



Case Study

Improving Cash Flow by Increasing Inventory Turns on Core Product Line

Challenge

A leader in aerospace metals distribution sought to reduce inventory levels to free up cash flow and reduce debt levels.

Result

- Achieved almost double the inventory turns on the core product line while maintaining high fill rates and on-time deliveries
- Reduced inventory obsolescence

What We Did

Worked with leadership to identify and evaluate the inventory management personnel, processes and systems and then developed and implemented action plans to impact results.

- Elevated the focus of inventory management throughout the organization
- Placed the right people in the right roles to balance competing needs to optimize inventory levels
- Developed a Sales & Operations planning process to direct & facilitate the process
- Implemented a daily process discipline and focus on execution of inventory management fundamentals, tracked through a metrics scorecard

Optimize Inventory Levels

