature and capable business, but we were a little concerned since their relationship with NetSuite was relatively new. However, it was obvious to us that we weren't going to be just another number. The Netstock team took time to understand our company and our needs, and it didn't hurt that their president had previously worked in the paper business," says Jason Metnick, EVP of Global Operations at S-One.

Increase in inventory optimization and greater visibility

S-One forecasts demand weekly and plans replenishments through a multi-tiered supply network. Product demand can be highly variable, and orders and transfers are executed daily. It's a dynamic planning environment, and purchase orders and transfers are uploaded to NetSuite throughout each day.

"Forecast accuracy has improved since we implemented Netstock. I feel much more confident that we have the right materials in the right places and at the right time. Netstock hasn't just improved our inventory planning. It's also given me great visibility. As I've become more familiar with the system, I've been pleased to see how easy it is to quickly summarize demand, purchases, and inventories by warehouse, supplier, or customer."