

Henry Schein Results

- ↕ Increased fill-rate significantly
- ↕ Reduced premium freight
- ↕ Added over 7,000 profitable items
- ↕ Removed nearly 10,000 unprofitable slow movers
- ↕ Enabled decision support for mix policy management

CLARITY's unique combination of features help you succeed:

- ↕ Demand chain visibility
- ↕ Superior decision-support
- ↕ Direct control over execution

One solution for measuring performance, evaluating what-ifs and getting the job done daily.

CLARITY provides your company the power to increase revenue, cash flow and margin by managing inventory to assure optimal customer service with minimal inventory investment.

“We increased service by three percentage points while supporting a 14% sales increase, and reducing base inventory over 8%...all in less than 12 months.”

**Paul Rose, Vice President Corporate Inventory
Henry Schein, Inc.**

How does a Fortune 1000 company bring over a million dollars in savings to their bottom line? They seek CLARITY...inventory solutions from Intrinsic.

Henry Schein is the largest supplier to healthcare professionals in the world. They produce \$2.7 billion in annual sales to over 400,000 customers worldwide. Henry Schein's US distribution network consists of five regional distribution centers.

Henry Schein has become the leader in their industry by providing superior customer service, necessitating their goal to fulfill over 90% of customer orders completely. The company found it very costly to support their goal, as they carried over \$160 million in inventory, and nearly 250,000 items.

The company decided that in order to sustain their leadership position, they would have to enhance their profitability and cash flow without endangering their customer service goals. In fact, Schein was hopeful of increasing customer service while decreasing their inventory and item count.

It was decided that Henry Schein needed to get more sales from fewer total item/locations by

optimizing the product mix for each location to meet customer demand.

By understanding the demand for each location, the company could be assured to have the products in each location that best fulfilled customer orders. Additionally, by removing slower or non-moving items, they could meet their inventory profitability goals.

Schein selected Intrinsic Value Chain Solutions to implement CLARITY, Intrinsic's inventory deployment optimization suite for retail and wholesale. CLARITY analyzes the demand for each location, and determines the items that meet the customer service goals, and meet the inventory profitability goals of Henry Schein.

The benefits of CLARITY are proven. Henry Schein sent carrying cost reductions of \$600,000 right to the bottom line, and reduced freight cost by 9%, totaling over \$1.4 million – all within a mere 6 months after implementation. All this while increasing customer service and securing their position as market leader.

The effects of an improved inventory mix are long-lasting. Reducing lost sales, carrying cost, freight and obsolescence provide



3696 Largent Way
Suite 200
Marietta, GA 30064

(770) 424-9232

www.intrinsicvaluechain.com

Contact Intrinsic Today. Find out how we can help you succeed.