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Case study:
Copiax

COPIAX

Copiax

Copiax is Sweden's largest wholesaler of locking and security systems. Through their e-commerce, they offer nearly 43,000 products from over a hundred brands, to simplify the everyday lives of professional security installers and contribute to a safer society.

Since its inception in 1952, when two entrepreneurs developed a machine to copy the key shaft, which gave rise to the name Copiax, the company has grown into a leading player. Today, they are part of the ASSA ABLOY Group and continue to drive the industry forward with a focus on efficient logistics, warehousing and delivery solutions.

Copiax's business is built on quick delivery. In addition to large project deliveries, they have an extensive service operation where almost 99% of customers expect same-day delivery.

"Having the stuff on the shelf is everything for us," says Ulf Larsson, Procurement Director at Copiax.

Lack of trust in purchasing calculations
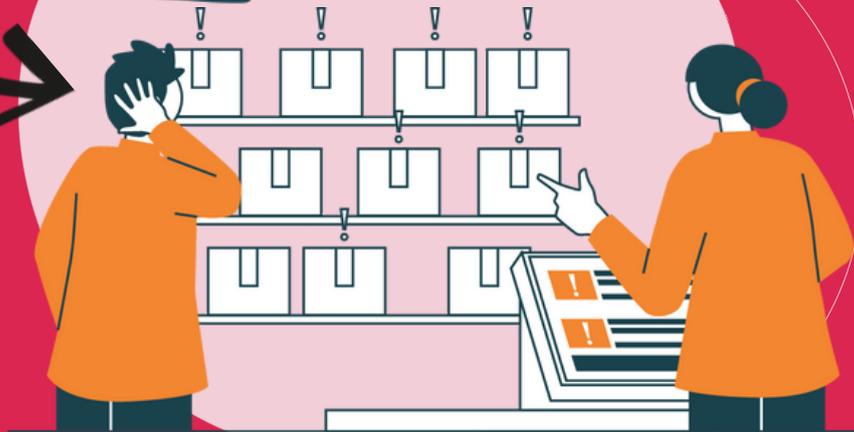
Challenge

Copiax started using an add-on system for demand calculation and forecasting back in 2012. However, despite the system support, uncertainty grew about whether the numbers were actually accurate.

"We lost trust in the system and fell back on many manual rules of thumb, 'this is how much we should have on the shelf' and 'this is how much I should buy in'. It became more of a gut feeling than systematic purchasing work," says Ulf.

What was missing was a system that could be trusted to provide reliable purchasing recommendations and make it possible to fully benefit from automated purchasing processes.

EazyStock + Exsitec + Visma Business

Solution

To create a more data-driven purchasing process and reduce manual work, Copiax implemented EazyStock. The solution offers smart, cloud-based inventory optimisation and was a perfect fit because of its ready-made integration into their ERP system Visma Business, via partner Exsitec.

"A big advantage for us was avoiding all the technicalities around deployment and updates. It was important that the solution was cloud-based," says Ulf.

The implementation was carried out in close collaboration with Copiax, EazyStock and Exsitec, a collaboration that quickly yielded results.

"What I experienced quite quickly was that we started to trust the system. We felt that the numbers are now right. Now we can actually run what the system suggests, without having to go in and adjust it manually," says Ulf.

Stable stock availability and more time-efficient purchasing

Result

Since implementing EazyStock, Copiax has taken great strides in their warehouse operations. Today, they continuously measure their inventory availability and have reached an impressive level.

"We are now consistently above 97% of everything we sell in stock availability, which is absolutely crucial for us," says Ulf.

Copiax continues to develop its logistics processes and faces an exciting next step.

"We are planning a new automated warehouse in 2025 and it feels safe to have a forecasting and demand calculation system that we can rely on as we take on that challenge," concludes Ulf.

This customer case study is taken from a video interview by Exsitec with Copiax, which is available in full [on Exsitec's website](#).

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your purchasing process and work smarter.

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