

Innovation in a traditional market place On Site, On Time, Every Time

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Working with Quick Intelligence has enabled us to turn the vast amount of data we have in our business to real time actionable insight. We now have the ability to accurately track, measure and forecast the performance of every aspect of our business.

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- Luke Reiner, Managing Director, Brymec



Customer Name:

Brymec

Industry:

Wholesale

Location:

United Kingdom

Challenge

Brymec supplies a highly demanding market, the building trade, with the components they need to get the job done. Delays in the supply chain have a huge impact on cost.

A family run business, Brymec has thrived in this marketplace with a simple promise: “We deliver, on site, on time, every time”. This has led to rapid growth and success.

One side effect of maintaining this growth and keeping its promise was that Brymec spent more time managing stock levels and pricing reports from manual ERP exports and Excel.

It became apparent that this was not sustainable.

Solution

An automated solution was required to gather information from various parts of the business (including the ERP system, phone logs, delivery records and CRM) then merge this to deliver the required insights.

Working with Quick Intelligence, Brymec began to replicate and automate existing reports within a relatively short space of time. Additional data was then brought in and blended to extend the insight.

Qlik is now used in almost every area of the business on a daily basis, and that usage is still growing.

Results

Faster access to important information and greater confidence in that information, has enabled Brymec to not only maintain the On Time In Full promise, but also improve upon it.

Increased efficiencies in supply chain management has identified the fast-moving items requiring stock increase, with savings also made by reducing stock levels for those which are sold less frequently.

Confidence in expected orders and stock availability has allowed Brymec to start sourcing some items from overseas, delivering significant savings. In passing these savings on to customers, Brymec has grown its competitive advantage.