



ProjectLine Solutions, Inc Leads SAP Business One Sale with VALOGIX® Inventory Planner to Solve Difficult Inventory Challenges

Pain Points and Challenges:

- Manual Inventory Process
- Stock Outs
- Over Stocks
- Poor Warehouse Efficiency
- Lack of warehouse Space

ProjectLine Solutions, Inc. is an eBusiness solutions provider, serving a broad range of industries in North America and providing integrated software solutions to improve financial performance, reduce risk, enhance quality and streamline decision-making. Its prospect, a 100-year old masonry product and fireplace distributor, was experiencing difficulty managing its extensive line of more than 5,000 products with its current Accpac Plus accounting software and manual processes.

In the summer of 2007, Glenn Bampton, Sales Manager at ProjectLine Solutions, contacted Valogix for assistance in the presentation of the Valogix solution. After the initial discovery process, Glenn noted several key issues with inventory planning. The most urgent issue was the need to replace a manual, paper-based process to fulfill sales orders. When an order was taken, the order was printed and carried to the yard to be filled. If the product was not available, it was marked on the paper copy and the copy would be filed in a bin for back orders in the central office, which were manually monitored. This was very time consuming and created a lot of duplication of effort and human errors. Additionally, the prospect had concerns regarding over- and under stocking, as well as dead stock. And although there was some inventory control in Accpac Plus, it was not always as accurate and lacked advanced inventory planning capabilities.

One significant benefit Valogix delivered was how to better plan and manage inventory to avoid or delay adding more storage/warehouse capacity. The company was planning to add more warehouse capacity but was having difficulty with the city getting the proper permits, while construction prices continued to rise. Valogix minimized (optimized) the inventory, made better use of their existing warehouse space and increased turns, showing the prospect that they could avoid having to add more space for some time. This could save tens of thousands of dollars in the future. ProjectLine was able to show significant value over the competition, Microsoft Dynamics GP and subsequently, won the deal.

“It would not have been possible to close this deal without demonstrating the high inventory Return on Investment that VALOGIX Planner was able to provide.”

Glenn Bampton
Sales Manager

Glenn stated, *“The savings our client saw from the Valogix software in the first year paid for a significant portion of the solution suite including SAP Business One and a WMS system. The savings each year going forward will be a bonus.”*



SAP SSP Partner of the Year 2008
SAP SSP Partner of the Year 2007
SAP ISV Partner Sales Excellence Award Winner 2006

