



# DCL Supply heats up inventory demand with Sage Inventory Advisor

**Customer:** DCL Supply  
**Industry:** Distribution - heating & cooling accessories  
**Location:** Canada  
**ERP:** Sage 300

DCL Supply has more than 30 years of experience in heating, ventilation, and air conditioning accessories which they supply to the Canadian HVAC industry.

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**James Politeski - President, DCL Supply**

**Challenge**

Manual processes proved inaccurate and time-consuming



**Solution**

Integrated Sage 300 and Sage Inventory advisor



**Result**

50% drop in aged inventory and a major improvement in employee efficiencies



## Integrated systems are key to successful inventory planning

DCL was spending all day, every day knee-deep in hundreds of printed pages from their Sage 300 ERP trying to decipher their inventory forecasts and orders. They were not using any other tool to help them with this task and it was purely a manual process. They had a significant amount of aged inventory and, with no visibility on trends, continually found themselves in either an inventory feast or famine.

Sage Inventory Advisor was integrated into their ERP, and their item classifications and inventory policies and parameters were set up. “What used to take us a full day using our manual process, now takes minutes and as a result, we have repurposed a large part of an employee’s role into another area of the business”, says James Politeski, President for DCL Supplies.

Fill rates were something DCL had never worked with before. Now that they understand how the percentage fill rate has a

direct correlation with customer complaints, they have been able to improve their fill rate to 98%. “We modeled our fill rate, aligned it to the investment it would take, and being confident with the system’s recommendations, executed without any concerns,” James continues.

Being a cloud-based solution, DCL can give the entire team access to all the inventory metrics, allowing multiple people to be part of the planning process.

“Trends, forecasts, and smart ordering are now real-time and a click away. The ability to see what you need to order based on high-quality data and inputs was a big pull for us. Our ordering quality has improved substantially, and we have dropped our aged inventory by 50%. Rarely does a solution come along that has this much appeal to solve so many issues at once”. If you want to save valuable time, make your customers happier, and reduce your inventory footprint, you need to invest in Sage Inventory Advisor”, concludes James.