

Barrett Distributors releases cash to grow their business using Sage Inventory Advisor

Sage Inventory Advisor

Success Story

Challenge

Barrett Distributors needed to minimise stock outs, reduce over-stocks and add integrity into their ordering process

Solution

Barrett has an integrated solution based on Sage Inventory Advisor and Sage 300 ERP (enterprise resource planning)

Result

Whilst maintaining an already impressive fill rate, Barrett have substantially reduced excess inventory, releasing cash to invest in growing the business

Customer

BARRETT DISTRIBUTORS

Industry

Medical Distributor

Location

Melbourne

System

Sage Inventory Advisor
Sage 300 ERP

Sage Business Partner

Microchannel

Barrett Distributors is a co-operative, performing group purchasing and distribution for over 70 Melbourne pharmacies.

OPTIMAL INVESTMENT

Order recommendations based on optimal inventory levels computed by SIA, combined with a focus on the right items, ensures that every order drives your inventory towards a better balance.

“With every order aiming to maximise your fill rate and reduce your inventory value, you know that the investment is well directed” explains Tim McCredie, general manager of Barrett Distributors.

“The pro-active highlighting of exceptions, including early warning signals of potential issues, allows my team to be ahead of the game and deal with the biggest business impacting issues as things change over time” Tim continues.

Sage Inventory Advisor’s ability to recommend optimal orders and to highlight exceptions as things change has been extremely valuable for Barrett Distributors.

“One of our key reasons to implement SIA was to reduce excess stock. The \$500k+ that’s now in our bank account rather than on our warehouse shelves is evidence enough we have achieved that!”

Tim McCredie,
General Manager,
Barrett Distributors