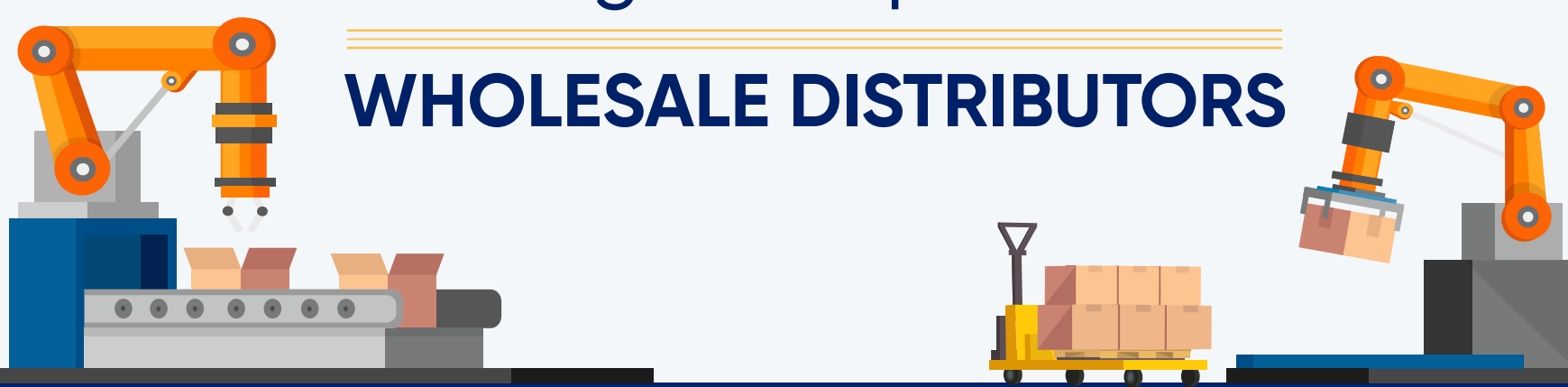


Easing the Squeeze for WHOLESALE DISTRIBUTORS



Wholesale distributors are squeezed between manufacturers and their customers; facing increased competitive threats, escalating SKU counts and expanding ecommerce. Here's how wholesalers powered by ToolsGroup's service-driven supply chain planning are ready for anything tomorrow may bring.



Gruppo Giovannini SpA, a wholesale distributor of electrical spare parts, wanted to implement an S&OP process to better manage its expanding inventory replete with slow-moving items.

20%

Stayed profitable even when revenue decreased by **20%**

8→19

More than doubled the number of Electro Self retail stores (from 8 to 19)

70%

Increased the product line by **30%**, **70%** of which have intermittent demand

“ Gruppo Giovannini's strong business performance since the start of the millennium is a direct result of continuing to invest wisely in its systems, processes and people, even when times were tough. ToolsGroup has helped us stay resilient through this journey and prepares us for whatever the future may hold.

- Supply Chain Manager, Gruppo Giovannini



Lubinski, founded in 1936, is Israel's sole importer of Peugeot and Citroen vehicles and spare parts. It is one of the country's leading privately-held family businesses.

20-30%

Reduced inventory by **20-30%** without compromising their **96-97%** service levels (well above industry benchmark)

A Third

Rush air shipments **slashed by a third**

€1.5M

Saved **€1.5 million** in inventory in the first year

One

Significantly raised planning productivity (from **two full-time planners to one part-time planner**)

“ My only regret now is not upgrading sooner! I'm immensely proud to be passing on a highly efficient, productive spare parts operation that provides exceptional service and is ready for the future.

- Shalom Asayag, Service and Aftermarket Director, Lubinski



Pompea SpA, a leading manufacturer of hosiery and underwear products, provides its products through retail outlets, wholesalers, sales agents, retailers and mobile shops in Europe and internationally.

Half

Service time cut by well **over half**

10 points

Service level increased by **10 full points**

15%

Inventory reduced by **15%**

“ We improved the process, timing and reliability of our forecasts with a structured procedure enabled by ToolsGroup. The results have gone beyond our expectations.

- Pompea stakeholder



RAJA Italy distributes more than 4,000 packaging products to 70,000 customers, while maintaining exceptional service levels and a turnover of €17.7 million in 2017.

98.92%

Greater service level stability: increase of **0.4% to 98.92%**

Stock-outs

Reduction in **stock-outs** for seasonal products

75%

75% planner productivity improvement

76 to 69

Reduction in days of inventory outstanding from **76 to 69**

“ The results we've achieved with ToolsGroup have made RAJA Italy a benchmark for the group's subsidiaries in replenishment management.

- Lorenza Zanardi, General Manager, RAJA Italy

Be Ready for Anything

ToolsGroup is how wholesale distributors achieve their target service levels while optimizing inventory—no matter how complex their supply chain is or how much demand changes. That way, they can be ready for anything.

Our wholesale customers commonly achieve:

10-30%

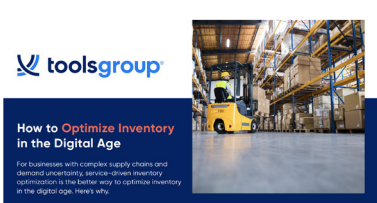
Reduction in inventory

96%

or better product availability

50-90%

Reduction in planner workload



Download ebook: **How to Optimize Inventory in the Digital Age**