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## Henry Schein Enhances Profitability and Customer Service with Intrinsic Solutions

*Leading supplier to healthcare professionals deploys Intrinsic CLARITY to optimize product mix for meeting customer demand*

**Atlanta, August 6, 2003** – Intrinsic Value Chain Solutions, LLC today announced Henry Schein Inc., the largest provider of healthcare products and services to office-based practitioners in the combined North American and European markets, has significantly enhanced the effectiveness of its inventory and customer service by deploying Intrinsic's *CLARITY* inventory deployment optimization suite. By leveraging *CLARITY*, the company has significantly reduced inventory and freight costs across its US distribution network while improving customer service levels and order fill rates.

Henry Schein has become the leader in their industry by providing superior customer service, necessitating their goal to continually enhance product mix and customer order fill rates. The company decided that to extend its leadership position, it would have to enhance profitability and cash flow without endangering its customer service goals. By implementing *CLARITY*, Henry Schein is able to analyze product demand for each location, and determine where to deploy items that meet its customer service goals and inventory profitability targets.

"Intrinsic Value Chain Solutions offered us both advanced technology and the strong working partnership we needed to meet our inventory and customer service challenges by ensuring our ability to optimize inventory deployment anywhere across the organization." said Paul Rose, Henry Schein Vice President, Corporate Inventory. "We increased the effectiveness of our inventory substantially, while supporting a double-digit sales increase. In the first 6 months we identified annualized savings of over a half million dollars."

"Working with customers who mandate leveraging their inventory as a cash flow generation tool, requires greater demand chain visibility, superior decision-support, and direct control over supply chain execution decisions," said Greg White, CEO of Intrinsic Value Chain Solutions. "Thanks to *CLARITY*, Henry Schein has achieved a greater level of cost-efficiency in the management of its inventory, while ensuring superior customer satisfaction."

### **About Intrinsic Value Chain**

Intrinsic Value Chain, based in Atlanta, GA, enables companies of all sizes to leverage their inventory as a sales, margin, and growth vehicle. Intrinsic is committed to creating solutions that provide significant return-on-investment and enable companies to manage inventory as a strategic asset. By providing education, superior workflow and decision support, and enterprise performance management tools for users, we can assure ROI for our clients. Further information can be found at our website at <http://www.intrinsicvaluechain.com/>

### **About Henry Schein**

([Nasdaq: HSIC](#)) Recognized for its excellent customer service and low prices, Henry Schein serves more than 400,000 customers worldwide, including dental practices and laboratories, physician practices and veterinary clinics, as well as government and other institutions. For more information, visit the Henry Schein Website at <http://www.henryschein.com/>

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