NETSUITE

Speck Products Streamlines Inventory Control Processes with PlanningEdge and NetSuite ERP

(*) speck

"PlanningEdge 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. PlanningEdge 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

planningedge

Partner Name:
PlanningEdge

Location:
Fort Collins, Colo.

Summary:

- Improving forecast accuracy to better plan inventory needs.
- Better visibility and reaction from finished good to component requirements.
- Reduction in excess inventory.
- Improved ordering capabilities.
- Maximizing NetSuite's integration to deliver an intuitive user experience.
- Certified "Built for NetSuite".

Speck, a Leading Manufacturer of Protective Cases for Portable Electronic Devices, Integrated PlanningEdge and NetSuite ERP to Customize Inventory Planning.

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. PlanningEdge's comprehensive demand and replenishment planning software for NetSuite helps solve inventory planning challenges faced by mid-market distributors, manufacturers, and retailers. By implementing PlanningEdge in NetSuite, Speck Products realizes improved efficiencies and heightened product visibility.

Challenge

Speck Products had been struggling to find an ERP planning system within NetSuite that best aligned with its unique development practices. The company's complex planning process, along with growing transaction quantities, necessitated identifying software that was more predictive. As a company that manufactures its own products, Speck needed a solution that could intuitively forecast component demand and clearly communicate with users.

PlanningEdge'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, PlanningEdge enables organizations to synchronize stock levels with forecasted demand and order volatility.

Solution

After grappling with other solutions for nearly two years, Speck began looking for a new ERP solution to work with in NetSuite. While they tried several demos, PlanningEdge's intuitive UX immediately set it apart. "It was clear from the start that PlanningEdge had planners involved in designing the system," said Pamela Dresbach, Senior Director of Customer Service and Fulfillment at Speck Products.

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

Result

"Integration of PlanningEdge into our system in NetSuite took just 7 months, which was incredibly fast," said Dresbach. "We customized our feed from NetSuite and made only a few modifications because using PlanningEdge is so intuitive. We went live in March 2013 and haven't looked back."

"PlanningEdge's extreme functionality enables it to message both ends of the spectrum," said Dresbach. "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.

"Excess inventory is coming down, we have better component visibility, and we're seeing improved efficiencies. PlanningEdge in NetSuite has been fantastic."

"Speck was a great customer to work with as they took ownership of PlanningEdge and their processes, making the design, implementation and adoption of the system seamless—the keys to getting the most of our solution." – Greg Marmulak, CEO, PlanningEdge