



TRANSFORMING DISTRIBUTION SUPPLY CHAINS

Master supply chain complexity with **advanced analytics** and optimized plans that deliver **higher service levels** and **increase profits**.

Leading distributors leverage the GAINS supply chain performance optimization platform to overcome variability and uncertainty, harnessing power previously available only to large enterprises – while avoiding endless IT projects. From accelerating S&OP to planning demand, optimizing inventory and synchronizing sourcing, distributors rely on GAINS for faster decision-making to deliver better service, maximize margins and minimize costs with less effort.

Our mission is to drive unmistakable business impact in as fast as 8 weeks, and relentlessly add value as your supply chain evolves. Automated configuration, out-of-the-box calibration and machine learning ensure your unique business needs activate optimal supply chain response. And, with the GAINS cloud platform, you benefit from continuous releases and the latest innovations without lengthy upgrade cycles.

With a 97% customer retention rate, GAINS offers a proven, rapid path to a new supply chain future. Wholesale distributors around the globe rely on the GAINS AI-driven solution platform to optimize supply and demand for all inventory types from slow to fast moving, intermittent to seasonal, driving increased sales, faster inventory turns, and improving cash flow and service levels while reducing operating costs.

DISTRIBUTORS BENEFIT WITH GAINS

GROW REVENUE **5-10%**

REDUCE INVENTORY **10-25%**

ACCELERATE INVENTORY TURNS **15-32%**

IMPROVE LINE ITEM FILL RATE **33-55%**

GAINS DISTRIBUTION SUCCESS

BencoDental

Full-service dental equipment and supplies distributor

- ◇ Reduced inventory 15% while increasing sales 7%
- ◇ Expedited shipments reduced to near zero
- ◇ Grew market share 10% through increased service levels

"By maintaining high customer service levels and lower inventories, GAINS helped Benco Dental grow revenues and profits even in a down economy."

HILLMAN

International distributor of hardware and fasteners

- ◇ Cut finished goods inventories 18%
- ◇ Increased complete order fill rate from 96% to 98%
- ◇ Accelerated global inventory turns by 20%

"With GAINS we reduced inventories and eliminated a warehouse while increasing our turns and customer service levels. GAINS enabled us to achieve higher service targets with significantly less inventory than our ERP tool did."



McNAUGHTON-McKAY ELECTRIC COMPANY

Leading full-line distributor of electrical equipment

- ◇ Increased inventory turns 30%
- ◇ Raised complete order fill rate to 97%
- ◇ Grew revenue 7%

"With GAINS we have seen our inventory investment stay constant as our customer fill rates and sales increased. And it's definitely helped us reduce our safety stock!"



Smarter Buys. Higher Service. Better Margins.

Pairing buying opportunities with customer demand and dealing with complex multi-tier distribution channels isn't easy. That's why savvy distributors rely on GAINS to optimize their supply chain from end to end.

Maximize Profits with Sales & Operations Planning

S&OP links your business strategy to daily operations. The GAINS AI-driven solution platform continuously recalibrates demand and supply changes to cost-effectively boost customer service. Avoid stockouts or surplus inventory with continuous planning geared to moving your business forward faster.

Continuously Optimize Item Deployment

Dynamically determine where each item/SKU should be stocked, at what service level and quantity to maximize profit given transportation costs, handling costs, holding costs, lost line margin, lost order margin, and expediting costs. Distributors profit from an inventory mix at each location that is driven by an optimal margin contribution, service level goals and near zero expediting costs.

Dynamically Redistribute Inventory and Create Alternative Supply Plans

GAINS automatically evaluates the costs and risks of multiple supply scenarios to ensure service level targets are met. Our powerful machine learning abilities quickly evaluate options such as SKU redistribution from another location, cross docking a replenishment directly to the impacted location, expediting, sourcing from an alternative vendor, and utilizing surplus substitute product.

Raise service levels and reduce costs with optimized replenishment



Mitigate risk and improve profits with service level optimization



To **MOVE FORWARD FASTER** visit www.GAINSystems.com

GAINS Supply Chain Optimization Platform harnesses Artificial Intelligence for:

- ◇ **Dynamic Forecast Model Selection** that tests for plausibility and accuracy to provide an objective demand plan baseline and eliminate as much human bias as possible.
- ◇ **Dynamic Analysis of Supply and Demand for every SKUL** (SKU by Location) across the enterprise that considers all error sources including the variability in supply and variance from plan to ensure precise Service Level attainment with greater confidence.
- ◇ **Profit-Optimized Inventory Policies** including replenishment order sizing and safety/service stock are calculated at the SKUL level, considering total annual cost, comprehensive error, targeted customer service levels, and all relevant dependencies and constraints.
- ◇ **Leading Indicator, Extrinsic Variable, and Viability Analysis** so that forecasts sense changes in demand and plans are not just a look in the rear-view mirror.
- ◇ **Real-time simulation** provides executives the ability to simulate scenarios for both tactical and strategic initiatives including stocking policy and continuous network flow optimization.
- ◇ **Automated and optimized replenishment planning** that determines the profit and service level optimum source for each replenishment including parent location, primary vendor, surplus location, alternate vendors and substitutes. Purchase opportunities such as bulk buy discounts or rebates are dynamically analyzed to achieve the lowest annual cost given targeted service levels.