

# PrionTex finds the right inventory balance to better serve medical professionals

NETSTOCK

Success Story

## Challenge

PrionTex used a time-consuming process to figure out their inventory levels using team knowledge, their ERP, and spreadsheets. The process took too long and didn't provide useful insights.

## Solution

Working with their Sage Pastel Evolution ERP, NETSTOCK was deployed successfully, and the PrionTex team was able to gain visibility into their inventory like never before.

## Result

Finding issues before they became big problems saved PrionTex time and money, while more advanced functionality allowed for better use of lead times, safety stock, and other key metrics.

### Customer

PrionTex

### Industry

Medical Supplies  
Manufacturing

### Location

Cape Town, South Africa

PrionTex produces critical items for hospitals and medical professionals, including medical garments, sterile reusable packs, and single-use drapes, gowns, packs, and trays. Staying in control of their inventory is key to serve their customers with these highly important items to maintain best practices in medical care.

## BUILDING A SMARTER INVENTORY

PrionTex had relied on a painstaking manual process to manage their inventory levels. The team would loop in sales for forecasting, finance for cashflow, inventory managers for product information, and procurement for the ordered pipeline. They kept all this information on a spreadsheet that was hard to manage and left the company in the dark as to what was really going on.

It was a good enough process to get by when they were a smaller company, but continued growth required a faster, smarter solution. And that's when they found NETSTOCK.

Since making the simple change of adding NETSTOCK to their ERP, PrionTex has been able to locate costly areas of excess stock holding that had piled up with their previous planning methods. Planners could fix stock-outs and avoid potential stock-outs on the horizon, thanks to NETSTOCK's useful dashboard.

"I think the product is incredible," said PrionTex's Chief Financial Officer John Prevost. "It is simple and hugely powerful."

The team at PrionTex saved time and money by creating smarter workflows to plan their inventory levels with tools like Bill of Materials and Central Warehouse planning within NETSTOCK. Replenishment cycles, lead times, and supplier performance metrics were all just a click away, after being obscured by the old process for too long.

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John Prevost,  
Chief Financial Officer,  
PrionTex