

Customer News

FOR IMMEDIATE RELEASE

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TRANSELECTRIC CONTINUES TO REAP BENEFITS FROM SAP® BUSINESS ONE AND VALOGIX® INVENTORY PLANNER

Saratoga Springs, NY – March 15, 2007 - Valogix announced today that its customer, Translectric, Inc., of Jackson, MO continues to realize on-going productivity gains and financial savings after implementing SAP® Business One and VALOGIX® Inventory Planner last year.

In June 2006, Valogix published the first customer success story about Translectric. Translectric was experiencing many challenges, including inventory planning and optimization. After implementing VALOGIX Inventory Planner with their SAP Business One application, Translectric confirmed that in less than three months, they had reduced inventory, decreased back orders, and increased revenue and inventory turns, achieving more than 100% ROI.

“When we first started using Valogix, we double checked all the numbers because honestly we were not sure the information the system was giving us would cover our needs.” says Scott Toll, sales manager with Translectric. *“After a few months, we realized that the numbers were right on and now we rely solely on the information we get out of SAP Business One and Valogix.”*

Translectric recently updated their results indicating that the solution suite continues to provide a positive ROI. Since implementation, they have:

- Reduced inventory by 20%
- Increased revenue by 10%
- Decreased back orders by 70%
- Reduced inactive inventory by 60%

When Scott took over completing the purchase orders process, his goal was to reduce back orders by \$30,000. Valogix enabled him to exceed that goal and Translectric has decreased back orders by more than \$35,000. And since they are now able to provide suppliers with a forecast, they purchase inventory at an average of 3% discount, allowing for higher profit margins. Scott says, *“The time Valogix saves me alone has more than paid for the solution and makes my job so much easier. The cost savings in the reduction of inventory and back orders is really just the gravy.”*

(more)



Richard Vaccaro, president of Valogix stated, *“We are happy with the results that Translectric continues to achieve. It shows that our solutions continue to add value, not only in the first year of implementation but also in subsequent years. Integrating with SAP Business One provides our customers with a complete, efficient business management system.”*

Finally Scott told us, *“Valogix, in combination with SAP Business One, has far exceeded our expectations. I can’t imagine planning without it!”*

About Valogix

Since 1988, the founders of Valogix have been leading innovators in advanced inventory planning, optimization, and predictive analytics solutions. The advanced technology solutions automatically, forecast demand, set and optimize stocking levels, replenishment stock, and optimize the investment in inventory. Valogix solutions are easy to use and provide measurable rapid ROI. Dramatic cost reductions, improved productivity, and increased customer satisfaction are benefits received within months of implementation. Products include VALOGIX® Inventory Planner, VALOGIX® Parts Planner, VALOGIX® Retail Planner, and VALOGIX® MultiLink.

Valogix located in Saratoga Springs, NY has representatives across the US and in Australia, Canada, France, Great Britain, Guatemala, Honduras, India, Ireland, Kenya, Mexico, New Zealand, Norway, Puerto Rico, South Africa, and Trinidad and Tobago.

For product information, contact Tom Glacken at 410-312-7780 or visit the company web site at www.valogix.com.

About Translectric

Translectric Inc. was established in 1967 by Ray Mirly when he copyrighted a device called “Servicemate.” This device provided emergency electrical power for motor driven tools. Originally, this was sold to farmers and farm equipment dealers for resale. Sales eventually migrated to construction equipment dealers for resale. Translectric is located in Jackson, MO. Translectric may be contacted at 1-800-333-2589.

Website: <http://www.servicemate.com>

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