

# Nefit takes the pressure off their inventory

For 25 years, Nefit has been the best-selling brand of energy efficient boilers. With over 1.5 million installations, they are the uncontested market leader in the Netherlands. Nefit is part of Bosch Thermotechniek. They first contacted Slimstock several years ago when they wanted to gain better insight into their stock of spare parts, including slow moving parts. Dick van Teeffelen, Parts Service Manager at Nefit, explains how Nefit achieved balance in their inventory using Slim4.

*“Our main objective was to improve the quality of our service”*



Van Teeffelen first heard about Slim4 from a supplier to his previous employer. When he saw the application, he was immediately interested. Van Teeffelen explains: “When I first started working for Nefit, they only had a Baan system.” This was inadequate for the optimisation of the spare parts process – the reason Van Teeffelen had been appointed. A quick decision was made to purchase Slim4. Van Teeffelen comments: “We now have clearer insight into the usage of our parts and the demand.”

#### **Stock in balance**

“Our main objective was to improve the quality of our service. Slim4 enables us to achieve this without increasing our stock levels.” According to Van Teeffelen the secret is keeping the stock in balance. Nefit suppliers now make regular deliveries – delivering the right

quantity at the right time – thanks to Slim4. “This means we can limit our stock levels and still respond flexibly and quickly to requests from our installation engineers and wholesalers locally and abroad.” However, keeping the right parts in stock is still complicated. That’s mostly because Nefit sell a seasonal product, with high demand in the winter. Van Teeffelen says: “The weather is very important to us. If it’s cold we see sales peaks, but if it isn’t, those peaks simply aren’t there. For example, last October was quite warm. We usually sell a lot in October, but not last year. It threw our plans.”

“Slim4’s forecast module calculates the seasonal pattern per article or per group very effectively. We think weather forecasting should also really be one of the Slim4 parameters,” Van Teeffelen jokes.

#### **Sound branch knowledge**

The implementation of Slim4 has gone well. Van Teeffelen adds: “Slimstock have in depth knowledge and expertise. Sometimes we need to talk to the helpdesk, which our inventory department says works well. Working with Slim4 is simple and easy. Our planners get on well with the system. And the connection with Baan is first class.”

#### **Support**

“Because Slimstock regularly introduces new functionalities – more is possible. Of course, you need to know how to use it. Fortunately, Slimstock appreciates this. They frequently organise user days – where you can pick up very useful information. And because many Nefit customers and suppliers also use Slim4, user days also offer a great opportunity to address operational issues.”