



Case study:
**Central States
Industrial**



Central States Industrial

Central States Industrial (CSI) provides components and systems for hygienic processes used across multiple industries including dairy, food, beverage, pharmaceuticals and personal care.

From their headquarters in Springfield, Missouri, CSI offers distribution, service and repair, installation and custom manufacturing to customers across the globe.





The challenge

CSI was accustomed to using the inventory management module of their ERP Infor A+. When they switched to a new Epicor ERP, they needed a new solution to forecast demand for their 30,000 SKUs spread across four distribution centers – fast. However, they were not looking for a simple replacement; they wanted a system that could take their inventory management capabilities to the next level.

CSI especially required forecasting and demand management capabilities. With the old inventory management system, the buyers had to manually update the demand type for each SKU to get the best forecast possible, which was time-consuming and inefficient.

In addition, the team wanted to improve how they managed inventory across their four US distribution centers. They needed a way to track the volume of SKUs in each location and send surplus items to other sites where they were most needed. Using existing stock first would help reduce the need to purchase additional inventory.

“We were used to having inventory management integrated with our ERP system. We weren’t willing to give that up. With so many SKUs to keep track of across many channels throughout our supply chain – multiple suppliers, multiple distribution centers, multiple ways to serve our customers – we realized that we’d need to find a new solution that could meet our needs.”

Keri Potter, Director of Supply Chain and Logistics





The solution

CSI evaluated a few inventory optimization solutions but ultimately chose EazyStock for the following key reasons.

1. EazyStock offers a robust solution with functionality that exceeded CSI's expectations and needs.
2. EazyStock provides flexibility for CSI in both production and distribution, with override capabilities as an option.
3. The great price point made it easy to pitch EazyStock to upper management.

EazyStock integrated with CSI's new Epicor ERP to automate and improve forecasting based on demand types for each SKU, save money by redistributing items to the locations where they are needed, and increase their inventory 'health' by minimizing excess and obsolete stock.

"This was very tricky for our purchasing team. They were learning both Epicor ERP and EazyStock at the same time. We knew we needed to keep our inventory management running smoothly, so once we had chosen it, we decided to get started right away with EazyStock."



The results

Since adding EazyStock in 2018, Central States Industrial has seen consistently positive inventory management, and the tool has proven to be even more robust than their previous inventory management solution.

With the old inventory management system, CSI had to update demand types for every SKU manually. With EazyStock, every SKU is automatically analyzed and sorted into one of nine different demand types. This determines the forecast for the SKU over the next period, which CSI then imports into their ERP to help place orders at optimal reorder points.

*"In our old ERP, the demand type was static until we went in and manually changed it. **With EazyStock, it's now automatically updating the demand type based on transactional history, so we know the correct demand type is being applied to one of our thousands of items.**"*

EazyStock also automatically creates alerts on the inventory summary screen if demand exceeds the forecast. This way, the team doesn't need to comb through every SKU to see where they may fall short; instead, the advanced warnings allow them to easily assess where they may need to pick up more inventory.

In addition, CSI has seen improvement in redistribution. Instead of overstocking in one of their four distribution centers, the buyers can search each SKU in EazyStock to see if it's stocked at a different location before ordering more from a supplier. This saves CSI money by preventing rush orders from their suppliers and freeing up space in the warehouse.

With EazyStock automatically managing demand forecast and offering redistribution capabilities, CSI has decreased excess stock by 17% while increasing their healthy stock (that is, stock offering a high ROI) by 29%.

The support from EazyStock's team also made it easier for CSI to integrate the tool into their daily routine. The initial training combined with an accessible Customer Success Manager has helped CSI use EazyStock to the fullest extent. Since using EazyStock, CSI has seen a 20% increase in sales while only increasing their stock level by 12%.

"EazyStock made it as easy as possible for us to get up and running. They're always available to answer questions or address our concerns. The time EazyStock has devoted to answering questions and explaining how and why things work has helped grow our knowledge. This has allowed us to leverage the tool quickly and see positive results."

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Director of Supply and Logistics



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business, get in touch.**

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