

Situation

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

Challenge



Clancey struggled to gain visibility into profitability and contribution to the business at the Customer and Item levels.



Clancey desired the ability to make informed start/stop/continue product decisions based on actual purchasing, inventory, sales, and margin information.

Action



Implemented a dynamic Profit & Loss report including gainers/losers, which provided the ability to analyze by various attributes including vendor, item, customer, segment, warehouse, etc.



Built a 'What If?' analysis, enabling Clancey leadership to perform situational analysis by pulling levers such as +/- margins, +/- sales volume, +/- key AR/AP ratios, etc.



Used key ratios and profitability to devise Economic Value Added to the business by vendor, item, customer, segment, etc.

Result

1 Day

data refresh window, enabling Clancey leadership to analyze product and customer performance intra-day

2%

average annual Gross Margin improvement with improved reporting



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



Systems Integrated



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.