

WHOLESALE INDUSTRIAL PRODUCTS

ACHIEVING PEAK PERFORMANCE IN INVENTORY MANAGEMENT

CASE STUDY



EXECUTIVE OVERVIEW

Ammex manages their international inventory at three major distribution centers. They use RockySoft's Inventory Management solution. It gives them the ability to accurately forecast customer needs, plan for the most cost effective shipping, make timely orders, track shipments, and maintain an appropriate level of stock on hand. Customized applications with the RockySoft solution allow Ammex the added flexibility to meet the wide variation in their customers' needs.

SITUATION ANALYSIS

The leaders at Ammex recently found themselves in a fortunate position – with business growing quickly. For over 20 years, Ammex's international product sourcing, manufacturing, and outsourcing work increased steadily. With about 2000 SKUs and millions of dollars of stock to track, an effective inventory management solution is critical to their success.

Until the implementation of RockySoft's Inventory Management solution, Ammex managed inventory with an in-house developed application, and had a staff software programmer make changes as necessary and maintain the system. When that person left the company, the need for a more manageable solution became even more important—no one else knew enough about this system to maintain it or keep it scalable with their growth. Don Kittmer, Director of Purchasing, immediately began to look at Ammex's options in managing inventory with their growing and changing needs.

"I've been very impressed with the way RockySoft has come to the table with solutions. They've been a great, innovative company to work with."

*-Don Kittmer,
Director of Purchasing,
Ammex, Inc.*

**ROCKYSOFT'S SOLUTION
TOOK THIS \$15 MILLION
COMPANY TO A
\$30 MILLION COMPANY –
WITH EXISTING
PERSONNEL AND
RESOURCES**

**REDUCED A WEEKS WORK
DOWN TO MINUTES**

**IMMEDIATE VISIBILITY
TO ALL SHIPMENTS IN
PROGRESS**



THE SOLUTION

Don Kittmer spent many months investigating vendors and applications to meet Ammex's inventory management needs. He attended an Inventory Management conference and was able to view a demonstration of RockySoft's solution. This led to more detailed discussions with RockySoft's Jeffrey Porter and his staff about how RockySoft would be able to strengthen Ammex's inventory management capabilities. One of the most important reasons Don chose RockySoft was their flexibility. "I needed a company that was willing to sit down and work with us so we didn't have to completely rebuild everything we'd already been doing," Don says about RockySoft's ability to customize their solution to fit Ammex's specific needs.

Today, RockySoft's solution allows Don to complete purchasing tasks in a fraction of the time it took before, such as being able to place orders with one click—all forecasting and planning is integrated with vendor information and the most cost effective shipping methods. He is able to easily track shipments and navigate the system.

With his proactive problem solving and RockySoft's flexible and "state of the art" solution, Don has been able to preserve Ammex's future success—and more importantly, to double revenue for Ammex without adding personnel, taking them from a \$15 million company to a \$30 million company.

BENEFITS

- Immediate visibility on all shipments in progress
- Accurate forecasting – even with 45-90 day lead times
- "One-click" ordering
- Dynamic representation of data
- Responsive support staff

SUMMARY

Ammex operates in a highly competitive industry. Rockysoft's Inventory Management solution allows them to exceed their goals, meet industry standards, and continue to grow their multiple businesses with ease.

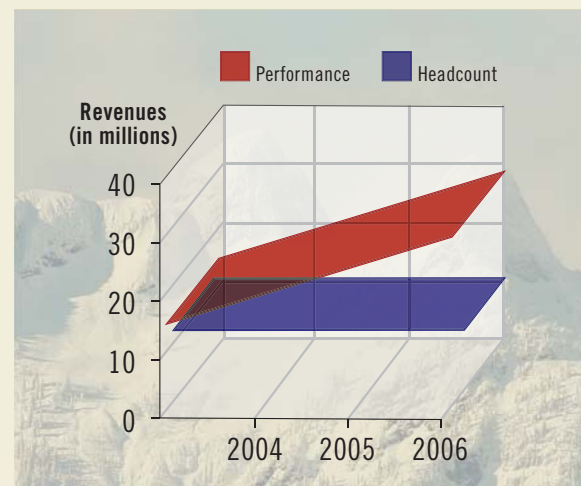
ABOUT AMMEX

Based in Tukwila, Washington, Ammex is a leading wholesaler of industrial products such as cabinets, gloves and auto parts. Offering many services such as sourcing products from China, manufacturing, innovative marketing, or outsourcing of production, assembly, importation, and distribution, Ammex solutions bring the global marketplace to over 10,000 United States businesses.

ABOUT ROCKYSOFT

RockySoft is a privately held company located in Fort Collins, Colorado. Its mission is to help distributors and manufacturers reach new heights by implementing inventory management systems and processes in ways which positively impact the bottom line. By delivering on this promise, RockySoft helps reduce inventory costs, improve customer service and increase profitability. For further information, please contact: Jeffrey Porter, Vice-President of Business Development, RockySoft Corporation,

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"Right away, they gave us the confidence they could deliver a product that would fit our needs."

*-Don Kittmer,
Director of Purchasing,
Ammex, Inc.*

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