

Bidvest Waltons starts a new chapter with NETSTOCK

COMPANY

Bidvest
Waltons

INDUSTRY

Distribution -
Office supplies
and stationery

LOCATION

South Africa -
Nationwide

ERP

Microsoft
Dynamics AX



Established in 1949, Waltons Stationery was a humble family stationery store in Cape Town, South Africa, bringing a previously unseen range of high-quality stationery and work tools to the market.

After years of substantial growth, Bidvest acquired Waltons and its subsidiaries in 1997, and it now forms part of the Bidvest Brands umbrella as Bidvest Waltons. Bidvest Waltons offerings changed and expanded with stationery and office supplies, adding office furniture, cleaning and hygiene products, technology, and their back to school range.

CHALLENGE

Managing in excess of 30 000
SKU's with limited data visibility



SOLUTION

NETSTOCK integrated with
MS Dynamics AX



RESULT

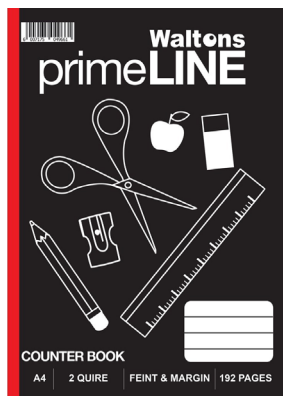
Data visibility allowed Bidvest
Waltons to adapt to changing
conditions



Using Microsoft Dynamics AX as their ERP, Bidvest Waltons modified the built-in Materials Requirement Planning (MRP) functionality to meet their inventory planning requirements. Being primarily a production planning system, it wasn't the ideal tool for the job and proved inefficient and cumbersome. "There was limited data visibility, no ability to classify each item, and no central dashboard to highlight critical issues," says Dustin Stringfellow, Group Procurement Executive. Bidvest Waltons decided to seek out a solution designed to manage inventory demand planning and replenishment. They heard of NETSTOCK through one of Bidvest's sister companies.

"Our biggest challenge before implementing NETSTOCK was the clean-up we had to do with our ERP data before the implementation process could begin. We had open purchase orders, suppliers not assigned to items, and other data cleansing issues.

Once we got our internal housekeeping and data right, the actual NETSTOCK implementation was smooth sailing. We appointed production champions in each region, who ensured that the change management at user level went smoothly, and once the users saw how much easier NETSTOCK made their jobs, they were quick to embrace it."



"With in excess of 30 000 SKU's, it gets messy if there is no foundation to your inventory planning. With NETSTOCK, we have the dashboard that keeps us focused. The way we have classified our inventory allows us to quickly see which of our top lines are in trouble with potential stock-outs and we can rectify these first. We also have the ability to forecast more accurately, and with the order recommendations feature, it's always very clear why the tool is recommending a certain order, and if you need to interrogate it, it's all right there in front of you. And there are no dark areas - you always understand why it's suggesting something," Dustin continues.

Bidvest Waltons has both commercial and retail divisions with the commercial side making up the majority of their business. "We saw the writing on the wall back in early 2020 before COVID-19 hit, and with China being the main country that we import from, we ordered an additional two months' supply. Lockdown in South Africa was then announced, and we weren't able to trade for two months, leaving us with four months of excess stock. Additionally, the demand for office supplies and equipment dropped as corporates were not in their brick and mortar premises. We are now back on track and thanks to NETSTOCK we managed to right size our stock levels to match current sales."



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**Dustin Stringfellow,
Group Procurement Executive**

Bidvest Waltons began using NETSTOCK in their distribution center for the commercial side of their business in 2018. Due to the success, they are now rolling it out to all of their retail outlets. "We have seen many benefits using NETSTOCK in our commercial division, but I believe we'll see a lot more once our retail stores are live. They will be able to set up their demand filters correctly to feed up to our distribution center so we can forecast and plan correctly to ensure they get the right stock at the right time," concludes Dustin.

