



Lynbond 2000 cleans up supply chain risks with NETSTOCK

NETSTOCK

Success Story

Challenge

Lynbond 2000's inventory spreadsheet wasn't providing key insights, and the process took too long to deliver substandard answers. Worse, the challenges of Brexit further complicated the UK company's supply chain planning.

Solution

Lynbond 2000 discovered NETSTOCK, the inventory planning application that connects directly to their Sage 50 ERP to deliver crucial visibility and order recommendations so they can better run their warehouse.

Result

In addition to optimized ordering, Lynbond 2000 is able to better plan its cash flow, even as Brexit has added layers of complexity, while keeping fill rates high. Time savings and ease of use delivered by NETSTOCK provided further value.

Customer

Lynbond 2000

Industry

Custom consumables for cleanrooms, laboratories, and controlled areas

Location

Lincolnshire, England

Lynbond 2000 started in 1988, delivering the highest quality cleanroom consumables to the UK and European markets. From cut-resistant gloves to chemical protection garments, Lynbond 2000 is a trusted resource for the goods that are an absolute necessity in controlled environments, cleanrooms, and laboratories, where providing safety and eliminating contamination are of the utmost importance.

INVENTORY SPREADSHEETS HURT OPERATIONS

Lynbond 2000 struggled for years to get their inventory planning process locked in. Like many small and medium-sized businesses, the company relied on a spreadsheet to help forecast their inventory needs, but with very limited success.

"Not only was this time consuming, but it was also imperfect. Simply because our spreadsheets did not have all the information, we were unable to compare sales history," said Andrew Smith, MD for Lynbond 2000.

And the problems stacked up from there.

"I spend an hour a day at most to do a check and make adjustments to our ordering schedule with NETSTOCK."

Andrew Smith, MD for
Lynbond 2000

“We could not manipulate the spreadsheet to analyse seasonal demand. And it would be far too difficult to include BOMs and separate warehousing. It was also difficult and time-consuming to monitor suppliers lead times, so knowing the point of when to order was difficult to get right. We were unable to quickly fulfill our minimum order quantities in volume, so shipping was not always cost effective,” Andrew said.

USING THE RIGHT TOOL FOR DEMAND PLANNING

Upon finding NETSTOCK, a planning tool that connects directly with their Sage 50 ERP software, Andrew saw an opportunity to dramatically improve their inventory planning process, which would ideally lead to holding less stock than they had previously.

But UK politics generated an even greater challenge for the business: Brexit.

“Due to Brexit and the need to stockpile in Europe, we have not been able to [reduce inventory levels]. We did, however, manage to order the right inventory, and lower our Excess Stock and Surplus Orders in the UK — and keep our fill rate circa 95 – 97%,” Andrew said.

“The Projection Forecast is a wonderful tool and has been a huge benefit helping us manage our cash flows, especially during these turbulent times,” Andrew noted, adding, “NETSTOCK has allowed our company to have sufficient cash flows, pay suppliers on time, project ordering schedules in advance, and forecast cash flows up to a year in advance.”

SMARTER, FASTER, EASIER INVENTORY MANAGEMENT

In addition to providing helpful buying advice while the complications around Brexit pile up, Andrew has found that the app is also making him more productive as he spends far less time on replenishment.

“It would cost our company more than NETSTOCK to hire a person full time — and to attempt to do the job using spreadsheets wouldn’t be as precise. I spend an hour a day at most to do a check and make adjustments to our ordering schedule with NETSTOCK,” he said.

It’s not just a faster way of planning inventory; it’s easier, too.

“Sometimes, it’s at home, in front of the TV with a cup of tea,” Andrew said of his NETSTOCK usage.

While it’s anyone’s guess what the future of Brexit will look like and how the future of Brexit will affect supply chains across the globe, Lynbond 2000 can rest assured they’ve got the right tool in place to help them manage any serious changes in their supply chain that may arise.