Translectric Inc. Over the Years Received High ROI

In 2006, Valogix published the first customer success story about Translectric. Within three months of implementation, they had reduced inventory, decreased back orders, and increased revenue and inventory turns, achieving more than 100% ROI. Additionally, the system identified nearly $200,000 in overstocks, excess and inactive items.

One year later, at 14 months, Valogix completed a second success story on Translectric. At that time, they noted ongoing savings which included a reduction in inventory of 20%, increase in revenue of 10%, and a 70% reduction of back orders, among others.

Over the years, Translectric had continued to benefit from the savings by using Valogix. Recently Translectric completed an evaluation of their inactive and excess inventory, necessitated by this precarious economy. From its 1,500 items in inventory, the system identified more than $20,000 in inventory "fat" and Translectric has taken steps to eliminate it from its shelves.

In just two years, Translectric has been able to:

- Reduce planning time by 85%
- Increase inventory turns by 300%
- Reduce inactive and dead stock by 60%
- Negotiate supplier discount of 3%

"After using Valogix for two years, we are very satisfied with the ROI it provides Translectric. It has more than paid for itself in a very short time and is a tool that just keeps giving back—it helps us and our customers save money year after year."

—Scott Toll
Operations Manager

"In tough economic climates, businesses have to find ways to trim the "fat" but also increase customer service at the same time," notes Scott Toll, Operations Manager. *"Valogix helps not only Translectric do that, but our dealers benefit by not having to carry large quantities of stock and still be able to get what they need when they need it."*

In total, Valogix has helped Translectric reduce its inventory investment by hundreds of thousands of dollars, while increasing fill rates to more than 95%.

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