



Nissan Diesel Reduces Inventory by 25%, Grows Customer Service to 95% with JustEnough

Industry

Motor Parts and Accessories Distribution

Challenges

Nissan Diesel required a solution that would automate its manual forecasting and replenishment processes, as well as help the company increase customer service levels while reducing its inventory investment.

Solution

- JustEnough Demand Forecasting
- JustEnough Inventory Planning

Results

- Increased customer service levels to 95 percent
- Reduced replenished inventory by 25 percent
- Decreased time needed for demand forecasting and inventory planning from days to hours

Nissan Diesel SA is Nissan Diesel Motor Corporation's largest export hub outside of Japan. Its single parts and accessories warehouse services dealerships across Japan. The company has approximately 90,000 parts on hand with an inventory holding worth about \$6.5 million.

Automating the Ordering Process

Nissan Diesel's manual processes for order capturing took its parts and accessories buyers two to three days to complete. Nissan Diesel realized it needed technology to improve this process. The

company selected JustEnough Software to help automate its demand forecasting and inventory planning processes, increase stock availability and reduce its investment in inventory.

Achieving Bottom-Line Benefits

Prior to Nissan Diesel's selection of JustEnough's Demand Forecasting and Inventory Planning solutions, each and every line item had to be manually evaluated for replenishment on a monthly basis. With the new solutions, the company benefits from automated exception reporting, which reduc-

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Wouter Combrink, senior manager, IT for Nissan Diesel

es the time needed to spend on this process from two or three days to a matter of hours. Additionally, JustEnough enables the forecasting of new products by mimicking the patterns of existing or redundant items that are similar in nature.

Within six months following the JustEnough software deployment, Nissan Diesel's product availability was close to its target 98 percent, while inventory levels for replenished lines decreased by 25 percent. Customer service levels also rose to 95 percent.

“We selected JustEnough because it addressed everything on our wish list,” said Wouter Combrink, senior manager, IT, Nissan Diesel.

Leveraging Inventory Business Intelligence

Finally, integrating JustEnough's inventory business intelligence functionality with the Cognos reporting software gives Nissan Diesel a detailed report on replenishment projections and advanced inventory analytics.



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About JustEnough

Founded in 1994, JustEnough is a global leader in Demand Management solutions. JustEnough services more than 500 of the world's leading brands including Allocation and Replenishment of inventory at **Kenneth Cole**, Merchandise and Assortment Planning at **Levi Strauss**, Sales Forecasting at **Kraft Foods**, Inventory Planning for **IDS Group (Li & Fung)** and **Nissan**, and Mobile Sales Force Automation at **SAB Miller**, **Cadbury** and **Heineken**.

OnCloud, **OnSite** and **OnMobile**, JustEnough's Demand Management solutions help retailers, distributors and brand owners to forecast their customer demand, plan their assortments, allocations and inventory, shape their demand and then execute on those plans. JustEnough is headquartered in the United States with offices worldwide. Learn more at www.justenough.com.