

## Infor ERP VISUAL Benefits – For Every Body



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## PROFILE



- 200 Employees
- \$30 Million Annual Revenue

For Every Body has grown from a small home-based business to one of the largest privately held, woman-owned candle companies in North America. In 2000, For Every Body became one of the first manufacturers in the Western United States to begin producing soy based candles. Now, its products can be found in more than 6,400 independent stores and more than 88 retail chains including Kohl's, Bed Bath & Beyond, Zellers, Lowe's and Hallmark.

## Challenge

- Improve price quoting & management of customer data
- Accommodate multiple currencies at both ends of the supply chain
- Limitations dealing with a global supply chain process
- Outgrew current ERP solution due to the companies International and organic growth

## Solution

- Infor ERP Discrete VISUAL, Adv. Infor CRM Module, Adv. Infor Financials Module, Adv. Infor Employee Time & Attendance Module

## Results

- Reduced inventories by 30% over 18 months
- Lowered finished good inventories by 65% over 18 months
- Solid "Class A" supplier status at KOHL's & BBB
- Improved inventory turns from 6.5X turns (56 days) to 10X turns (37 days) resulting in a net decrease of 19 days that it takes the organizations to clear inventory.

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*“We only recently won the Bed Bath & Beyond (BBB) account. BBB would say that we went from being a supplier to one of their BEST suppliers in terms of service, quality, correct-build and on time delivery. We could not have even gotten out of the gate to service BBB without VISUAL . In fact, we would not have the BBB account if it weren't for Infor ERP VISUAL.”*

*Paul Anderson  
CEO  
For Every Body*

## **Additional Challenges**

- Improve and automate the data tracking for 200 employees as well as streamline payroll management

## **Additional Results**

- *For Every Body (FEB)* has a goal to maintain \$2.3 Million in inventory. With \$30M in annual revenue and \$2.3 Million in inventory, FEB will have an inventory turn of 13X ( $365/13=28$  days) resulting in an inventory sell through of 28 days – an even greater improvement.
- Productivity has increased 15% - 20% partly attributed to deploying VISUAL

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*“The core strength of Infor ERP VISUAL lies in its ability to significantly reduce operational costs. We have been able to drive down inventories by 30% in the last 18 months. Furthermore, we have reduced our finished goods inventory by 65% over the same time. We are thrilled!”*

*Paul Anderson  
CEO  
For Every Body*





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**BizTech is your single-source  
Enterprise Resource Planning  
(ERP) software provider.**

## Together With You

Your organization will benefit from our team's commitment and hands-on experience. You'll gain a competitive advantage with a manufacturing software solution that delivers end-to-end functionality, low cost of ownership and ease-of-use to meet the complex needs of your manufacturing business. You'll agree that the combination of Infor ERP VISUAL and the BizTech Team is the right choice.

## Your solution choices include:

- ★ Business & ERP Software Systems
- ★ Implementation Planning
- ★ End-User Training
- ★ Best Practice Consulting
- ★ Data Conversion & Importing
- ★ Version Upgrades & Migrations
- ★ Custom Programming
- ★ Disaster Recovery & Business Continuity
- ★ Virtual Workplace
- ★ Computer Network Support

## About BizTech

Founded in 1999, Business Technical Consulting, LLC (BizTech) is dedicated to providing complete Enterprise Resource Planning (ERP) and Information Technology (IT) solutions that deliver long-term benefits to small and mid-sized manufacturing companies.

Like our 500+ clients throughout North America and 4,000 VISUAL customers worldwide, you can rest assured that your projects are in the right hands. BizTech is an Infor ERP VISUAL Channel Partner, a Microsoft Certified Partner, Comptia A+ Certified and a Citrix Authorized Solution Advisor. BizTech offers industry-leading technologies such as Infor, Microsoft, Dell, HP, Citrix, Cisco, Symantec, Sonicwall, ThinPrint, Wyse, Epson, Lexmark, and Xerox.

The BizTech Team has one simple goal: to partner with your company in a joint effort to improve your business processes and increase your profitability.

With strategic technology solutions and a seasoned implementation team, your company will benefit from centralized accountability, a simplified project plan and the most efficient implementation of Infor ERP VISUAL.