SUPPLYPRO®

SAFETY SUPPLIES CASE STUDY

IMPROVE CUSTOMER SAFETY AND ENSURE COMPLIANCE WHILE INCREASING YOUR BOTTOM LINE

Reduce Risk with SupplyPro® Inventory Management Solutions

Inventory management solutions are a proven strategy to contribute to a safe and healthy workplace.

Create a Safe Work Environment with Personal Protective Equipment (PPE)

Personal protective equipment, commonly referred to as "PPE", is equipment worn to minimize exposure to hazards, which may cause serious workplace injuries and illnesses.

HEARING PROTECTION

Prevent hearing damage and reduce stress in a noisy work environment.
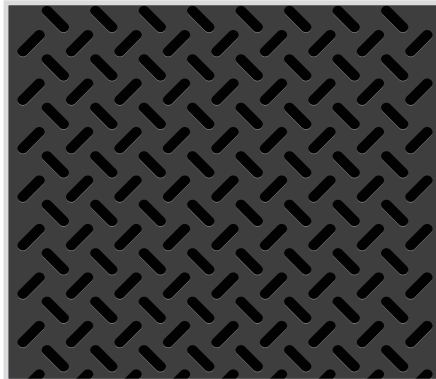
HEAD PROTECTION

Protect your head from falling debris, head impact and electrical injuries on the job site or in the factory.

HAND PROTECTION

Select the right gloves for the job to minimize injuries and prevent harmful chemicals from absorbing into the skin.
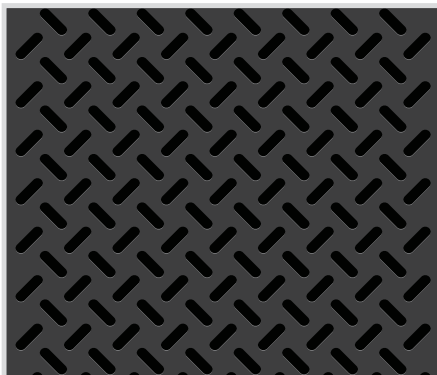
HIGH-VISIBILITY CLOTHING

Be seen in high-visibility clothing. Being visible could save your life!

FACE PROTECTION

Face Shields provide comprehensive eye and face protection in the most demanding work environments.

RESPIRATORY PROTECTION

Protect your employees against the harmful effects of dust, smoke, fumes, sprays, or vapors.

FOOT & LEG PROTECTION

Safety shoes and foot guards help prevent injuries from falling objects and slippery surfaces.
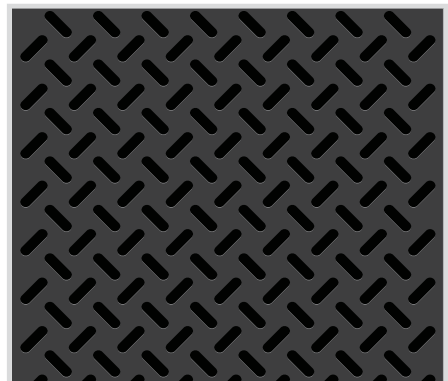
EYE PROTECTION

Goggles, or safety glasses protect the eye area from particulates, water or chemicals from striking the eyes.

PROTECTIVE CLOTHING

Increase your visibility and help protect yourself from toxic chemicals and vapors.

CHALLENGE:

Hazards exist in every workplace in many different forms. Employers not only need to protect their employees from workplace hazards, with personnel protective equipment, they also need to ensure its use. Adherence to both company and industry standards is critical. The equipment provided must meet rigid safety standards for usage and compliance.

Growing global competitiveness has made inventory control a critical component of overall business strategy and elevated inventory management to a science. This includes managing PPE as well as other consumables and commodities — a $5+ trillion market. There is increasing interest in approaching the management of these previously overlooked items with the same attention to detail once reserved for direct materials and higher ticket items on the shop floor. As a result, more industrial and manufacturing companies are expecting — some are even demanding — that an inventory management system be included in commodities contracts, including safety supplies and other personal protective equipment (PPE).

Ensuring compliance is key for industrial and manufacturing companies. Those in the industrial and manufacturing spaces have an enormous need to make compliance and verification as easy and accurate as possible . This means not only the management of safety supplies and PPE, but how and when they are used is top-of-mind as distributor contracts come under review. Distributors today must be prepared to meet the growing demand for comprehensive inventory management systems meeting the requirements of safety risk management. Safety supply management is due for an e-upgrade. This is an opportunity for distributors to differentiate themselves and expand their value proposition to include compliance, control, and reporting as key benefits for their customers.
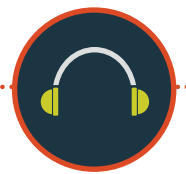
SOLUTION:

Industrial distributors have long regarded inventory management systems as a necessary evil and one that cut into their own bottom line. This is, simply, no longer true, especially with the evolution of end-to-end systems like SupplySystem™ from SupplyPro. Here is an inventory management system to satisfy customers' inventory management requirements but also has advanced compliance modules, with PPE specific reports and dashboards. SupplySystem is simultaneously easy to deploy, operate, and manage: The SupplySystem delivers insights that can improve the distributor's bottom line—all at the lowest total cost of ownership (TCO).

SupplyPro's SupplySystem is the industry's first modular, IoT-enabled, intelligent inventory management system. The days of settling for re-tooled machines designed for dispensing snacks and candy are over. With more than two million different configurations (and counting), SupplySystem was designed to leverage advanced technologies and the integration of data, as well as eliminate wasted space and deliver highly efficient, flexible solutions. This flexible, modular design makes it possible to control all the supplies needed for a job from one machine at one time. This allows for simpler management and tracking. It also permits customers to specify the level of control on the consumption of different items or control of different commodities (tools). For example, if someone wanted to check out a welding torch and tip, he or she could also be required to check out a pair of welding gloves, safety glasses and other necessary PPE. In addition, depending on the safety requirements of the job, the type of gloves and glasses authorized could be specified.

SupplySystem can also easily be re-configured with new components to deliver distributor flexibility and fit the end-user's evolving needs. This is particularly beneficial when it comes to safety supplies and PPE as regulations are revised, production lines are changed, and risk management requirements are updated.

Finally, SupplySystem is an automated, connected device with a wide range of features, from set-up wizards to critical process monitors detecting issues before they become problems. There's also a rich set of distributor management tools including inventory analysis to help distributors make recommendations for inventory optimization.

BOTTOM LINE:

The flexibility, scalability, and intuitiveness of SupplySystem ensures the preservation of the distributor's investment and lowers the TCO as distributor or customer needs or environments change.
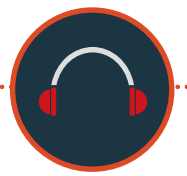
OUTCOME:

SupplySystem offers a unique growth opportunity for distributors by helping win business and operate with maximum margins. It provides them with an avenue to further solidify relationships with both new and existing customers by delivering optimal inventory efficiency and expanded, unparalleled compliance benefits. With SupplySystem, distributors are able to meet growing inventory management expectations and increase the value they bring to their relationships with their customers. Distributors are quickly able to differentiate themselves from the competition by leveraging SupplySystem's advanced data analytics that enable distributors to both anticipate their customer's needs, ensuring items are always available when needed, and make data-driven recommendations to improve inventory efficiencies.

SUPPLYSYSTEM INVENTORY MANAGEMENT AND COMPLIANCE BENEFITS FOR END USERS:

1 Efficiently track and maintain product usage and availability;

2 Effectively dispense the proper item, to the proper person, at the proper time;

3 Manage the calibration and issuance of items;

4 Accurately report on, document and/or verify usage (and non-usage), consumption, and application of products;

5 Reduce overhead, risk and liability.

Distributors can also leverage the business insights provided by SupplyPro software included with SupplySystem, to identify and resolve inefficiencies and make recommendations on complementary or upgraded products to meet customer needs – helping to improve their own bottom line.

SupplyPro Business Results for industry-leading safety supplies and industrial products distributor, Northern Safety & Industrial

- Increased overall growth by 20%;

- Doubled customer satisfaction;

- Added value to products currently sold;

- Secured longer term contracts;

- Improved service and just-in-time products to reduce cost-to-service;

- Grew business in existing accounts, including double digit growth in accounts with vending over those with no vending;

- Became more competitive with customers seeking inventory control;

- Greater insight into customer consumption and usage data;

- Uncovered more opportunities to provide solutions and service;

- Deepened customer relationships.

BUILT TOUGH

The SupplyPro Inventory Management Solution is built upon a system of flexible, point-of-use equipment that puts mission critical tools and materials right where they're needed—next to the worker. They're tough enough to handle the most demanding workplace environments and feature an intuitive user interface for unmatched ease of use.

SupplyPro's customizable equipment provides whatever levels of access, control, and tracking you need—from single item, multi SKU, and weight-based to compartment, door, and lid-level to consumables, returnables, tools, and calibrated items—we've got it covered.

SMARTS WHERE IT COUNTS

SupplySystem™—our industry-leading inventory intelligence software—is what makes the SupplyPro solution truly unique. SupplySystem seamlessly integrates with ERP and purchasing systems to track, control, and secure inventory while providing advanced automation, visibility, and reporting capabilities.

SupplySystem is easy to use and accessible from any web-enabled device. And because it's externally hosted and maintained, SupplySystem requires no on-site servers or internal IT involvement.

WITH SUPPLYPRO, YOU CAN:

Ensure 24/7 availability of critical items

Monitor usage, waste and theft

Automate replenishment & procurement

Ease admin tasks

Boost worker productivity

Provide actionable metrics

Support LEAN processes

Enhance Safety compliance

ABOUT SUPPLYPRO, INC.

SupplyPro is the leading end-to-end inventory management platform, leveraging the most advanced Big Data Analytics techniques to dramatically transform the industrial distribution and manufacturing industries. The SupplyPro platform combines the power and flexibility of the cloud with mobile solutions and the industry's first modular, IoT-enabled smart inventory control system. More than 1.5 million monthly users, from manufacturing environments to aircraft hangars and high-tech cleanrooms, rely on the SupplyPro platform to increase efficiencies, profitability and competitiveness. Headquartered in San Diego, California, SupplyPro has collected and analyzed inventory data from over a trillion transactions for more than two decades, giving the company the ability to deliver business intelligence and insights for inventory management that no one else can. For more information visit: http://supplypro.com/.

"Woof"
Safety Sam

SUPPLYPRO®

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