

Speck Products Streamlines Inventory Control Processes with RockySoft and NetSuite ERP



“RockySoft is so darn smart! If something is on order, and the forecast is changed, the system can tell the planner to alter the order on an open PO. RockySoft recognizes the change. It’s simply brilliant.”

—**Pamela Dresbach**

Senior Director of Customer Service and Fulfillment, Speck Products

Company at a Glance

Location:

Silicon Valley, Calif.

URL:

www.speckproducts.com



Partner Name:

RockySoft

Location:

Fort Collins, Colo.

Speck Products is one of the leading producers of protective cases for mobile devices. Since 2001, the California company has been focused on developing stylish and functional cases for products like the iPhone and iPad. Speck is a high velocity business, with thousands of SKUs housed in multiple inventory locations. RockySoft’s comprehensive forecasting and replenishment planning software for NetSuite helps solve inventory management challenges faced by mid-market distributors, manufacturers, and retailers. By implementing RockySoft in NetSuite, Speck Products realizes improved efficiencies and heightened product visibility.

Customer Success:

Speck Products needed to find an advanced inventory forecasting system to work with NetSuite ERP that best aligned with its unique development practices. The company’s complex planning process, along with growing transaction quantities, necessitated identifying a solution that went beyond the traditional demand planning solutions but also provided strong predictive capabilities. As a company that manufactures its own products, Speck needed a solution that could intuitively forecast component demand and clearly communicate with users.

RockySoft’s broad range of features and functionality allows users to improve service levels while reducing inventory costs, leading to valuable return on investment (ROI). Fully integrated in NetSuite, RockySoft enables organizations to synchronize stock levels with demand and order volatility forecasts.

Solution:

After grappling with other solutions for nearly two years, Speck began looking for a new Supply Chain Planning solution to work with in NetSuite. While they evaluated several demos, RockySoft’s intuitive User Interface (UI) immediately set it apart. “It was clear from the start that RockySoft had planners involved in designing the system,” said Pamela Dresbach, Senior Director of Customer Service and Fulfillment at Speck Products.

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Aggregation of component demand data was a huge advantage. Previously, planners had to look at demand for shared components and determine amounts to buy. RockySoft automatically aggregates the data, assesses trends, and delivers recommended inventory control numbers. With RockySoft, Speck is also able to drill down into the numbers for precise forecasting of individual customers.

Result:

“The integration of RockySoft into our system in NetSuite was incredibly fast,” Dresbach said. “We customized our feed from NetSuite and made only a few modifications because using RockySoft is so intuitive. We went live in March and haven’t looked back.

“RockySoft’s extreme functionality enables it to message both ends of the spectrum,” Dresbach said. “The system creates a clear picture of the inventory problem, and then executes a solution.” Though live just a few months, Speck has already realized noteworthy results.

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“Partnering with Speck Products on the implementation of RockySoft’s Supply Chain Planning Suite was a real treat. Speck is a very progressive company leading the protective case industry. It was a pleasure working with all of the Speck team members; everyone from the I.T. staff, inventory planners to leadership are very knowledgeable and were committed to the success of the implementation! We look forward to a long term partnership fully committed to each other’s success.” - Jeffrey Porter, Chief Executive Officer, RockySoft

Summary:

- Predicting Speck’s inventory needs
- Improving forecasting models
- Maximizing NetSuite’s integration to deliver an intuitive user experience
- Certified “Built for NetSuite”