



## Thank You, IBM

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If you have been in technology for more than 10 minutes you probably take inventory management software and BETA testing for granted. But these two distant cousins share a common ancestor: IBM. Yes, IBM is credited with inventing the punch card system by Herman Hollerith over a chicken salad supper for the 1890 census that became the foundation for modern day inventory management software. Fast forward six decades and IBM is again credited with inventing product testing nomenclature designating ideas and theories as “A” tests and features and product testing as “B” tests. Over time “A” and “B” became “alpha” and “beta” creating the terminology we commonly use today. So, today we thank IBM for our ability to report on UStockit’s Inventory Shelf Tag™ BETA.

*Information on UStockit is available at: [www.supplypro.com/Content/pdfs/UStockit\\_AboutUs.pdf](http://www.supplypro.com/Content/pdfs/UStockit_AboutUs.pdf)*

After years of research and development and a multi-million-dollar investment, SupplyPro developed the UStockit Inventory Shelf Tag – a revolutionary inventory control solution for even the smallest distributor. According to Marcy Rivard, Product Manager, “initial feedback from the BETA has been encouraging and we are currently expanding the BETA to larger installations with a goal of testing 10K plus SKU inventories.”

Industrial distributors have relied on traditional vending devices for years, with great success. However, one size doesn’t fit all. Even the largest industrial distributors can only justify traditional vending for a small portion of their customers and the smaller customers and distributors are left out of using and/or offering inventory control at all. With most vending being placed in organizations requiring a high degree of control with annual spends exceeding \$50K annually. A huge opportunity exists in the market supporting lower cost items with less control requirements. Rivard said, “fundamentally, our market evaluation identified a huge opportunity to provide inventory management that is inexpensive, easy to implement and delivers key functionality. The distributor gains productivity, the customer avoids stock-outs.”

“I was initially skeptical my customers wouldn’t change their behaviors and the shelf tags wouldn’t save me time, but I have become a huge fan - my customers love them. They can find parts more easily, identify products on the shelf using the tag display and I have better visibility into their needs with electronic reports that used to be manual. I have reduced the number of customer visits, improved my overall productivity, and created happy customers,” said Michele Campos, Sales Account Executive for HISCO.

The UStockit Inventory Shelf Tag system is currently in public BETA with an expected availability date later this year. According to Rivard, “we look forward to expanding the BETA program and the official launch of UStockit’s Inventory Shelf Tags providing everyone with access to the next generation of inventory control. I’d love one for my pantry at home!”

Thank you to both IBM and our BETA testers for making the UStockit Inventory Shelf Tag success possible.

### **About UStockit**

UStockit, powered by SupplyPro, is an all-new subscription service platform that brings together SupplyPro’s proven hardware and software, revolutionary inventory management products and exciting new low-cost solutions. The UStockit subscription includes expert system setup and experienced management services, 24/7 SupplyPro customer support, an unprecedented hardware warranty and SupplyPro’s industry leading intelligent inventory control software (UStockit Web, UStockit Device and UStockit Mobile) into a flexible low-cost monthly subscription. And when the subscription period is over, so is any responsibility for warehousing hardware or updating outdated technology.

### **About SupplyPro**

Headquartered in San Diego, California, SupplyPro is the leading provider of automated inventory management technologies, with a device-driven cloud-based ecosystem that seamlessly meshes with most internal ERP systems and distributor delivery solutions. More than 1.8 million monthly users, from manufacturing to aerospace and high-tech fabrication, rely on the SupplyPro platform to increase efficiencies, profitability, and competitiveness. For more information visit:

<http://supplypro.com/>

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