the vested group
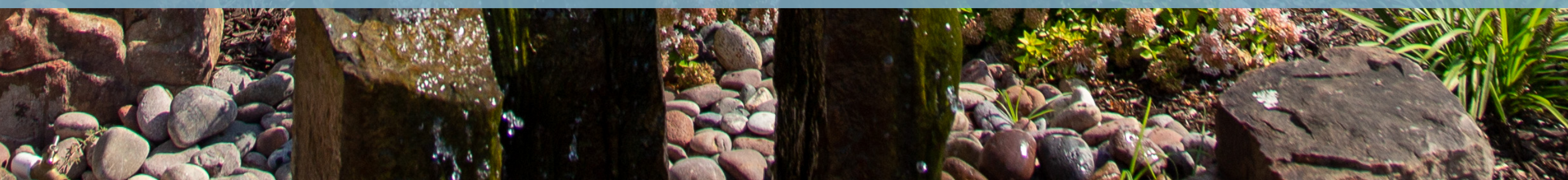
CASE STUDY

BATTERY DISTRIBUTOR

The Details

Client

Major distributor of batteries. In business for nearly 90 years.

Profile

Multi-site, multi-distribution company in the US. Distributes batteries used for personal and commercial consumption. The client uses their own fleet of trucks to distribute inventory.

Challenges

Business operations were centralized by an antiquated system. Truck drivers would record replenishment and returns on paper and bring back to central HQ. Inventory was always in transit with no visibility into inventory management. Additionally, had to maintain a customized lead currency ledger to track the value of lead from purchased, returned, and sold batteries.

The Vested Group Delivers

Solutions

- NetSuite as cloud-based, central business hub
- Inventory planning and management
- Lot controlled inventory with expiration dates
- Real-time visibility into truck stock levels
- Converting manual process into automated
- Centralized purchasing
- Centralized financials and accounting
- Custom app to track replenishment and returns

Results

- Real-time visibility to inventory throughout the supply chain
- Improved accuracy of inventory levels
- Ability to track credits for recycled batteries
- Moved all transactions into 1 single source of truth
- Optimized delivery routes
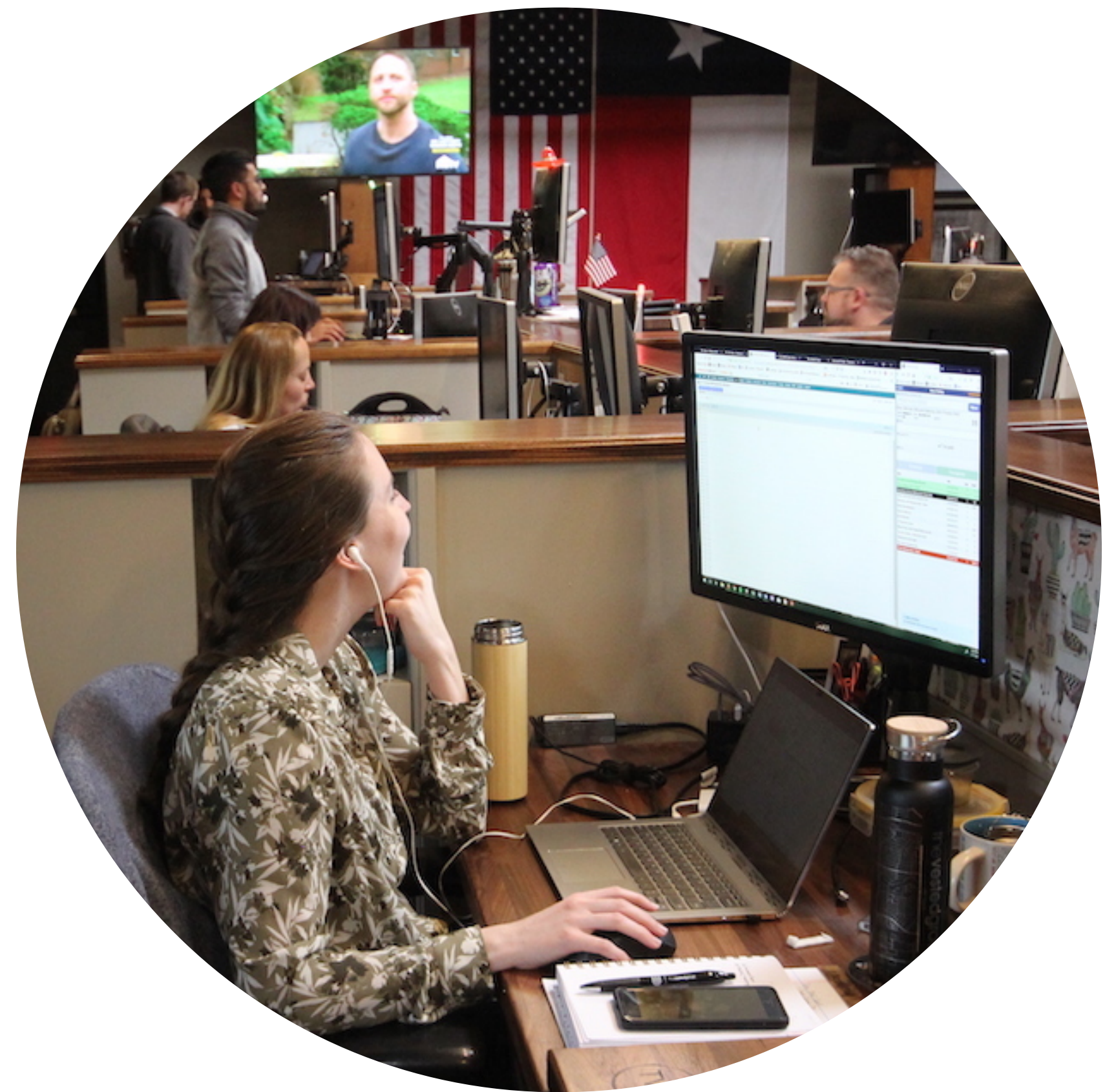
The Decision

The client was experiencing sales growth but having troubling scaling up because of paper transactions disbursed among different fleet vehicles.

The client was manually adjusting their inventory and losing track of invoices and credits. They needed a central source of truth to deploy and track their working capital in the best possible manner. Many times, drivers were visiting locations that didn't need replenishment.

A system that could lower their overhead and increase visibility into financials, inventory, purchasing, and orders was needed.

Why Oracle+NetSuite

The client was looking for a cloud-based, single source of truth for inventory and financials. Each truck was its own location and could be connected to the cloud.

NetSuite provided the visibility and flexibility to connect the drivers with stores and distribution centers. Scalability was a high priority for the client and NetSuite was able to grow with their success. NetSuite was also able to easily integrate with other applications that supported the client's operations. NetSuite's development platform made it easy to create and deploy a custom app for drivers.

ORACLE®
NETSUITE
Solution Provider

Why The Vested Group

The client originally started with a different partner but became frustrated with a lack of progress and decided to engage with The Vested Group after being referred by a previous client of The Vested Group.

The client was impressed with The Vested Group's deep industry experience in the distribution industry, as well as expertise with high-growth companies, and the desire to be a long-term partner to help the client manage growth. With its strong technical capabilities, The Vested Group built a custom mobile app for the drivers to update pickups and deliveries. Real-time inventory sync was available and the app allowed for credits, invoices, and payments to be made on the spot.

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The Project and Results

The Vested group started project rescue quickly and began setting up the client's NetSuite environment to the fit current and future states of the business.

The Vested Group was able to leverage knowledge in the distribution industry to prepare the client's instance for the growth they have experienced. The mobile app is still effectively being used after 7 years. Additionally, the partnership has grown through The Vested Group's optimization team to help the client grow more than 300%.

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LETS GET IN TOUCH

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