



The lights come on for Zebbies inventory planning



Company Zebbies Lighting
Industry Lighting Products
Importer Retail

Location Throughout South Africa
ERP Sage 200

For over 57 years, Zebbies Lighting has been an importer and retailer of lighting products. With 18 retail branches throughout South Africa, Zebbies offer a comprehensive product range and assist customers in selecting the appropriate product and style tailored to suit their needs.



Challenge.

Zebbies Lighting used a labor-intensive and tedious process to order with suppliers and distribute to the retail stores. They were continually understocked or overstocked at their main warehouse.

Solution.

The recent implementation of Netstock with Sage Evolution provides an Inventory Management System with the tools to plan replenishment at both a distribution center (DC) and retail store level.

Result.

Zebbies have seen reductions in their capital spend and now have data that provides them with valuable insights at each store so they are able to order more cost-effectively.

Building a smarter inventory

A labor-intensive and tedious re-ordering process using Sage Evolution ERP and spreadsheets was being used to order on suppliers and distribute to the retail stores. It was impossible to know how these orders would impact customer fill rates or what the optimal stock model was. The main warehouse was continuously either understocked or overstocked. Planning forward for the Chinese New Year when suppliers would be closed seemed impossible. Optimal filling of containers - an unattainable dream.

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Michael Rowland, Inventory Manager,
Zebbies Lighting



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Netstock helped Zebbies optimize their store stock levels, thereby reducing their transportation costs. They are ordering more efficiently which has enabled them to free up capital for use on other projects. From a sales and marketing perspective, they are now able to take action on slow-moving or excess stock items by running promotions or discounts.

“The real-time information and fill rate improvement that we have seen has helped us to improve customer satisfaction which has been invaluable,” concludes Michael.

“Perhaps one of the biggest advantages of Netstock is the dashboard, especially when you are looking after numerous stores with large inventory listings. It is so easy to navigate, and we can easily identify and deal with the top 20 items identified as excess, surplus orders or potential stock outs before they become a problem,” says Michael Rowland, Inventory Manager for Zebbies Lighting.



NETSTOCK