



The lights come on for Zebbies inventory planning

Sage
Inventory Advisor
Success Story

Challenge

Zebbies Lighting used a labor-intensive and tedious process to order with suppliers and distribute to the retail stores. They were continually understocked or overstocked at their main warehouse.

Solution

The recent implementation of Sage Inventory Advisor with Sage Evolution provides an Inventory Management System with the tools to plan replenishment at both a distribution and retail store level.

Result

Zebbies have seen reductions in their capital spend and now have data that provides them with valuable insights at each store so they are able to order more cost-effectively.

Customer

Zebbies Lighting

Industry

Lighting Products Importer
Retail

Location

Throughout South Africa

For over 57 years, Zebbies Lighting has been an importer and retailer of lighting products. With 18 retail branches throughout South Africa, Zebbies offer a comprehensive product range and assist customers in selecting the appropriate product and style tailored to suit their needs.

BUILDING A SMARTER INVENTORY

A labor-intensive and tedious re-ordering process using Sage Evolution ERP and spreadsheets was being used to order on suppliers and distribute to the retail stores. It was impossible to know how these orders would impact customer fill rates or what the optimal stock model was. The main warehouse was continuously either understocked or overstocked. Planning forward for the Chinese New Year when suppliers would be closed seemed impossible. Optimal filling of containers - an unattainable dream.

Zebbies implemented Sage Inventory Advisor with Sage Evolution to provide an Inventory Management System with the tools to plan replenishment at both a distribution center (DC) and retail store level.

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Sage Inventory Advisor helped Zebbies optimize their store stock levels, thereby reducing their transportation costs. They are ordering more efficiently which has enabled them to free up capital for use on other projects. From a sales and marketing perspective, they are now able to take action on slow-moving or excess stock items by running promotions or discounts.

“Perhaps one of the biggest advantages of Sage Inventory Advisor is the dashboard, especially when you are looking after numerous stores with large inventory listings. It is so easy to navigate, and we can easily identify and deal with the top 20 items identified as excess, surplus orders or potential stock outs before they become a problem,” Says Michael Rowland, Inventory Manager for Zebbies Lighting.

“The real-time information and fill rate improvement that we have seen has helped us to improve customer satisfaction which has been invaluable,” concludes Michael.

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Michael Rowland,
Inventory Manager,
Zebbies Lighting