

NETSTOCK

The Little Potato Company achieves over 8% improvement in their fill rate



Company The Little Potato Company
Industry Food & Beverage:
Potato producer and
manufacturer

Location USA
ERP Microsoft Dynamics
Business Central



Founded in 1996, The Little Potato Company (TLPC) has been the leading farmer of Creamer potatoes in the Food & Beverage industry. They have three production facilities and eight distribution centers that service the US and Canadian markets through large grocers and superstores. With their commitment to quality and innovation, TLPC plays a significant role in providing high-quality potato products to consumers within the Food & Beverage industry.

\ Challenge.

Manual processes not able to accommodate growth.

\ Solution.

Netstock integrated into Microsoft Dynamics Business Central.

\ Result.

Over 8% improvement in fill rate.

Business growth brings business challenges

TLPC was growing exponentially, and with this growth came the realization that it was no longer sustainable to plan their demand and supply using spreadsheets. Everything they were doing was Excel-based and fraught with challenges. Managing the sheer volume of data when forecasting by customer and item was becoming time intense and complex.

Customer **A** would provide a forecast, but it was serviced from 3 different locations; how do you split that up, and by what percentage? Customer **B** went on promo; how much and where do you allocate that?

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Philip Yu, Senior Sales and Operations Manager

“We had no real customer history data. We couldn’t see, for example, which customers were on an upward trend and by what percentage against the previous year. We had none of that finer-level data. It was all one aggregate number from the servicing distribution center,” says Matt Hamilton, Operations Planning Manager.

Dealing with inventory anomalies

“Over the COVID-19 pandemic, there was a high level of demand variability. Had we still been using Excel, it would have been impossible to strip away the abnormal demand. With Netstock, we can smooth out these anomalies from our future forecasts, which really helped us to avoid any excess stock situations,” mentions Philip Yu, Senior Sales and Operations Manager.



Integration and functionality

When Netstock was first implemented at TLPC, they used Microsoft Dynamics NAV as their ERP. They later upgraded that to Microsoft Dynamics Business Central. “We had to have a solution that would integrate to our ERP, and with both NAV and Business Central the Netstock integration was seamless and effortless.”

Having looked at other solutions, it was clear from the outset that Netstock was superior. “There is a lot of functionality in Netstock, but for me, I particularly like the fact that we have the ability to create links between our forwarding distribution centers and our production facilities, and I’m able to explode that down to the bill of materials for our procurement teams. Netstock has enabled us to streamline our processes and become much more efficient,” Matt continues.



Netstock has enabled The Little Potato Company to streamline their processes and become much more efficient.

Return on investment

With Netstock, TLPC can plan using different metrics and safety stock parameters. Being able to adjust safety stock based on statistical modeling using history and forecast deviation instead of just a number of days coverage has improved our inventory fill rate from 90.9 to 98%," adds Philip



What's next

TLPC plans to adopt the finite capacity planning functionality found in Netstock. "This will give us a full 360-degree supply chain planning solution and allow us to manage our production plants better. Efficiency is key, especially in the food industry."

About Netstock

Netstock is a leader in predictive supply chain planning software and trusted by more than 2,200 customers globally to place optimal orders, reduce stock-outs, and minimize excess stock. Netstock's AI-powered cloud-based solution synchronizes demand and supply insights with ERP platforms, providing small to medium-sized businesses with supply chain visibility to unlock cash, respond to change, and offer exceptional customer service, delivering ROI from day one. For more information, visit www.netstock.com.

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