



THE INVENTORY LEADER For SMBs



Valogix Uncovers the Cash Hidden In Your Inventory Investment

REDUCE COSTS AND IMPROVE REVENUES

Valogix is the leader in automated inventory planning and optimization solutions for SMBs. Our tools use proprietary algorithms that improve the value of your inventory investment by forecasting, replenishing, and optimizing so you can manage your inventory more efficiently, meet the demands of customers, and improve supplier relations—all at lower costs.

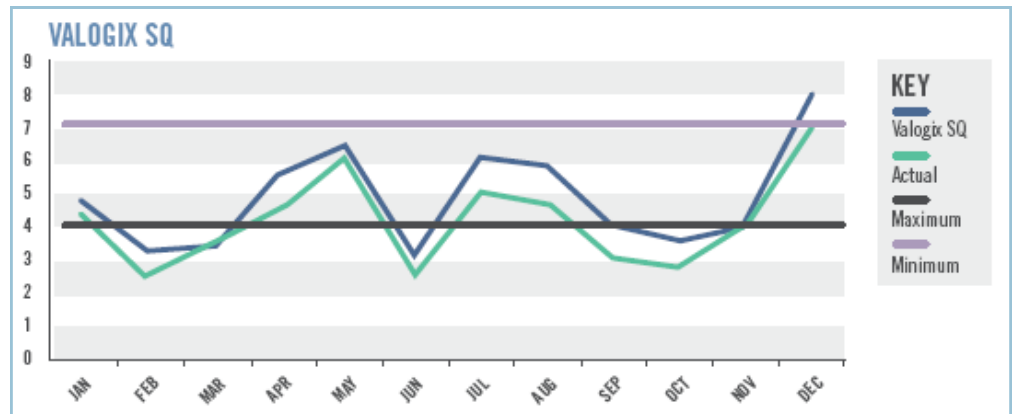
Valogix Delivers Measurable Value in Many Ways

This chart represents the average savings our customers achieve with Valogix planning solutions. Increase your revenues by 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.

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



Does Your Planning Software Help You Do This?

New Valogix Customers - Immediate Results

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.
Dead Stock Identified	Not Reported	Not Reported	\$1,490,000
Inventory Investment	Reduced by 12.5% (\$300,000)	Reduced by 22% (\$320,000)	Reduced by 23% (\$935,000)
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

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+

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

Objectives

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

Valogix Customers - Long Term Results

Valogix Customer Results	Advanced Business Systems (2006 – 2009)	Translectric (2006 – 2009)	Advanced Business Methods (2006 – 2009)
Industry	Office Equipment	Industrial Parts	Office Equipment
Back Orders	Measured in Hold for Parts	Decrease by 20%	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	Reduced by 35%	Reduced by 20%	Not Reported
Inventory Turns	Not Reported	Increase by 300%	Increase by 60%
Labor Savings	\$80,000	Not Reported	\$50,000
Parts Ordering Time	Reduced by 62%	Reduced 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	First results in 3 months; On-going savings over 2.5 years	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

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/>

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/>

Objectives

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

Valogix Planning & Optimization Solutions The smart way to manage your inventory

From a Valogix customer...

"We've reduced our inventory value by \$320,000 in a very short time while maintaining 95% or better fill rates. Shifting the focus from keeping up with our growth to managing working capital has truly allowed us to stay ahead of the competition and keep our customers coming back,"

*Antonio Castillo, CFO,
Herramientas Poderosas*



As your business grows, it becomes impossible to manually keep track of reorder points, and standard inventory control modules and spreadsheets offer little help in driving down costs and improving revenues. If you maintain your inventories manually with complicated spreadsheets and dated replenishment methods, you are losing both time and money.

Valogix delivers ready to use solutions that install quickly, are very easy to use, and provide you with a high rate of return. Our systems offer a dynamic view of your inventory investment, across all locations and make smart plans based on several variables, not just one or two. If you answer **Yes** to any part of the following question, Valogix can help.

What are your inventory goals and objectives? Do you want to:

- Reduce inventory by 20% or more
- Reduce expediting and emergency shipments by 35% or more
- Improve productivity by reducing planning time by 60% or more
- Control and reduce replenishment spending by 15% or more
- Improve service levels by having the right items available when your customers want them?

VALOGIX® ADAPT Technology - the power behind the system

No Manual Work to Determine

- Demand forecasts
- Replenishment plans
- Optimal stocking levels
- Replenishment quantities (Min and Max levels)
- Safety stock
- Excess inventory
- Minimum orders for discounts

Dynamic System 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

- Automatically runs multiple forecasting models to select the best fit for each item
- Optimizes and re-balances inventory mix to reduce costs and increase fill rates
- Plans replenishment orders for the right amount of stock when it is needed and not before

Experience Counts

For more than 21 years, the Valogix founders have been innovators in inventory planning and optimization. We help SMBs manage their inventory using the same tools enterprise-level companies use, at a fraction of the cost.

Contact your local Valogix representative today and experience the power of value-based inventory planning. Don't have a Valogix representative? Call us and we'll help you find one in your area.

Call us at: 518-450-0309 Contact us by email: salesinfo@valogix.com Visit our web site: www.valogix.com