

Situation

Clancey Design Distributor is a privately owned national design distributor of mechanical components.

Challenge



As a distributor, Clancey struggled to gain insight into value created or sacrificed by vendor and customer relationships.



Clancey had a single customer that made up a significant portion of their business. This customer had complex forecasting practices, varying tariffs/fees, fluctuating lead times, and other issues stemming from internationally sourced components.

Action



Provided detailed sales trend and purchasing analysis, with emphasis on key customers. This reporting included margin, volume, profitability, and economic value added.



Integrated multiple key customer's forecasts to dive into stock levels and purchasing recommendations that supported timely order fulfillment as a preventative control.



Delivered order gaps reporting, enabling sales and warehouse staff to understand at-risk orders based on gaps between expected delivery of components from supplied and desired customer order ship dates.

Systems Integrated



Result

Sales management made product catalogue decisions quickly and confidently, resulting in focused selling of higher-performing products and increased leverage with purchase/sale price negotiation with vendors and customers.

20% Reduction
in 'days since last sale' for slower moving inventory

90% Accuracy
with 'buy/sell/move up/move out' decisions at part-level based on forecast and historical demand



BUCS has been instrumental to Clancey's growth. The tools we developed in partnership with BUCS allows us to pinpoint actionable items to drive revenue, manage capital appropriately, and provide a better service to our customers.

Joe Van Dyke
National Sales Manager



BUCS launched the first version of our platform in 2016 to help mid-market companies improve performance through better information. This idea has blossomed into an end-to-end data management platform used by high-growth organizations, private equity firms, and top professional service firms. They rely on our platform to drive efficiency and increase decision velocity, resulting in value creation greater than 5% of revenue.