eazystock

Case study:
hib.

hib.

hib.

hib. is on a mission to make you Feel Bathroom Fabulous.

From their base in Tamworth, UK, hib. has revolutionized the bathroom sector with its cutting-edge design, elevating mirrors and cabinets from add-on products to show-stopping 'must-haves'.

As an industry innovator, hib. pioneered technology such as LED lighting, steam-free mirrors and cabinets, built-in USB charging sockets, and Bluetooth connectivity.

The challenge

The hib. team managed a complex inventory of over 3,000 SKUs, including both core and spare items. They relied heavily on spreadsheets to support their purchasing processes, which, while effective to a point, required considerable manual effort and carried a risk of inaccuracy.

To prepare for purchasing, the team needed to compile and interpret data from multiple reports generated by their ERP system. This process could take several hours each week before any actual buying decisions were made.

Given the time-intensive nature of the workflow, the team scheduled orders with major suppliers bi-monthly and with others monthly. To ensure availability, they often increased order volumes, which sometimes led to excess inventory due to the lack of real-time planning tools.

The complexity of the system also meant that onboarding new team members required significant time and effort to ensure consistency and accuracy.

As hib. grew, they needed a solution that would enable them to manage their inventory to support rather than hinder their growth.

The solution

Purchasing Supervisor Lauren Nolan was aware of inventory optimization software from previous roles. With Supply Chain Manager Richard Sutton, Lauren researched solutions and received recommendations from other bathroom manufacturers.

Offering the best value for money, EazyStock's easy-to-use, intuitive user interface put it at the top of hib.'s list. Working with the EazyStock team, they set clear objectives to achieve:

Lean stockholding

More powerful reporting

Cost savings

Higher service levels

Reduced human error

The results

Since implementing EazyStock in February 2023, hib. has experienced remarkable results. They have streamlined their buying process, delivering significant time and cost savings. At the same time, they have improved stock availability while reducing overall stock value.

75% reduction in buying time (150 hours saved)

96% stock availability on main items (was 93%)

98% stock availability on spare items (was 80–90%)

£1m reduction in stock value

Time-saving

By automating their buying processes with EazyStock, hib. has eliminated the need to manually compile data from multiple reports. This has significantly streamlined their workflow, reducing weekly purchasing time and freeing up valuable team capacity. This newfound efficiency has allowed Lauren and the team to focus on more strategic tasks, providing a sense of relief from the previous manual workload.

"We can now focus on tasks that previously had to be put aside, including identifying new opportunities for cost savings. The team is exploring areas like logistics and supply data analysis that we simply didn't have time to look into before."

Stock value reduction

The team now relies on EazyStock's recommended orders with confidence, no longer adding unplanned items to purchase lists. This trust in the system has helped reduce over-ordering and streamline stock levels.

"Previously, using spreadsheets always came with a level of uncertainty, wondering whether we'd ordered correctly or if formulas had been altered without us noticing. That uncertainty is gone. EazyStock gives us clear, data-driven recommendations, and we're in control of the final decision."

Forecasting

Forecasting is more accurate thanks to EazyStock's advanced algorithms and calculations, which would be impossible in a spreadsheet.

With dynamic forecasting, hib. can also account for promotions. *"We can add the promotions we are running, and EazyStock will adjust stock levels,"* explains Lauren.

EazyStock's advanced forecasting tools also track demand across the year to highlight seasonal variations or peak demand periods. By recognizing hib.'s peak season across September, October and November, EazyStock can adjust order levels accordingly.

Richard Sutton, Supply Chain Manager at hib. commented: *"EazyStock's advanced forecasting tools are a valuable asset, intelligently applying different calculation methods based on item volatility. The system also allows users to easily adjust forecasts when needed, providing both flexibility and control."*

Reporting

Previously, reporting required navigating between multiple systems and spreadsheets, making it time-consuming and inefficient. Now, Lauren and Richard can access the insights they need instantly.

"Before, it took a lot of time to investigate each item in detail," says Lauren. *"With EazyStock, it's just one click, and everything you need is right there. It's great."*

The team regularly uses the Risk of Run-Out report to identify items that may require earlier production or faster delivery, helping them stay proactive and maintain strong supplier relationships.

Additionally, EazyStock's data validation prompts have been a significant improvement. Previously, missing or incorrect data could go unnoticed, but the system now helps them identify and correct issues before they impact operations.

Supplier calendars

Supplier calendars have helped Lauren plan around supplier shutdowns. By entering dates when suppliers are not operating, EazyStock can adjust order schedules, bring order dates forward, and alter safety stock levels accordingly. This means hib. can avoid running out of essential stock.

"There's a lot to gain from rethinking your processes. We thoroughly researched our options before choosing EazyStock, and it's been a great decision. We've saved both time and money, so take the time to do your research and make the change."

Lauren Nolan
Purchasing Supervisor

Onboarding and training

Lauren and the team found the training sessions led by their dedicated Customer Success Manager, Marek Glaszewski, to be clear, structured, and highly effective.

"Marek has been incredibly helpful, always quick to respond to any questions we've had, whether by phone or email," says Lauren.

From Marek's perspective, the engagement and commitment from the hib. team made implementation straightforward. *"They came to the project well-prepared, with clear goals and valuable background information. Their involvement and thoughtful questions enabled us to tailor the system effectively to their needs."*

Lauren adds that Marek's support has made a meaningful difference to her day-to-day work. *"We've had no issues with ongoing support, it's been excellent. His step-by-step guides are so clear that completing tasks feels effortless. He's made the whole process much easier."*

As Marek explains, *"I like enabling users to carry out tasks for themselves so they don't need to ask every time they need something. This builds knowledge and confidence and saves them time."*

When asked how Lauren would feel if she had to return to the old working methods without EazyStock, she was very clear it wouldn't work.

"EazyStock has opened up many opportunities for us to do things we haven't had time to do before because of how long things used to take. It would make life very difficult, and we'd probably need to hire an extra person to accommodate the extra workload."

Richard comments, *"Marek and the onboarding team were excellent. They took the time to answer all our questions and clearly explain how the system works. Their in-depth knowledge was invaluable, and they continued to provide support after go-live, which was crucial as we adjusted to the new system."*

When asked what advice she would give to other companies facing inventory management challenges, Lauren says:

"There's a lot to gain from rethinking your processes. We thoroughly researched our options before choosing EazyStock, and it's been a great decision. We've saved both time and money, so take the time to do your research, and make the change."

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Find out more

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

Book a demo