

Advanced Systems Group solutions receive glowing review from tanning bed distributor



> A Case Study - "Just-In-Time" Inventory



Solution:

Timing is everything. Advanced Systems Group looked at the complete picture and determined that predicting actual delivery time was key to keeping up with product demand. ASG's proactive strategy included implementing Delivery Dates allowing purchasing to keep track of the Actual Arrival Dates, not just proposed dates. The result is a "Just-in-Time" inventory ordering system that efficiently supplies manufacturing with what it needs. Response time became quicker and production increasingly agile.

Heartland Tanning, Inc. – this is one tanning bed distributor that won't take overstocking lying down anymore.

Results:

- Heartland reduced manufacturing costs by approximately **\$1 million** – freeing up cash and allowing them to pay off their short-term debt.
- Heartland increased their working capital by **30%**.
- Now more responsive than ever before, Heartland Tanning has the edge over its competitors in streamlining production and delivery.

"ASG's high-caliber staff gets it done. Their strategy and implementation processes reaped immediate rewards. We are extremely pleased with the results of the "Just-In-Time" system. It's made us a more agile and profitable business."

- Steve Benner, General Partner and Director of Corporate Development

ASG Client: Heartland Tanning, Inc.

Heartland Tanning, Inc. (located in Lee's Summit, MO) manufactures and distributes tanning beds and equipment nationwide. The following case study demonstrates how Heartland tapped ASG's custom business solutions to help gain control over their inventory.

Challenge:

The indoor tanning business is very seasonal, which can turn supplying indoor tanning equipment into an inventory guessing game. Overstocking can cause cash flow issues and not having enough equipment on hand creates the opposite effect – long lead times, manufacturing slowdowns, and frustrated customers. Heartland needed to find a way to accurately determine future inventory needs while avoiding costly overstocking.

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IMDs. (Inventory Management Devices)

Powered by SouthWare NetLink™, these multi-functional handheld computers give operators the capability of tracking and managing inventory from anywhere.



The Perfect Fit

ASG's experience, service, and wide array of business management tools provide you with true one-stop shopping. That means you "hit the ground running" with a system that's designed to fit your specific business needs now and well into the future. And our professional implementation and training give you total confidence at every step along the way.

We Make Success Happen

For over two decades, ASG has been committed to equipping companies with the necessary tools to improve business profitability. We are specialists in professional business services. As a result, we understand the unique challenges you face everyday. We measure our success by being able to analyze the details of your organization, and establish a clear roadmap to achieve "best-in-class" business practices by tailoring efficient solutions that fit your business. ASG makes success happen.

"We waited too long to purchase this software and time is money!"

Les Hobbs, Vice President and General Manager, JB Mathews Company

- Order Fulfillment
- Inventory Control
- Service Management
- Financial Management
- E-Commerce / E-Business
- Customer Relationship Management (CRM)
- Business Decision Making
- Warehouse Management

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