



### **Computer Insights Inc**

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## **THE BUSINESS EDGE 2.0 WITH BIN STOCKING SAVES TIME AND MONEY**

### ***Traditional Full Service VMI or Bin Stocking***

In a traditional Bin Stocking system, the fastener supplier will reach an agreement with the customer to manage the stock of the customer's fasteners and other class c components. Then the vendor counts the inventory on a regular basis and creates reorders for the customer based on usage. The idea is to take the hassle out of managing these miscellaneous parts. Some fastener distributors have been doing this for years using spreadsheets or order blanks to take the orders. These methods are time consuming, tedious and error prone.

A more modern and efficient way is for the fastener distributor to create bar code labels for the customer's bins. These are affixed, usually by the fastener distributor.

### ***The BUSINESS EDGE 2.0 VMI Programs***

The BUSINESS EDGE 2.0 includes a complete integrated VMI (Vendor Managed Inventory) system. The basis for this system is the creation of bin labels for each VMI customer. The data for the Bin Labels is either entered or uploaded to The BUSINESS EDGE. Bin labels that are printed by the system include the customer bin location and either the customer or vendor part number. They can also include the minimum and maximum for the bin and a reorder quantity for that particular bin. Beyond that, with the full Able Label integration, the labels can include a drawing of the part as well. These labels are affixed to the customer bins.

### **TWO SCANNER OPTIONS:**

#### ***Bluetooth and iPhone or iPad for Salesperson Entry***

The Bluetooth Scanner is used by the fastener vendor's salesperson. It is used to scan the orders into the smart phone app which runs on all iOS devices (i.e. iPhones & iPads) and Android devices. The salesperson can view detailed information about the scanned item instantly. The salesperson can upload orders at any time from wherever they have cell phone coverage or Wi-Fi access.



#### ***USB and PC for Customer Entry***

The USB Scanner stores the order internally until the user (either the customer or the fastener salesperson) is ready to upload it to a PC, where detailed information is then shown to the user. The order is then transmitted to the vendor's server over the Internet. This is particularly useful for customers scanning and submitting orders themselves. Computer Insights has many clients that are serving customers thousands of miles away using this method. Their clients are actually providing better service to these customers than the customers' former local fastener vendors.

# The BUSINESS EDGE 2.0

## with Bin Stocking

### Confirming Email

Upon order submission, eMail confirmations are sent to the interested parties. The system also supports Consignment Inventory. Throughout the entire process, no one has to key in or write down a part number. The order is perfect because it is based on information that was provided by the system in the first place. The result is exceptional customer service and a huge reduction in work. The ultimate goal of the VMI system is to improve customer service, enhance customer loyalty and improve margins. The whole system is designed to be used by non-technical people so it is easy to implement.

### MRO Option for Salespeople

Many times, customers are not interested in a full service formalized Bin Stocking program, but they are happy to have the salesperson take stock and place orders for them. Many MRO (Maintenance, Repair and Operations) customers fit this model. They don't have bins per se, but they tend to order many

of the same things and they want the Salesperson to determine their needs.

With the MRO Option in The BUSINESS EDGE 2.0, the salesperson can scan any label (whether or not it was created by the system) and create an order

from that input. Examples of labels that they might scan could be a UPC Code or a manufacturer label with a bar coded part number.

If there is no bar code at all, a part number can be keyed in. This type of order can be submitted to the office the same way as a traditional VMI order, but there may be more processing required researching the unknown bar codes. It still saves a huge amount of time and it improves accuracy dramatically.

### Award Winning Software

Fastener Technology International recognized Paul DeFalco, Computer Insights, Inc. developer of The BUSINESS EDGE 2.0 VMI Mobile program in their sixth annual FTI Technical Achievement Awards, Class of 2011. They stated that, The work accomplished by DeFalco in the development of the VMI Mobile app has simplified the use of the TBE software product and made it more focused and effective.

### More Information

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