



Case Study

Managing Automotive Care Products Inventory on the Run

Company Overview

A leading automotive care product store that highly focused on best quality professional Auto detailing products. 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 and labor warranties.

The aim of the company is to administer extraordinary Services, Products, Qualities, and Value with a target on the demand of the customers and establishing a deep-rooted relationship. Thus, you will get high-quality service at a decent fare.

The objective of the company is to provide and sell out the products to the clients 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. So they started using QuickBooks for accounting management.

Business Challenges

Recently, the company noticed that it was outgrowing QuickBooks as an inventory management solution. The Company Manager started looking to find a solution related to this problem and QuickBooks as a standalone was not an option. Other issues were identified, such as Inventory tracking, product analysis, sales and purchase order tracking, Barcode system, Digital signature capturing, filter product and images, payment mode, and tax Id that had to be satisfied. Additionally, the Auto Care Products Manager has decided to bring a robust software package to address all these concerns.

Implementation Partner

Goods Order Inventory System

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Solution

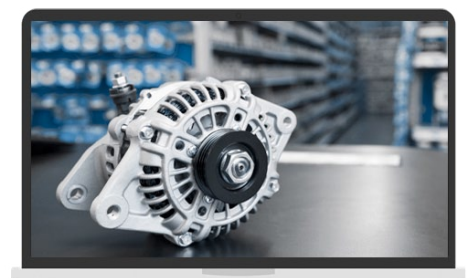
Automotive Care

Type

Private company

Industry

Automotive care product



Another challenge identified was the ease of use. The Company explained, "QuickBooks is a terrific package for our general accounting requirements. We want to teach our employees 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 our accounting and inventory software. They use to took a piece of paper around and wrote down everything, 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," Manager 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 accounting and 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.

Innovative Solution by Goods Order Inventory (GOIS)

The Automotive care products 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 from QuickBooks to Goods Order Inventory. Detailed pre-planning had determined how they wanted inventory records coded.

Tracking Sales and Purchase Order

The next step was customizing reports so that the company could predict sales turnover and improve the reordering process. With Goods Order Inventory reorder reports and auto-PO features, orders can be placed with the click of a mouse.

Some of the specific detail purchase order like

- ✓ List of item buyer agrees to purchase
- ✓ The number of items the buyer intends to purchase.
- ✓ The specific price of the items.
- ✓ The delivery date of the items.

The tracing of purchasing and selling helps in simplifying the inventory so that stock is always in the correct quantity, place, and time, and at the right cost to produce a profit.

Barcode System

Managing the inventory manually was very time-consuming and costly. The chance of human error in counting, remembering to reorder, or tracking products is high. So, Goods Order Inventory suggested them about the barcode system with the features through which they were able to get the following benefits:

- ✓ Increased efficiency and productivity by reduction of manual entry
- ✓ Improved accuracy of inventory counts
- ✓ Increased cost-effectiveness by simplifying processes
- ✓ Real-time reporting and more accurate data analysis
- ✓ Streamlined reordering and purchasing processes
- ✓ Improved loss security
- ✓ The process can be made more adaptable and versatile
- ✓ Less reliance on paper

Multi-locations/Warehouse Stock Management

Integrating Multi-location and warehousing enabled Automotive care products companies to maintain an accurate level of stock across their retail shop, Truck, and van, based selling and warehouses at any time.

A Goods Order Inventory (GOIS) mobile application system helped them to easily automate, streamline, and provides enhanced visibility, reduces errors, enables cutting back on unnecessary manual labour, and boosts productivity and profitability.

With the help of a mobile multi-location warehouse stock management system they can accomplish the following:

- ✓ Easily track inventory availability and warehouse location
- ✓ Minimize labour with mobile order picking an employee can scan product barcodes with quantities needed
- ✓ Perform easy inventory transfers
- ✓ Perform speedy inventory counts
- ✓ Easily adjust inventory quantities
- ✓ Set alerts for pre-committed inventory
- ✓ Create sales orders on-the-go with a mobile device
- ✓ Easily receive orders into the warehouse
- ✓ Boost order fulfilment

Real-time Field inventory management

Goods Order Inventory (GOIS) field inventory solution has made it easy for the company sales representatives visibility into materials and supplies from anywhere be it in a warehouse, or on a Truck movement, combining barcode technology with cloud-based mobile software to provide an accurate level of stock

- ✓ It enables field representatives to effortlessly audit truck stock and consigned inventory with Barcode Scanning
- ✓ Generate customize invoices for the products sold.
- ✓ Give their team the ability to request items or assets

Additional Filter Category for Products

We have added additional Filter category and Product Image Components in Goods Order Inventory on the device which took their business to the next level and made it easier for the users to search the product through images for which they are looking in the system.

Payment Mode/Integration

Goods Order Inventory has given them a feature to receive the payment via different payment modes and to print the details in their invoices online. This helps faster and hassle-free receipt of payments and further automates their cash flow.

Tax ID Field

The Implementation of the Tax ID section on the device platform helped them to track taxes to an individual customer for federal income tax and other tax purposes.

Authorize Inventory Transactions with Digital Signature Capturing

To authorize the inventory transactions Goods Order Inventory has added the Digital Signature Capture Mobile App Feature. By using this feature the users were able to capture signatures when performing inventory related transactions.

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 Care Products Company achieved by using Goods Order Inventory (GOIS)?

- ✓ 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!

Book a demo

