

TRANSFORMING INVENTORY MANAGEMENT

Inventory Management Suite™

- DISCOVER
- PLAN
- PROCURE

TRACK



RockySoft
CORPORATION



INVENTORY MANAGEMENT SUITE™

Exactly the *right* inventory, in the *right* place, at the *right* time



We were thoroughly impressed with their loyalty and professionalism through the sales process. The RockySoft clients we spoke to affirmed our feelings and observations; they referred to ‘The RockySoft Experience’ and the organization’s commitment to the highest levels of service. In the end, their applications, experience and results delivered to date with current clients proved the best fit for Bound Tree Medicals supply chain requirements.”-

JON GARRITY

Vice President of Supply Chain
Bound Tree Medical

Greater Profitability through improved supply chain inventory management

Smarter inventory management. Improved inventory costs. Improved customer service. Improved productivity. Those are the things that impact the bottom line. And that’s the essence of RockySoft’s Inventory Management Suite.

Improve Customer Fill Rates and Minimize Inventory Expense

Reduce inventory costs

Carrying extra inventory, especially for extended periods of time, can quickly eat away at margins. RockySoft’s Inventory Management Suite synchronizes stock levels with forecasted demand and order volatility. There’s no need to carry surplus stock to cover planning mistakes. And with the surplus gone, so is the cost of extra inventory, the loss of working cash, and the ongoing holding costs.

Improve customer service

Rockysoft’s solutions deliver the tools you need to meet your customer service goals. Integrated *core and expansion modules* help you to manage on-hand inventory levels and in-bound supply to ensure product availability. The bottom line is optimized product mix, correct inventory levels and satisfied customers.

Streamline forecasting, planning and procurement

The RockySoft Inventory Management Suite has far-reaching impact on efficiencies. Your operations team is provided with the tools for quantifying optimal inventory levels including safety stocking strategies for managing the volatility in the supply chain. Place inventory exactly when and where it is needed to minimize costs and maximize efficiencies for a competitive advantage.

Enable collaboration

Using the Internet to access mission critical stocking levels and combine fresh data from suppliers, the system guides your decision-making, showing you how to move inventory as fast as possible. The Demand Collaboration Portal provides browser-based access to this data anywhere you have an Internet connection. Enable your sales team, planners, and suppliers to share information and ideas that enable your company to reach new levels of efficiency and productivity.

DISCOVER, PLAN, PROCURE, & TRACK

Core Distribution Modules

- **Demand Manager (DM)** develops collaborative forecasts by flexible, customer specified aggregations. RockySoft's Proprietary Forecasting algorithms are a result of more than 20 years of enhancements to meet the unique requirements of product level forecasting across industries. DM is visually based and easy to use so you don't waste time searching through tables. Integrated demand forecasting and inventory planning will calculate and manage dynamic safety stock and reorder points. Exception-based forecasting lets you prioritize and keep a close eye on key products. Records marketing insight in the forecast to capture promotional and marketing initiatives. Promotional effectiveness is automatically measured for future marketing events. DM supports the unique forecast requirements of industries like textiles that require three-dimensional matrix functionality. Furthermore, DM will help you achieve desired customer service targets and effectively manage on-hand inventory levels.
- **Requirements Planner (RP)** is an active Purchase order planner that suggests replenishment quantities by product at the warehouse level. RP factors in inventory carrying costs and ordering costs established in Economic Order Manager, and price breaks for optimizing order quantities. Orders can be further optimized to vendor, transportation or days of supply requirements using the "Order Targeting" functions. The output from RP is suggested firm orders, coordinated with inventory targets, fed to the base ERP for review and release. Furthermore, real time forecast data from DM enables buyers to accurately plan for replenishments. The result is a time phased inventory replenishment plan that matches with the business' strategic objectives.
- **Economic Order Manager (EOM)** is a decision support tool for management and purchasing agents that performs inventory valuation, including ABC analysis, Service Level assignments and performance monitoring. Planners have the ability to adjust inventory parameters that calculate the total cost of ordering and holding inventory. EOM is integrated with RP to optimize purchase from vendors and minimize inventory carrying expenses for the distributor.
- **Exception Signals (ES)** offers customizable alerts when statistically significant variations from the plan occur, helping you manage by exception. ES monitors exceptions and captures messages from each of the modules and presents them to buyers and planners in a prioritized order. ES also offers the ability to add a "reason for suspension" comment to an exception when checked off. Think of this as a live-action to-do list, which helps control problems before they get out of hand.

○ DISCOVER

○ PLAN

○ PROCURE

○ TRACK

Flexible Purchase and Delivery Options

- Select individual modules or deploy the fully integrated solution
- Deploy from your own corporate server or access RockySoft's affordable, web-based environment
- Integrates to disparate systems



COLLABORATE, MANAGE, & ANALYZE

Expansion Modules

- **Demand Collaboration Portal (DCP)** provides easy to use, browser-based access to external forecast information from customers, the sales force or other parties. Collaborate to build the most accurate forecasts by enabling key individuals to inject market insight. DCP also provides powerful sales feedback, including deep visibility into customer buying patterns and forecast accuracy. Assist your customers in developing a realistic projection of future demand. Simplify current processes for capturing critical demand information to most effectively maintain the proper inventory levels and meet customer expectations.
- **Supply Base Manager (SBM)** is a browser-based application for collaborating with and monitoring vendor performance. A synchronized view of supply and demand is presented to the distributor and its suppliers and/or customers over the web. Vendor performance history can be viewed and output by: detailed receipts, chart (Pareto) or in summary. Furthermore, supply assurance can be increased by incorporating "Safety Time" into purchasing lead-times and safety stock.
- **Logistics Collaboration Portal (LCP)** is a tool designed to easily track the status of your purchase orders as they move through your supply chain. LCP features 100% customizable fields designed to accommodate each company's unique needs in order to minimize the time spent viewing information that is not what useful at that time.
- **Enterprise Metrics (EM)** assists with reviewing and analyzing key performance indicators such as past service level, inventory movement, fill rate and performance. Course corrections with up-to-date insight can be made to improve future performance. While it is exclusively backwards looking in terms of the data it evaluates, forward momentum can be maintained by viewing trends as they emerge. When teamed with Sales & Operations Planner, users can receive immediate feedback on how changes are affecting their climb to the top.
- **Sales & Operations Planner (S&OP)** is a strategic analysis tool used for analyzing the demand plans generated in RockySoft's Demand Manager and Demand Collaboration Portal. S&OP allows users the ability to analyze the effects demand plans are having on your company's bottom line. It can be used to analyze historical sales performance or for strategic demand and revenue planning as well as to coordinate the market demand with the operational departments of your organization.
- **Capable-To-Promise (CTP)** speeds up the process of making customer commitments. CTP models labor, capacity, and material constraints with a fast, powerful MRP simulation engine-executing simulations for over 100,000 part numbers in less than 5 seconds. Once constraints have been identified, embedded "Constraint solver" functionality will develop optimum plans to resolve the issues.
- **Master Planning Tool (MPT)** generates production plans around user-driven parameters. MPT supports rate-based scheduling for BTO, CTO and BTS environments. The plans feed into ERP/MRP systems to synchronize supply with demand.



○ COLLABORATE

○ MANAGE

○ ANALYZE

INDUSTRIES

Customer service and inventory management are concerns for nearly every business, regardless of the industry. Whether your business' challenge is product availability or excess inventory, RockySoft has the know-how and the experience to help your business deal with these costly problems. Our proven success in the following specialized distribution and manufacturing industries has given us an understanding of their unique challenges. Our software solutions and professional services are specifically designed to address these obstacles to growth and profitability. Our clients' successes, an average inventory reduction of 25%, and improved customer service validate our ability to scale these obstacles.

- **Wholesale Distribution** - manage supply chains and act as intermediaries between manufacturers and retailers.
- **Retail and E-tailer Distribution** - sell to end-level consumers through presentations of manufacturers' products.
- **Medical** - offer an array of safe and reliable medical products to health care professionals.
- **Food and Beverage** - distribute a variety of food and beverage products that can range from perishable to durable goods.
- **Apparel and Footwear** - manufacture and distribute the latest fashions to meet end-level consumer demand.
- **Service Parts** - supply consumers and industry with replacement parts.

“RockySoft’s forecast software dynamically analyzes each item’s usage history to help determine the best forecast of future demand for that product and directly couples it to inventory replenishment.”

JON SCHREIBFEDER

President

Effective Inventory Management, Inc.





OUR THOUGHTS ON INVENTORY MANAGEMENT

There are two different approaches distribution organizations can make with regard to inventory. They can assume it is just a necessary evil and inject a special inventory reduction program whenever cash gets tight. Or they can make strategic decisions on the level to carry, put an inventory management process in place to actively manage it and continually improve the business results. We believe this active inventory management strategy is the path to world class lean inventory.

RockySoft's integrated suite of modules are built on a solid foundation of best inventory management practices. That is what a move from reactive to proactive inventory management is all about. RockySoft is the best overall mid-market solution to convert inventory from cost to a competitive advantage.



"In the past, we [Connolly & Co. Inc.] needed to place orders with our overseas vendor every other month for delivery in six months to ensure that our products were at our customer's fingertips. RockySoft jumped on the project with lightning speed, sifted through 18 months worth of history, analyzed 3,000 SKUs and in less than five days determined that we could adjust our current order to save \$1 million and reduce our lead time from six months to two months."

JAKE CONNOLLY
Connolly & Co., Inc.
Exclusive U.S. importer of musical merchandise
East Northport, NY



Call us today at 877-277-0868 to learn more about how RockySoft can help you improve your bottom line. Or visit www.rockysoft.com

RockySoft Corporation
736 Whalers Way #F201
Fort Collins, CO 80525 USA
Phone: 970.493.0868
Fax: 970.493.0887
email: info@rockysoft.com

No one understands the challenges better than RockySoft

RockySoft's solutions are built upon a successful heritage of delivering solutions that optimize inventory management. With broad industry knowledge, we understand how to provide continual access to fresh, critical inventory information. In short, RockySoft understands the challenges of infusing efficiency and profitability into inventory management and possesses the key expertise to do so.

Microsoft
GOLD CERTIFIED

Partner