

# The benefits of partnering with EazyStock

Helping your clients improve their inventory management capabilities with EazyStock



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# Supply chain challenges faced by your customers

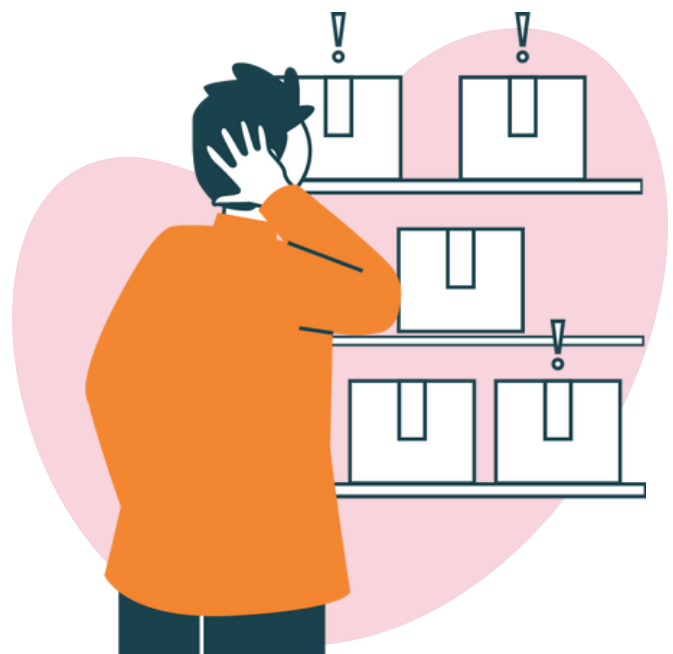
**Your customers are faced with turbulent times. The global trading landscape is more uncertain than ever. Economic, political and social factors impact marketplaces and supply chains like never before. At the same time, technology is driving online purchasing, automation and connectivity at a dramatic pace.**

To stay competitive, your customers need to find ways to make their supply chains more resilient and agile, to face upcoming challenges while taking advantage of market opportunities.

Businesses of all sizes are turning to supply chain digitalisation for answers to transform how they work.

Central to this plan is the ability to ensure a regular flow of inventory that meets volatile customer demand despite risks to supply.

**Inventory optimisation software** is a critical piece of the puzzle in helping inventory management teams understand and manage demand and supply variables. It also offers improved efficiencies and powerful data insights, with a wealth of functionality to help ensure competitiveness.



# What is inventory optimisation?

**Inventory optimisation is a relatively new concept and can be confused with basic inventory management processes.**

**Inventory management** is the business process responsible for ordering, managing, storing and moving inventory. It supervises the flow of goods from manufacturers to warehouses and onto the relevant sales channels.

In contrast:

**Inventory optimisation** is the art of balancing high service levels with the lowest possible inventory investment. It allows businesses to ensure product availability while reducing inventory costs and minimising the risk of excess stock. This is done by forecasting demand and managing supply variables while dynamically adjusting stock rules and inventory parameters.

Inventory optimisation aims to have the right products, in the right place at the right time – as efficiently and cost-effectively as possible.

While most enterprise resource planning systems (ERPs) offer good inventory management functionality, few provide inventory optimisation capabilities, and they're basic at best. Inventory optimisation software like EazyStock can easily integrate with existing ERPs, to offer a more advanced solution.

By complementing your customers' inventory management capabilities with an inventory optimisation tool, you can improve their competitiveness. Here's how...

# About EazyStock

**EazyStock is an inventory optimisation tool that connects with an organisation's existing ERP to forecast demand automatically, set optimal inventory levels and calculate replenishment parameters, including reorder points, reorder quantities, and safety stock.**

Unlike most ERPs that use a linear, rules-based approach to stock management, EazyStock deploys advanced statistical algorithms that consider multiple factors impacting demand and supply variability down to SKU level.

With the ability to optimise stock levels, many EazyStock customers find that they lower their inventory costs by at least 20% while simultaneously improving service levels by a similar percentage.

Inventory optimisation software is growing in popularity. Large, enterprise-level corporations have invested in inventory optimisation software for years to improve their service delivery and bottom line.

EazyStock allows businesses of all sizes to take advantage of the same technology.

EazyStock is a cloud-based system hosted on AWS, so it's easy to implement and offers a fast ROI. We deliver EazyStock using a 'software as a service' (SaaS) commercial model, meaning it's a low-risk financial option for your customers with little upfront capital investment.





# EazyStock features and functionalities

Here's an overview of the top features  
and functionality **EazyStock** can deliver

## Data input into EazyStock

Data transfer from a client's ERP to EazyStock can be done in several ways:

- Flat file imports via SFTP
- Data imports via Excel spreadsheets
- Open API
- Ready-made connectors

Raw data includes stock item data, historical sales and demand, and open purchase orders from the ERP.

## Demand forecasting

EazyStock automates demand forecasting. The software analyses historical demand data and classifies each inventory item into one of seven demand types depending on the item's position in its product life cycle. The demand type then determines the statistical algorithm EazyStock uses to calculate each forecast.

The system also identifies factors such as seasonality, consumer behaviour trends and promotions so it can adjust forecasts accordingly. Customers can also configure EazyStock to weight forecasts on more recent demand data (for fast-moving industries) or longer historical demand periods (for slow-moving industries).

## Dynamic inventory classification

EazyStock takes ABC inventory classification to the next level by recommending the optimum quantities of each SKU based on several key criteria. These include an item's demand type, value of annual usage (VAU), pick frequency, and demand volatility. The aim is to ensure service levels can be achieved with the minimum amount of stock.

EazyStock categorises each SKU into inventory matrixes before applying specific stocking rules to each group of items to achieve target service levels.

The result is that your customers can make much more informed stocking decisions than by using a simple ABC analysis framework.

## Dynamic replenishment parameters

During implementation, customers can configure EazyStock's replenishment parameters to reflect the demand dynamics of your customers' market, accounting for variables such as seasonality, speed of innovation and demand volatility.

EazyStock then combines demand forecasts, inventory policies and target service levels to determine the algorithms used in its replenishment calculations. Dynamic replenishment calculations include:





**Safety stock:** Safety stock covers any unforeseen variance in demand or supplier lead times, so there is always stock to fulfil orders. Inventory planners often manually determine safety stock levels by adding extra stock days or a certain percentage to the cycle stock quantity.

EazyStock calculates safety stock using algorithms that consider an item's target service level, forecast confidence, order cycle time and lead time variability.

Since every item has a unique demand pattern, the safety stock levels are automatically adjusted during an item's life cycle.



**Reorder alerts:** Most ERPs create order alerts when they hit a fixed date or stock drops to a specified level (entered manually by the user). Both methods fail to consider demand and supply variations.

In contrast, EazyStock factors in demand forecasts (so ordering mirrors customer demand), safety stock levels (to avoid stockouts) and supplier lead times (to cover supplier holidays or busy periods).



**Recommended order quantities:** ERP reorder quantities can be fixed, vary to hit a max or min capacity or use the Economic Order Quantity calculation. However, these calculations are one-dimensional and do not reflect supply and demand dynamics.

Instead, EazyStock automatically generates daily order proposals with reorder quantities considering demand forecasts, inventory policies, safety stock, current stock levels, reserved stock, goods-in-transit and back-orders.

## Supplier management

EazyStock's top supplier management capabilities include:



**Dynamic lead times:** Your customers can track actual lead times and receive alerts when they begin to deviate from the norm. EazyStock can then automatically adjust replenishment parameters to cover longer lead times.



**Order calendars:** EazyStock can consider internal ordering or delivery processing constraints and supplier holidays, such as Chinese New Year. The system automatically adjusts reorder quantities and safety stock levels to accommodate.



**Order fill-up:** Many suppliers also have a minimum order quantity (MOQ), whether number of units, value or weight. When placing an order short of the MOQ, EazyStock recommends items from the same supplier with actual upcoming demand to fill up the order instead of items selected at random or by 'guesswork'.

## The output from EazyStock

Ultimately, EazyStock provides a daily list of items and quantities to reorder. Users can then decide whether to review and adjust (if necessary) the orders or simply automate the ordering process. The orders can then be imported back into an ERP system to create purchase orders.

# How your **customers** will **benefit** from using **EazyStock**

If you have customers finding it challenging to meet order fulfilment targets, lower investment in inventory or have constant stockouts, EazyStock can help.

EazyStock delivers ROI within months of implementation, helping your customers to:

**01** | Enhance supply chain visibility and manage supply and demand variables, ensuring optimal inventory levels to meet demand efficiently.

**02** | Increase service levels and reduce the risk of stockouts, lost sales and unhappy customers.

**03** | Proactively lower stock levels to free up working capital and reduce excess stock and the risk of obsolescence.

04

Improve inventory planning and purchasing efficiency and save time for other valuable activities.

05

Provide accurate, current data to make more informed inventory planning decisions.

06

Improve supplier relationships and better manage supplier constraints.



# EazyStock as an ERP add-on

**As a standalone cloud solution, EazyStock is simple to implement and provides fast ROI:**

## **Rapid set up**

EazyStock customers can be up and running within weeks of signing a contract. Integrating EazyStock with ERP systems is easy and won't disrupt your customers' business processes.

## **Affordability**

EazyStock is a SaaS product, making it low-risk for your customers with virtually no upfront capital investment. It also comes with free software updates included in the yearly SaaS fee, so your customers are sure to always be on the latest release of EazyStock.

## **Scalable and flexible**

EazyStock can easily be scaled up or down to meet the ever-changing demands of your customers. It's easy to upgrade or switch ERPs without losing any data.

## **Easy user adoption and unrivalled support**

EazyStock's Customer Success Managers set up a success blueprint for each customer before implementing a tailored training plan. With a wealth of features, our Customer Success Managers begin with the basics before building up the functionality as users gain confidence and ability.

# EazyStock and Synchron

EazyStock is part of Synchron AB, a global leader in cloud-based inventory optimisation and pricing software. Synchron's software solutions are used by some of the world's largest enterprises, including Mazda, Hitachi and Toyota Industries Corporation.

EazyStock customers use the same high-performance platform as these global brands but with the user experience and features tailored to smaller and more diverse operations.

Synchron consistently spends 20% of its annual revenue on research and development to improve its software portfolio continually. EazyStock users benefit from this investment and receive free software upgrades throughout the year.

Visit [www.synchron.com](http://www.synchron.com) to find out more about Synchron.



**1999**

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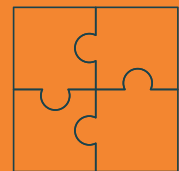
**12**

Global offices



**100+**

Countries



**20k +**

Implementations

**synchron**

# Partnering with EazyStock

**At EazyStock, we offer robust partnership opportunities for ERP resellers looking to satisfy their customers' inventory management needs while adding a new revenue stream to their business.**

There are two ways to partner with EazyStock, each with its own benefits and terms: the EazyStock Referral Partner or the EazyStock Solution Partner.

## **EazyStock Referral Partner**

EazyStock Referral Partners recommend clients to EazyStock in return for an attractive commission package. Our team helps you identify potential EazyStock customers, qualify them and ignite their interest in our software. We then take on the implementation of the software.

## **EazyStock Solution Partner**

EazyStock Solution Partners sell and implement the software and provide support to their customers as they use it. With this added level of involvement comes a more beneficial compensation package through the lifetime of the customers' EazyStock contract.



We ensure our partners receive the training and support they need to service their clients comfortably. This can include:

- **Partner portal** – EazyStock’s Partner Portal includes materials on how to qualify a lead, as well as supporting sales, marketing and implementation materials.
- **Syncron eLearning** – This online training course gives Solution Partners an in-depth description and breakdown of the software and best practices for optimising its use.
- **EazyStock demo environment** – Solution Partners can access EazyStock’s demo environment to explore its capabilities and demo the tool to clients.
- **EazyStock team support** – Partners have a dedicated Customer Success Manager to provide the assistance they need in the sales cycle and help their customers take full advantage of EazyStock’s capabilities.





eazystock

**Find out more  
about inventory  
optimisation and  
your partnership  
options**

**Book a demo**