

CASE STUDY



From Homegrown to High-Performance

U.S.-based battery distributor
leverages the collaborative
efforts of enVista and GAINS
for its demand planning
software upgrade



The Company

Headquartered in Dallas, Texas, this client is the largest independent battery distributor in the United States. The company supplies batteries for retail or wholesale across many applications including automotive, solar and recreational vehicles. Operating since 1932, the distributor has more than 200 branches and more than 30,000 dealer locations.



The Opportunity

Prior to beginning this project, the distributor was leveraging a homegrown demand planning software system. When the original creator of the software left the company, lack of system knowledge, planning experience and internal IT support led to the system's gradual breakdown. This caused an overall lack of supply chain visibility across the organization, which manifested as a manual inventory optimization process, inaccurate demand forecasts and inadequate inventory management.

The company's inventory challenges were leading to high inventory costs, poorly made inventory forecasting decisions and a lack of strategic metrics to monitor inventory spending or track its forecast accuracy. Finally, inventory sharing across the network was done manually, which created a drain on associates' time and impacted how quickly different areas of the supply chain could access up-to-date inventory information.

All of this culminated in the distributor's need for an upgraded, top of the line demand planning software that would create supply chain visibility across the organization and enhance its inventory decision making capabilities.

Due to its lack of demand planning experience, the distributor needed a partner that could step in and supplement the day-to-day demand planning responsibilities while it focused on other data requirements for the implementation and gaining internal buy in of the project.



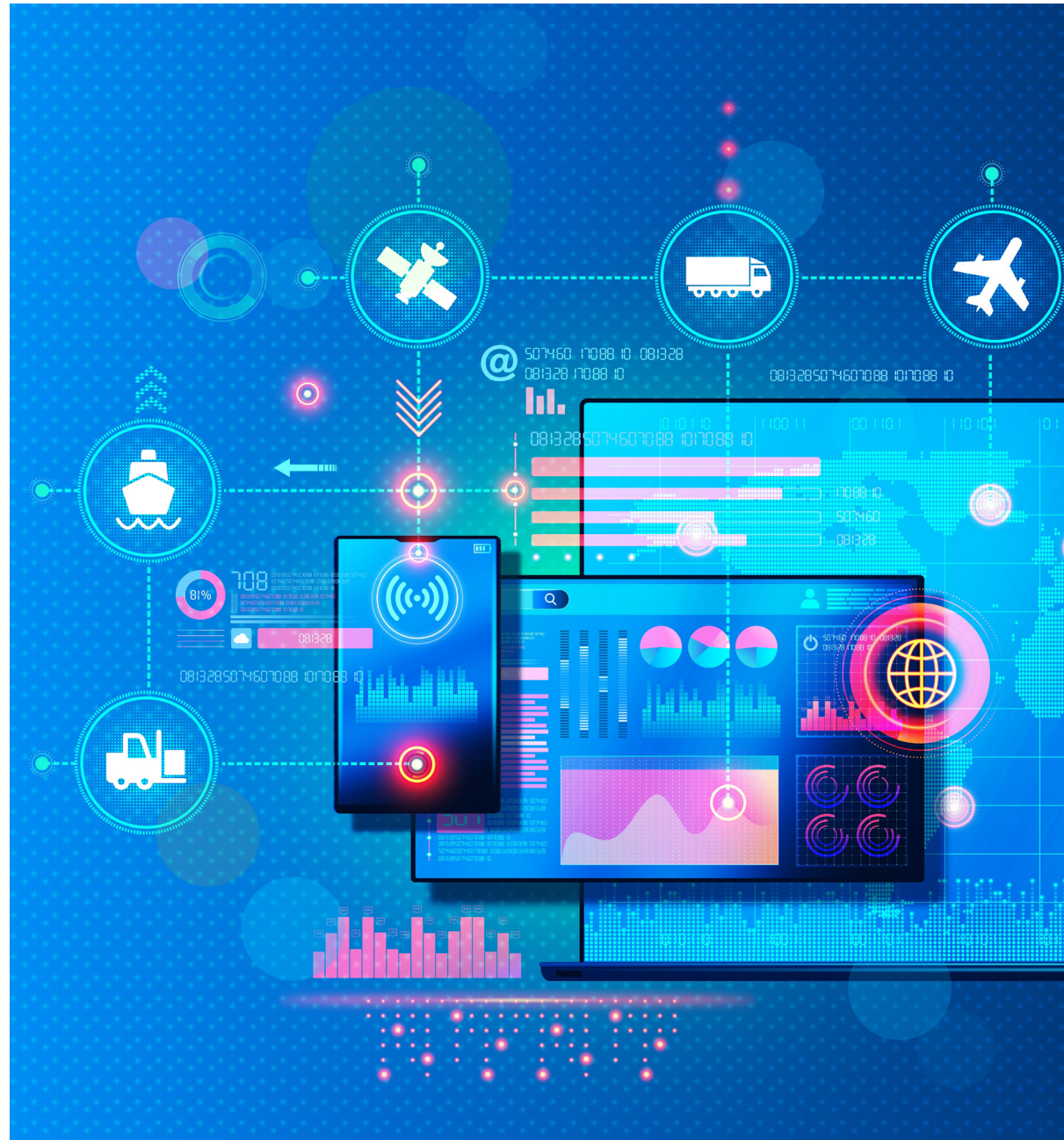
enVista's Solution

To address its inventory and demand planning challenges, the client decided to implement GAINS' demand, inventory and replenishment planning software.

Due to enVista's relationship as a trusted implementation partner, GAINS brought on enVista to provide Planning as a Service (PaaS) throughout the implementation process. With its PaaS offering, enVista would address the distributor's need for a partner to provide demand planning support and expertise.

Throughout the two-phased implementation of GAINS Demand Planning and GAINS Inventory and Replenishment Planning, enVista acted as the client's demand planner and provided training once the client team was able to identify an internal demand planner moving forward.

As demand planner, enVista provided supplemental support for the client and GAINS during the implementation, facilitating a speedy implementation, to meet the client's imminent needs. enVista's role included backend data support and validation, change management, forecast updating, software report customization, training and much more. With enVista's involvement, the distributor was able to rest assured that forecasts were being monitored and demand planning responsibilities were being managed during the implementation project.





The Results

enVista successfully supported GAINS in facilitating a speedy and comprehensive implementation of GAINS' demand planning and inventory and replenishment planning software. Among other benefits that enVista unlocked for the distributor from this project are:

- Enabled rapid migration off of homegrown platform for demand planning and inventory management and fully replaced with GAINS' solution.
- Enabled absorption of planning responsibilities at the client's own pace using existing resources.
- Allowed for refinement of the workflows and user interface throughout phases one and two.
- Provided coaching during PaaS to allow for the smooth transition of all planning responsibility from enVista to the client.
- Well-positioned the client to onboard new personnel to its planning team.

Let's have a conversation.®

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