

Companies Grow Greener...

...and Save Green with...



Improve Your Footprint with Inventory Planning and Optimization Solutions from Valogix

Everything we do improves critical business processes through automation, intelligent optimization, processing speed and rapid implementations. You achieve measurable results quickly and continue to see benefits and improvements every day - month after month, and year after year.

Lowering costs, reducing expedited shipping and planning time, eliminating waste, reducing computer utilization: a smaller, greener carbon footprint.

VALOGIX® ADAPT Technology - the power behind the green

Automatically Determines:

- Demand forecasts
- Replenishment plans
- Optimal stocking levels
- Replenishment quantities (Min & Max levels)
- Safety Stock
- Excess Inventory

Dynamic Planning Stays Current:

- The system adapts automatically as business conditions change
- Alerts warn you of potential problems before they happen
- Excess and Inactive inventory are immediately identified
- Get instant access to stock levels in all locations

Advanced Planning:

- Runs multiple forecasting models to select the best fit for each item
- Optimizes & re-balances mix to reduce costs & increase fill rates
- Plans replenishment orders for the right amount of stock at the right time and place

Valogix LLC • 27 Division Street • Suite 2 • Saratoga Springs • NY • 12866-2132 • USA
Tel: 518-450-0309 • Fax: 518-450-0319
www.valogix.com



Valogix Customers Results - 2 Years

Valogix Customer Results	Legend Valve Jan 2009 (Shelby Township, MI)	Herramientas Poderosas 2009 (Guatemala)	Pacific Steel December 2008 - 2009 (Great Falls, MT)
Industry	Valve Manufacturing	Building Materials/Power Tools	Steel Recycling
# of Items Planned/# Locations	5,000/5 locs.	5,200+/ 1 loc.	88,000/ 38 locs.
Excess Inventory Reduction	\$4,000,000	Not Reported	\$300,000
Inventory Investment	Reduced by 18.3% (\$2,200,000)	Reduced by 22% (\$320,000)	Reduced by 28.5% (\$8,400,000)
Inventory Turns	Increase by 30% (estimated)	Not Reported	Increase by 60%
Labor Savings – Reduced Planning Time	\$35,000 20 Hours per week	\$80,000+ annually	\$250,000+ annually 200 Man-Hours per week
Ordering Time	Decreased by 62%	Not Reported	Decreased by 70%+
Fill Rate	98%+	95%+	Not Reported
Days Inventory On Hand	Not Reported	From 144 days down to 45 days 70% Reduction	Not Reported
Time to Value - (ROI to repay the investment in Valogix)	Less than 3 months	Less than 6 months	Less than 6 months

Company:

Name: Legend Valve
 Location: Shelby Township, MI
 Industry: Wholesale distribution
 Products and services: Residential & commercial valves
 Items in inventory: 5,000
 Web: www.legendvalve.com

Achieved Objectives

- Reduce inventory investment while improving sales opportunities
- Maintain competitive advantage of high service levels
- Increase staff productivity by streamlining forecasting and replenishment processes

Company:

Name: Herramientas Poderosas
 Location: Guatemala City, Guatemala
 Industry: Construction and Power Tools
 Products and services: Building Materials & Power Tools
 Items in inventory: 5,200+

Achieved Objectives

- To be the industry leader by providing the best fill rates and time of delivery
- Reduce the number of days of inventory
- Increase staff productivity and reallocate resources to other projects

Company:

Name: Pacific Steel & Recycling
 Location: Great Falls, MT and 35 branch locations
 Industry: Wholesale distribution
 Products and services: Steel Service Center and Scrap Metals Recycler
 Items in inventory: 88,000
 Web: www.pacific-steel.com

Achieved Objectives

- View inventory across all branches to reduce new buys and inventory levels
- Streamline purchasing processes to reduce planning time

Valogix Customers - Longer Term Results—5 Years

Valogix Customer Results	Advanced Business Systems	Translectric	Advanced Business Methods
Industry	Office Equipment	Industrial Parts	Office Equipment
Back Orders	Measured in Hold for Parts	Decrease by 12%	Measured in Hold for Parts
Dead Stock Identified	Not Reported	\$300,000	\$150,000
Emergency Freight	Decreased by 38%	Not Reported	Not Reported
Hold for Parts*	Decreased by 32%	Not Measured	Decreased by 27%
Inventory Investment	Decreased by 35%	Decreased by 12%	Not Reported
Inventory Turns	Not Reported	Increase by 300%	Increase by 60%
Labor Savings	\$80,000	Not Reported	\$50,000
Parts Ordering Time	Decreased by 62%	Decreased by 85%	Not Reported
Revenue Change	Not Reported	Increase by 10%	Not Reported
Trunk Stock	Decreased by 48%	Not Reported	Not Reported
Time to Value	Less than 6 months	Less than 3 months	Less than 12 months

Company:

Name: Advanced Business Systems
 Location: Tallahassee, FL
 Industry: Copier Dealer
 Products and services: Copier Sales & Service
 Items in inventory: 4,000
 Web: <http://www.a-b-s.com/>

Achieved Objectives

- Reduce inventory investment while improving sales and service revenues
- Reduce Hold For Parts backlog
- Increase staff productivity by streamlining forecasting and replenishment processes

Company:

Name: Translectric
 Location: Jackson, MO
 Industry: Distribution - Auto and Construction
 Products and services: Electrical/Hardware components
 Items in inventory: 8,000
 Web: <http://www.servicemate.com/>

Achieved Objectives

- Reduce inventory investment while improving service
- Reduce backorders
- Increase sales revenues by reducing lost sales due to an unbalanced inventory mix.

Company:

Name: Advanced Business Methods
 Location: West Fargo, ND
 Industry: Wholesale distribution
 Products and services: Residential & commercial valves
 Items in inventory: 19,500
 Web: <http://www.abmaos.com/>

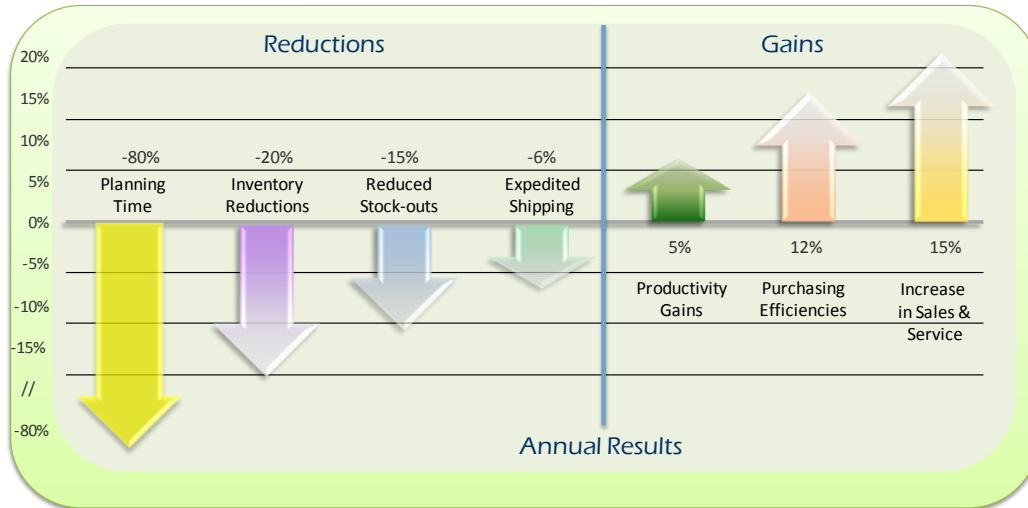
Achieved Objectives

- Reduce inventory investment while improving sales and service revenues
- Reduce Hold For Parts backlog
- Decrease excess inventory



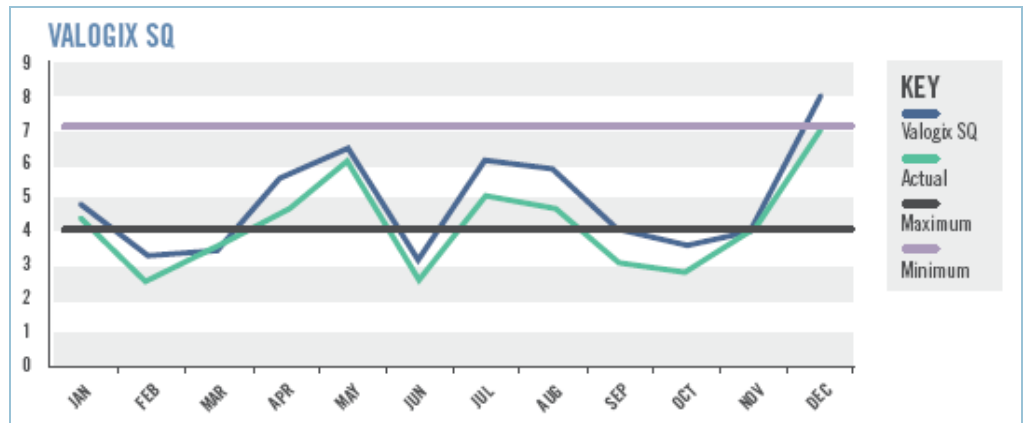
Valogix Delivers Measurable Value in Many Ways

This chart represents the type of potential savings you can achieve with Valogix solutions. In addition to productivity gains and cost reductions are increased revenues from satisfying your customers - the first time, every time.



Optimized Shelf Stock Planning — The Success Behind Valogix Solutions & Your Business

This chart illustrates intelligent, optimal stock setting that automatically adjusts the plan as conditions change. VALOGIX® Planner sets an optimal Stocking Quantity (SQ). This proprietary approach considers many variables, including forecast, lead time, service levels and more, to dynamically set the right stocking level and more closely match actual demand.



It's the smart way to plan.

Experience Counts

For over 23 years, the Valogix founders have been innovators in inventory planning and optimization. **Contact your local Valogix representative today** and experience the power of value-based inventory planning.

For Valogix call: 518-450-0309
 Email us at: salesinfo@valogix.com
 visit our web site: www.valogix.com