

# ALLIED INVENTORY SYSTEMS, INC.

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## ALLIED INVENTORY SYSTEMS RUNS 99.998% RIGHT

### *Experience Pays*

Allied Inventory Systems, formerly Allied Fasteners, is an international distributor of electronics, fasteners, and shop supplies to OEMs in the United States, Asia, South America, and Europe.

Allied started in southern California in the 1950's as a traditional fastener distributor. Through its first decades of growth, the company learned that their best customers looked at Allied as a strategic partner who could enable overall total cost reductions and increase efficiencies on their production lines, rather than as a "cheapest price" vendor. This led the company's leadership to focus on investments in technology that would enable Allied to become a best-in-class source of materials, knowledge, and production support.

### *Analytics and Service*

The company specializes in inventory management programs for electronics, aerospace, and defense manufacturers and provides customers with a blend of components, stockholding programs, and consumption analytics that empower customers to reduce costs and shrink lead times.

### *Aerospace and Defense*

By the mid-2000's, Allied found itself supplying material to a large number of aerospace and defense



**NEAL LOBER**  
**VICE PRESIDENT OF BUSINESS DEVELOPMENT**

contractors. While many of the requirements to supply these customers were similar to electronics manufacturers, there were a number of regulatory and technological hurdles to overcome in order to bring the level of reliability that Allied is known for.



## AS9120 ITAR Registration

Among these requirements were upgrades to the company's quality system to meet or exceed the requirements AS9120, ITAR registration, and additional process controls. The company, which operates debt free, was willing to make these investments but needed a plan of attack to expand.

## The Business Edge™

The Business Edge™ has been and continues to be a critical part of Allied's expansion plan. As the company's core ERP system, Allied wanted to retain as much information and process control as possible inside of The Business Edge™ instead of running separate systems.

Fortunately, The Business Edge™ contained several modules that only required customization, including the Document Connection for paperless document control, the Certificate Management System, and the Product Specification system to ensure that incoming product and paperwork is 100% conforming.

Leading this effort for Allied was Neal Lober, its Vice President of Business Development. "Our partners at Computer Insights were extremely helpful in implementing our aerospace control procedures," said Neal. "Moreover, the fact that many of the modules we needed already existed meant that we could avoid the time and expense of writing new code to expand into the defense market quickly."

## The Results Are In

It has been many years since Allied's implementation, and the results are in. With a 99.998% on-time delivery record, exceedingly high customer loyalty, and heavily automated process controls, the company has experienced over 30% year-over-year growth for several years running. Moreover, the efficiencies brought by The Business Edge™ have allowed the company to deliver parts to customers at a far lower cost than many of its larger competitors.

"We are extremely satisfied with The Business Edge™" says Mr. Lober, "and we sleep well at night knowing that our processes are rock solid and our customers are well taken care of."

## More Information

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