

Real Solutions Wins Over Prophet 21 with Solution Set from SAP® Business One and VALOGIX® Inventory Planner



Real Solutions, an SAP Business One partner, knew their customer needed help replacing their out of date systems and time-consuming manual processes. Their customer, RV Evans Company, a 71-year old firm, provides sources for packaging, fastening and closure systems. They contacted Real Solutions to assist them with replacing their AS 400 software systems and multiple, manual processes. They had several needs for their three locations:

- Identification of aging inventory
- Replacement of manual/spreadsheet purchasing processes
- Inventory analysis at the vendor level
- Performance reports at the item level
- Improvement of search capabilities - items, customers, vendors, etc.
- System-generated items to add to the order to cross sell and up sell

By leading with Valogix, we were able to close the deal without price negotiation by showing the potential to reduce inventory by \$290,000 right away.

Jim Flynn,
Real Solutions

Closing the Deal

After conducting a thorough discovery process which included a detailed inventory discussion, Jim Flynn, the lead consultant for the opportunity conducted a custom demonstration using RV Evans's historical data in VALOGIX Inventory Planner. *Using only a portion of their inventory data history*, the system showed a shelf value of more than \$290,000 in excess/dead inventory. This one-time savings alone was enough to cover the cost of the SAP Business One solution with VALOGIX Inventory Planner. Once implemented, Valogix will help RV Evans keep their inventory balanced, providing savings each year going forward.

After evaluating several other solutions such as Dynamics Great Plains and NAV, as well as Prophet 21, the customer stated that they could have been comfortable with Prophet 21, but the return on investment demonstrated by VALOGIX Inventory Planner was key to their purchasing decision. Other factors related to inventory planning were the tight integration of requirements planning, which was a completely manual process and finally, the availability of inventory analysis at the item level.

Future Expected Return on Investment

In addition to the upfront savings Valogix was able to identify, RV Evans expected savings into the future. These savings include:

- Ongoing inventory reduction with the availability of the full data history
- Improved inventory availability and turns
- Reduction in amount of time required for purchasing

Jim noted, "We would not have won this deal without showing the customer the significant savings identified by Valogix. The savings we showed them with only a portion of their data history was enough to pay for the entire solution set, including SAP Business One."

Do you have a great partner or customer story to share? Contact Dawn DiLorenzo, Marketing and Communications Manager at d.dilorenzo@valogix.com. Read our other partner and customer success stories on our P2P site at <http://p2p.sap.com/valogix>.