

Case Study

Streamlining Inventory Management for Automotive Parts Stores

Company Overview

A leading automotive parts store that highly focused on best quality professional Auto Parts. Their motto is to add every level of Auto works Operations with professionals employ whose commitments are of honesty and integrity. Their culture is one of the superior services, backed up by their parts warranties.

The aim of the company is to administer extraordinary, Products, Qualities, and Value with a target on the demand of the customers and establishing a deep-rooted relationship.

The objective of the company is to provide and sell out the auto parts to the customers which are essential for their vehicles. And with that, to maintain the accounting of the sales and purchase of the products. A valuable inventory control system helps to arrange the call for action and also brings about the choice level of inventory. With all these objectives they thought of an Inventory management system that can help to support in keeping track of the account records.

Business Challenges

The Company Owner started looking to find a solution related to this problem. The issues which were identified, such as Inventory tracking, Sales and Purchase order tracking, Barcode system, Filter product & Images, POS(Point Of Sales), G-Store, Requisition & Vehicle Fitment that had to be satisfied. Additionally, the Auto Parts Store Owner has decided to bring a robust software package to address all these concerns.

Another challenge identified was the ease of use. The Company explained, "QuickBooks is a terrific package for our general accounting requirements for future. We want to teach our store team our market, customer expectations, and how to sell. We don't want to have to use resources and lots of time in training how to use the inventory software. They use to took a piece of paper or maintain excel to maintain, all the SKUs. That was managed, probably for way too long. They also ran into trouble with inventory organization. They said "Before Goods Order Inventory, we didn't have a way to sync our inventory to our storefronts," Owner said. We would usually adjust inventory levels manually and errors did happen every once in a while. Finally, perhaps the biggest challenge was cost. As they were familiar with many of the inventory management software systems used in the industry. They were costly, often costing a minimum of \$15,000 before you got what you wanted. At this point in the company's history, that sort of expenditure was impractical.

Implementation Partner

Goods Order Inventory System

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Solution

Automotive parts

Type

Private company

Industry

Automotive parts

Solutions

The Automotive parts company identified the “Goods Order Inventory” as a potential solution. The fact that it would integrate with QuickBooks was a strong advantage. In investigating the software, they were very impressed by the Goods Order Inventory reps with their proactive responsiveness. In the first call to Goods Order Inventory, the rep led the company through the Online presentation where they could see how the user interface worked. When they saw how easy it was to use, and how cost-effective the product would be, the decision-making process was considerably shortened.

Once the product was in hand and installed, they began the process of moving its inventory information to Goods Order Inventory. Detailed pre-planning had determined how they wanted inventory records coded.

Real-time Field Inventory Management

The Goods Order Inventory (GOIS) field inventory solution, which combines barcode technology with cloud-based mobile software to provide an accurate level of stock, has made it simple for sales representatives to view materials and supplies from any location, including warehouses and trucks.

- ✓ Field reps can use barcode scanning to easily audit truck stock and consigned inventory.
- ✓ Create invoices that are customized for the sold goods.
- ✓ Allow their staff to submit requests for goods or resources.

Barcode System

Handling the inventory by hand required a lot of time and money. When counting, remembering to place a new order, or tracking things, there is a significant risk of human error. As a result, Goods Order Inventory advised them about the barcode system and its characteristics, which allowed them to enjoy the following advantages:

- ✓ Better productivity and efficiency due to less manual entry
- ✓ Accurate inventory counts
- ✓ Enhanced cost-effectiveness through process simplification
- ✓ Real-time reporting and more precise data analysis
- ✓ Streamlined purchasing and reordering procedures
- ✓ Enhanced loss security
- ✓ Process adaptability and versatility
- ✓ Reduced reliance on paper

POS (Point of Sales)

They asked for a POS system which can help resolve their manual entry errors, inventory discrepancies, slow checkout processes, and difficulties in tracking real-time sales data. So, Goods Order Inventory gave them the POS system which helped them to automate inventory updates with each sale, reducing manual errors. It also provides real-time sales data for better tracking and forecasting, speeds up the checkout process by streamlining transaction processing, and integrates seamlessly with other business systems for a comprehensive view of operations.

Additional Filter Category for Products

We upgraded the Goods Order Inventory app on the device by adding more Filter categories and Product Image Components, which helped them grow their business and made it simpler for customers to search for products through the system’s photographs.

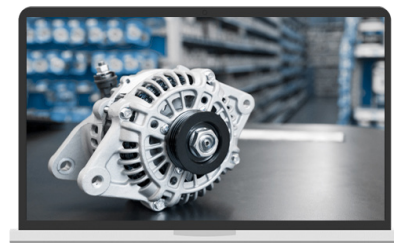
Tracking Sales and Purchase Order

In order to anticipate sales turnover and enhance the reordering process, the organization had to customize reports next. Orders can be placed with a single mouse click thanks to goods order inventory reorder reports and auto-PO features.

Certain detailed purchase orders include the following:

- ✓ A list of the items the buyer consents to acquire
- ✓ It includes the quantity of things the buyer plans to buy
- ✓ The item’s exact price.
- ✓ The date of delivery.

In order to ensure that stock is always in the proper quantity, location, and time as well as at the right cost to turn a profit, the tracking of purchases and sales helps to simplify the inventory.



G-Store

There another challenge was managing inventories across both physical and online stores, after looking at this challenge Goods Order Inventory provided a solution by unifying inventory management. This integration ensures consistent stock levels across all sales channels, preventing stockouts and overstocking. The system automates order processing, which is essential for handling high volumes of orders efficiently. Moreover, it offers detailed analytics, giving insights into inventory performance and aiding in better decision-making.

Requisition

A Goods Order Inventory streamlines the requisition process by automating it, making it faster and more accurate. This automation provides visibility into current inventory levels and future needs, preventing over or under-stocking. An integrated approval workflow reduces delays in procurement, ensuring timely replenishment of stock. This systematic approach helps in maintaining optimal inventory levels and smooth operations.

Vehicle Fitment

They also asked for a vehicle fitment module, So, the Goods Order Inventory discussed the capability of vehicle Fitment which help them in tracking all parts and accessories in detail, ensuring they are available when needed. It helps coordinate inventory with fitment schedules, reducing delays and improving service efficiency. The system ensures the availability of necessary items, which minimizes downtime and enhances the overall efficiency of the fitment process. This results in better service delivery and higher customer satisfaction

The Result

Since adding Goods Order Inventory, it has seen consistently positive inventory management and the software has proven to be even more robust than their previous inventory management solution.. The software has allowed the company to gain important new customers, create efficiencies, improve profitability, and extend its reach. And no one can argue with double-digit growth each year since implementing Goods Order Inventory without the need to add any additional personnel. Goods Order Inventory support has been extremely helpful and responsive when needed, and they continue to innovate with new versions.

With a Goods Order Inventory Management System:

- ✓ Control an unlimited number of products.
- ✓ Monitor inventory in real-time in multiple locations
- ✓ Assign one or several alternative product IDs, including SKU, vendor part numbers, UPC/GDSN, manufacturers' part numbers, industry-specific codes, etc.
- ✓ Easily search through inventory by product IDs or descriptions.
Set alerts for low-stock.
- ✓ Receive automated suggested re-order amounts.
- ✓ Automate purchase orders.
- ✓ Track & trace inventory even after purchase.

About Goods Order Inventory (GOIS)

Goods Order Inventory is a cloud-based inventory and order management system that centralizes all your business channels—inventory management, order processing, barcode scanning, invoicing, tracking, and integration with popular platforms everything into one simple, easy-to-use piece of software. Goods Order Inventory integrates with different channels so you can do everything you need to run your business smarter and smoother from one single piece of software.

What Automotive parts Company achieved by using Goods Order Inventory (GOIS)?

Since adding Goods Order Inventory, it has seen consistently positive inventory management and the software has proven to be even more robust than their previous inventory management solution.. The software has allowed the company to gain important new customers, create efficiencies, improve profitability, and extend its reach. And no one can argue with double-digit growth each year since implementing Goods Order Inventory without the need to add any additional personnel. Goods Order Inventory support has been extremely helpful and responsive when needed, and they continue to innovate with new versions.

- ✓ Integrated warehouse and Field management system enabled them to maintain an accurate level of stock across selling channels & warehouses.
- ✓ Faster sending and receiving order confirmation by billing through Barcode scanner on the spot. This helps them in
- ✓ executing the orders quickly and efficiently.
- ✓ A centralized platform for managing inventory, orders, and warehousing.
- ✓ Ample amount of orders with an increase in new customer base.
- ✓ Customized invoice generation process enables them to quickly generate custom invoices & send it across to its customer.
- ✓ Spend less overhead on inventory expenses.

Interested in seeing how GOIS can
automate your inventory management and
increase visibility into your inventory?

Book a demo with us today!

Contact Us

