



TrulinX[®]

a product of **Tribute**
Software for Successful Distributors

It's simple really,
We know your business better!

INVENTORY OPTIMIZATION USING TRULINX

SOPHISTICATED MANAGEMENT TOOLS FOR DISTRIBUTORS

What is the largest asset in your business? Inventory! That is why it is so important that you have the right tools to keep up with the changing requirements from customers, vendors, and overall shifts occurring in the marketplace.

TrulinX is one of the best, real-time Inventory Management Systems available on the market today. Just ask Jon Schreiberfeder, a leading industry expert in Inventory Management for companies like yours!

If you're a typical distributor, you have a complex mix of items in your warehouse, with a wide range of customer demand, lead times, cost, and other factors. You need a sophisticated software system to manage it all - that's where TrulinX comes into play! With TrulinX, you can group your items or product lines and manage them differently. Each group can have its own buying parameters, demand calculation, lead time calculation, and safety stock calculation for optimal inventory management.

TrulinX offers several industry-standard calculation methods for buy quantity, forecasted lead time, and forecasted demand.

Benefits of each buy method:

The TrulinX buy methods range from high flexibility (Min/Max) to more controlled (EOQ, Target Turns). Or, you can choose the Order Up To method that allows you to minimize the inventory levels for items that don't have a high level of demand performance, but still meet customer demand with added safety.

Min/Max – Very flexible, you can determine minimum stocking levels and maximum buy quantities on items.

EOQ (Economic Order Quantity) – Very cost oriented...good for companies that like to control spending...takes into account all costs associated with inventory (personnel costs, rent, buying, packaging, etc.)

Order Up To – Cost effective means of keeping inventory costs down on items that have slow to medium performance...allows you to buy stock only when you need it (when there is customer demand) plus a little more to hold you over until the next buy.

Target Turns – Very detailed buy calculation....considers safety stock quantity, monthly demand, target turns, review cycle. Helps you achieve the best inventory mix with the least amount of intervention!

Lead Time Calculation Methods:

Exponential smoothing: Allows you to control wildly fluctuating lead times by using a weighted average to calculate a new average lead time.

Rolling Period Average: Simple and easy to understand...responds quickly to change.

Both methods allow you to determine which receipts should affect the new lead time (significant receipt %), which leads to better accuracy. And they both offer you the ability to filter out unusual lead time situations (unusual change %) so that your new lead time is not skewed by non-typical situations.

Demand Calculation Methods:

Exponential smoothing: As described above, this method manages the erratic fluctuating demand and put more emphasis on current or historical demand, or some of both, when calculating a new forecasted demand (FMD) each month.

Rolling Period Average: As described above, this method responds quickly to demand changes and filters out abnormally high demand, to prevent unusual situations from affecting your new FMD.

Successful inventory management has the following positive benefits for your company:

- Improved customer service
- Reduced freight expenses
- Improved cash flow
- Maximized returns on your inventory

In tight economic times, managing your inventory efficiently is crucial. TrulinX gives you the tools you need to effectively manage your inventory and make a real impact on your bottom line!

TrulinX was designed with your specific needs in mind - to make your life easier. If you want to learn more, please give us a call at (800) TRIBUTE and select #1 for sales.



1696 Georgetown Road, Suite F ■ Hudson, OH 44236-4094
800-874-2883 (Press "1" for sales) ■ www.tribute.com