



Case study: Nextera Packaging

Nextera Packaging

Nextera Packaging (Nextera) helps growing food processors buy packaging designed for their food, optimized for their operations, and built to scale.

Unlike traditional distributors, they combine manufacturer-level product expertise with high-performance distribution capabilities to become a customer's consultative partner, getting their food into the right packaging with less trial and error.





The challenge

The Nextera team manages multiple product lines of around 6,000 SKUs across numerous locations in North America.

They used their enterprise resource planning (ERP) system, Microsoft Business Central, for planning, but this lacked advanced inventory management tools. With limited functionality, their ordering approach lacked structure and supporting data, leading to gut feel and guesswork.

"If stock dropped below a certain level, which we classed as our safety stock level, we knew we needed to place an order, but we didn't know how much. This level wasn't based on data, and didn't include lead times," explains Purchasing Manager, Zach Fuller.

Purchasing was complicated further due to operating with a mix of domestic and international suppliers with varying lead times. Time-intensive ordering processes reduced the time available for strategic tasks, such as updating lead times data, increasing the unreliability of correct and timely orders.

This inefficient ordering approach and lack of appropriate data often led to over- or under-ordering and stockouts.

To ensure Nextera could meet its business goals, the team needed a system that would work with Business Central to support data-led ordering and strategic use of lead times to reduce stockouts and improve service levels.



The solution



The solution

After reviewing solutions, EazyStock's user-friendly interface and advanced inventory management functionality made it the obvious choice.

As cloud-based software, EazyStock has a ready-made connector for Business Central, which made implementation and sharing data easy.

By tailoring forecast algorithms to each item's stage in the product life cycle and historical sales, EazyStock can provide accurate forecasts. It considers various information, including

promotions, trends, and lead times, to provide recommended orders for Zach and his team to accept or edit.

Accessing recommended orders, plus knowing the reorder points, order quantities, and safety stock levels were based on data rather than guesswork, would transform Nextera's inventory management.



The results

Since implementing EazyStock in 2022, Nextera has transformed its unstructured ordering process and taken control of its inventory.

A streamlined ordering process has increased efficiency and freed up time to maintain data and update lead times regularly, ensuring safety stock levels are useful and reducing the risk of stockouts.

"As EazyStock considers everything, it brings a level of sophistication to the planning process. We didn't look at historical usage before, except for maybe manually looking or reviewing to figure out how much we needed to order for an item. We also understand seasonal demand and can alter stock levels accordingly," explains Zach.

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Zach Fuller
Purchasing Manager



“The thing I like about EazyStock, is I can go in and place an order and get my recommended orders and I have the confidence that as long as I am setting up and maintaining those items properly, that what EazyStock is recommending to me is exactly what I should be ordering, or at least targeting.”

Manage by exception



Order Lines						
<input type="radio"/> IGNORE		<input type="radio"/> CONFIRM				
ACTION	ITEM CODE	SUPPLIER	ORDER QTY	LEAD TIME	EXP DELIVERY DATE	
<input type="checkbox"/>	<input type="radio"/> IGNORE <input type="radio"/> CONFIRM	ABC_1234	SUPPLIER 1	100	5 DAYS	2025-12-06
<input type="checkbox"/>	<input type="radio"/> IGNORE <input type="radio"/> CONFIRM	DEF_1234	SUPPLIER 2	100	5 DAYS	2025-12-06
<input type="checkbox"/>	<input type="radio"/> IGNORE <input type="radio"/> CONFIRM	GHI_1234	SUPPLIER 3	100	5 DAYS	2025-12-06
<input type="checkbox"/>	<input type="radio"/> IGNORE <input type="radio"/> CONFIRM	JKL_1234	SUPPLIER 1	100	5 DAYS	2025-12-06
<input type="checkbox"/>	<input type="radio"/> IGNORE <input type="radio"/> CONFIRM	MNO_1234	SUPPLIER 1	100	5 DAYS	2025-12-06
<input type="checkbox"/>	<input type="radio"/> IGNORE <input type="radio"/> CONFIRM	PQR_1234	SUPPLIER 2	100	5 DAYS	2025-12-06

Not an exact representation of the EazyStock user interface

Nextera's ordering is made more complex as 74% of items have erratic demand. EazyStock simplifies this by selecting the most appropriate forecasting algorithm based on demand type and other criteria. Zach trusts the forecast accuracy because, *“the logic of EazyStock is doing exactly what it should”*.

Zach also needs to accommodate customers who require product inconsistently, which is made easier thanks to EazyStock's forecast adjustment functionality. When presented with an unexpected promotion or issue, he has the flexibility to adjust forecasts.

“We have customers with erratic product demands, so forecast adjustments are essential. For example, when our customers run unexpected promotions, we have to be able to respond to that, and we use forecast adjustments to manage that.”

The team can now strategically manage supplier minimum order quantities (MOQs) thanks to EazyStock's recommended orders and order fill-up functions. If orders don't meet truckloads, weight, pallet amount, or value minimums, EazyStock will recommend items with upcoming demand to meet the shortfall. This reduces the risk of excess stock building up from adding random items.

"Order fill-up has been a huge help for the team. I use it for every vendor, every time, every day," says Zach. It's also helped to strengthen communications with the sales and operations teams.

"When the sales team asks when we're going to place an order with a certain supplier, I can easily check the order fill-up. There's a lot more confidence in my department because of EazyStock."

The screenshot shows the EazyStock 'Order fill up' interface. On the left, a sidebar titled 'Order fill up' contains filters: 'Fill up to: Minimum order value' (set to \$60,000), 'No filter', 'Confirmed', 'Minimum order quantity', 'Total order 186', 'Minimum order volume' (set to \$46,566.22), and 'Recommender Minimum order weight'. An arrow points from this sidebar to the main interface. The main interface, titled 'Order fill up', shows a table of recommended items. An arrow points from the right side of the interface to the text 'No more guess work or randomly adding items to meet supplier limitations'. At the bottom, a caption reads 'Not an exact representation of the EazyStock user interface'.

Order fill up

Fill up to: Minimum order value \$60000

No filter

Confirmed

Minimum order quantity

Total order 186

Minimum order volume \$46,566.22

Recommender Minimum order weight

Order fill up

Fill up to: Minimum order value \$60000

No filters applied

Confirmed orders:

ITEM CODE	ORDER QUANTITY	ORDER LINE COST	ORDER LINE WEIGHT	ORDER LINE VOLUME	DESCRIPTION	UPCOMING PREDICTED ORDER DATE	WAREHOUSE	SUPPLIER NAME	PICKS CLASS	STOCK BALANCE	CURRENT STOCK COVERAGE
ABC_1234	1,300	\$65.52	-	-	ITEM ABC..	2025-06-20	HAZN	SUPPLIER 1	P6	404	33 days
DEF_1234	320	\$16.06	4,448 g	-	ITEM DEF..	2025-06-20	HAZN	SUPPLIER 2	P4	100	10 days
GHI_1234	1,600	\$56.86	27,520 g	-	ITEM GHI..	2025-06-20	DEPOT_01	SUPPLIER 3	P6	534	33 days
JKL_1234	40	\$96.00	18,560 g	-	ITEM JKL..	2025-06-20	DEPOT_02	SUPPLIER 4	P6	88	18 days
MNO_1234	39	\$29.40	2,730 g	273,000 dm3	ITEM MNO..	2025-06-20	HAZN	SUPPLIER 5	P6	59	13 days

Order summary

Total orders	Total order quantity	Total order value	Total weight	Total volume	Order date
257	89,675	\$40,231.40	13,738,446.53 g	554,890 dm3	2025-06-19

Confirmed 186
Fill-up: 71

Confirmed \$4,841
Fill-up: \$4,324

Confirmed \$46,566.22
Fill-up: \$13,605.18

Confirmed 11,343,802 g
Fill-up: 3,394,663.51 g

Confirmed 0 dm3
Fill-up: 334,890 dm3

Cancel Confirm

No more guess work or randomly adding items to meet supplier limitations

Filter by value, quantity, volume or weight

Not an exact representation of the EazyStock user interface

To support data-led decision-making, EazyStock offers a variety of reports, which can be generated at the click of a button. This enables Zach to ***"build reports as we go, depending on what we want to analyze. We can then share this internally and combine with other data."***

Zach has also worked with Tony Vitello, Nextera's dedicated customer success manager, to create automated, custom reports. ***"EazyStock gives the user so many ways to tailor the system to meet their needs, while remaining user-friendly."***

Tony worked with Zach and his team to integrate EazyStock with Business Central and ensure everyone was comfortable using the software to get the best results. Training was tailored to the team's needs, and Tony was always available to answer questions.

Tony has built a strong relationship with Zach and has enjoyed seeing their progress. ***"Working with Nextera has been great. They've gone from inefficient, unstructured ordering to data-led, planned replenishment. Their involvement and enthusiasm for change made the training and implementation easy."***

"Tony has been absolutely phenomenal, and his availability and accessibility are excellent. The pricing structure is great. The customer service and support level is fantastic – they're willing to assist us with anything."

Zach looks forward to continuing to work with EazyStock to take advantage of further functionality to streamline inventory management processes. ***"EazyStock isn't a company that lets things rest. They are constantly looking at improving the system, which is encouraging, as we'll benefit from those improvements."***





Find out more

To find out how EazyStock can help your
business, get in touch.

Book a demo