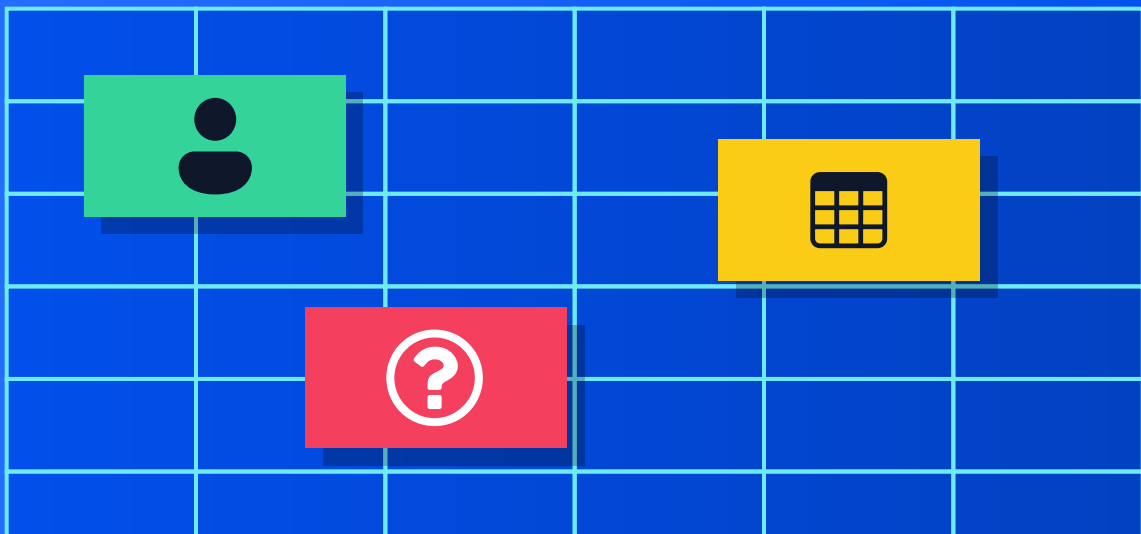




# How to eliminate manual Excel work and increase revenues

Digital guide



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- ✓ Why is it time to transition from Excel to digital supply chain planning?
- ✓ What are the risks associated with sticking to Excel?
- ✓ What are the advantages and disadvantages of planning in Excel?

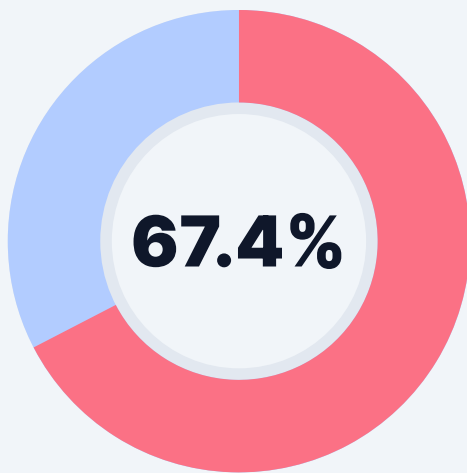
**And how to save time and money with automation using modern supply chain planning tools?**

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# Why Excel is no longer the best tool for supply chain management

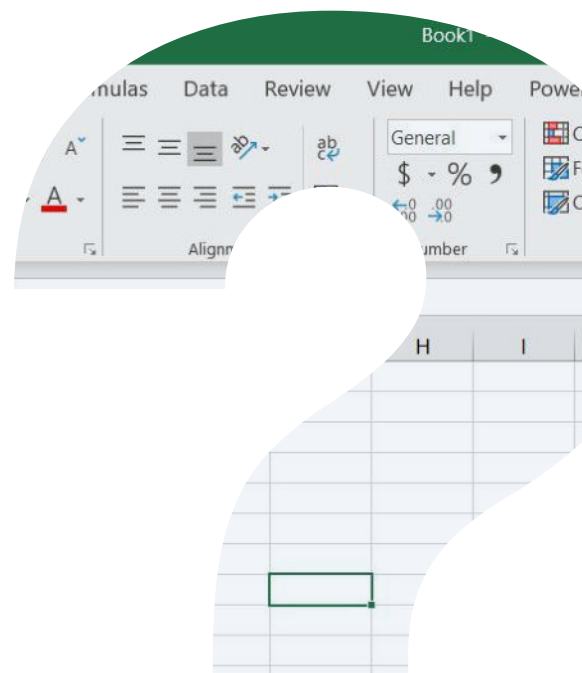
Historically, many organizations have relied on Microsoft Excel for their key supply chain planning (SCP) processes. The widespread adoption of spreadsheets can be attributed to their flexibility and the familiarity of the framework.



**Supply chain managers using Excel spreadsheets in 2022**

According to annual surveys conducted by [Zippia in 2022](#), **67.4% of supply chain managers still predominantly use Excel spreadsheets** as their management tool for supply chain planning.

However, as companies transition from Excel to advanced supply chain planning and integrated business planning software (IBP), spreadsheets have become inefficient due to limited visibility, collaboration constraints, and the absence of real-time analysis capabilities.







**When considering a transition to a modern supply chain management (SCM) solution, customers seek end-to-end visibility, enhanced agility, and real-time collaboration within the company's planning processes.**

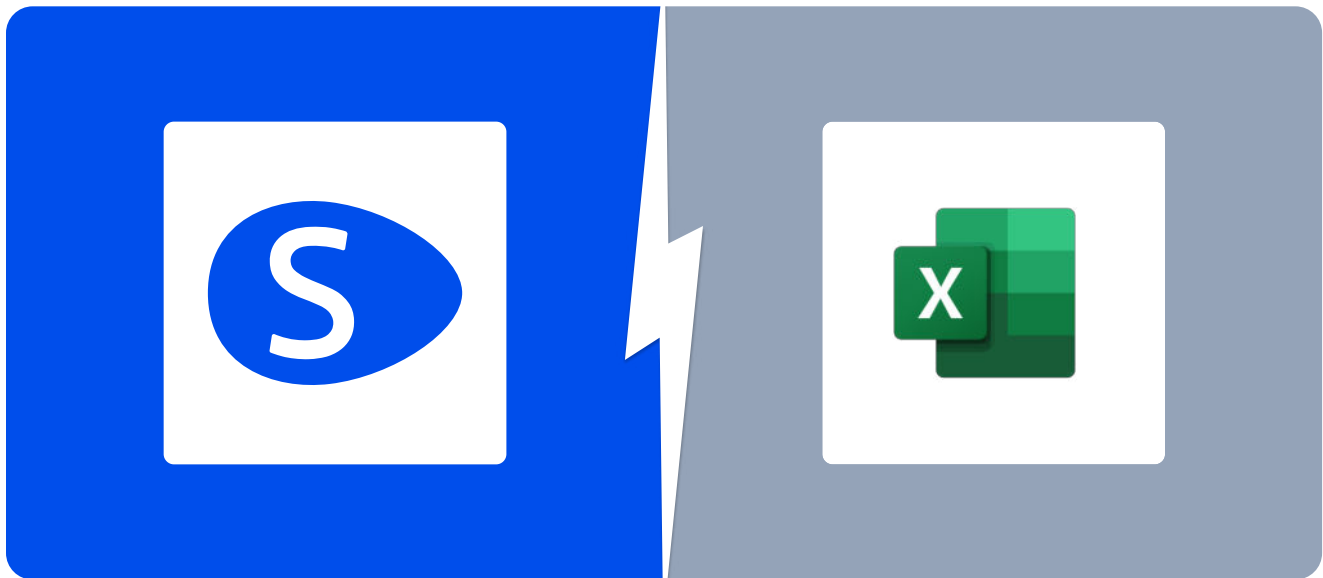
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*"It is no longer effective to manage the supply chain using disconnected spreadsheets repeatedly and expect improved outcomes. We no longer live in a world where Excel is the best tool to manage your supply chain. Even though supply chain planners still tend to rely on Excel"*

**Pablo Gonzalez Paullada**

Sr. Supply Chain Consultant with 35 years of experience,  
GMDH Streamline Strategic Partner

# Excel vs modern supply chain planning tools



The advantages of having a unified tool and the capability to integrate planning more extensively become a distinguishing factor for organizations that have implemented them.

**Excel and spreadsheets serve as valuable and powerful analytic tools. However, they're lousy at modeling and managing the real-time complexity and dependencies of today's global supply chains.**

Using spreadsheets without rigorous process controls and coordination across segregated departments and planning areas can be nearly impossible.

What's even more important is that now, supply chain planning software allows businesses to focus not solely on functional metrics but also on Key Performance Indicators (KPIs) and business goals.

**Let's take a closer look at the main differentiators.**

	Excel (spreadsheet-based planning)	Supply chain planning software
<b>Technology</b>	Outdated	High-level goal-achieving technology
<b>Data</b>	Static and siloed nature of the planning process (siloed data)	Real-time data in a single system
<b>Business workflow automation</b>	Not available	Based on the industry's best practices
<b>Processes</b>	Labor-intensive, time-consuming, not efficient processes that cause process bottlenecks and delays	High productivity and operational performance
<b>Collaboration &amp; Teamwork</b>	Poor team interaction	Agile internal & external collaboration (team & contractors), S&OP process
<b>Demand forecasting accuracy</b>	Relies on manual work, prone-to-errors	Relies on AI-based algorithm
<b>Security</b>	No security control and data protection	Rigorous security controls and information protection
<b>Dynamic Simulation</b>	Not available	AI-based technology

## How a food distributor in the LATAM region saved 1.44% of their annual revenue with inventory optimization software

A food distributor in the LATAM region recently shared the positive results they achieved by implementing Streamline as their inventory optimization solution.



### Challenge

The company faced the challenge of excessive inventory holding and unoptimized warehousing costs. With thousands of SKUs to manage, the monthly reordering process became cumbersome and time-consuming, as they relied on Excel for demand forecasting and inventory planning.

**\$144K**  
**monthly savings**  
of \$100M annual revenue

*Putting it into perspective, the company's annual revenue of \$100M resulted in monthly savings of \$144.000 with Streamline.*

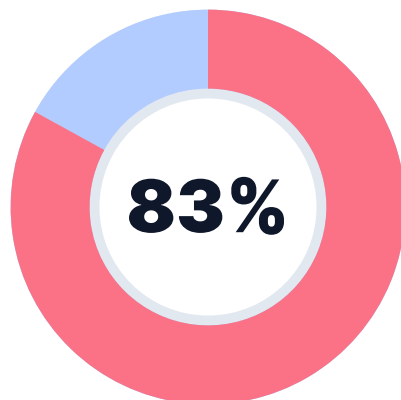
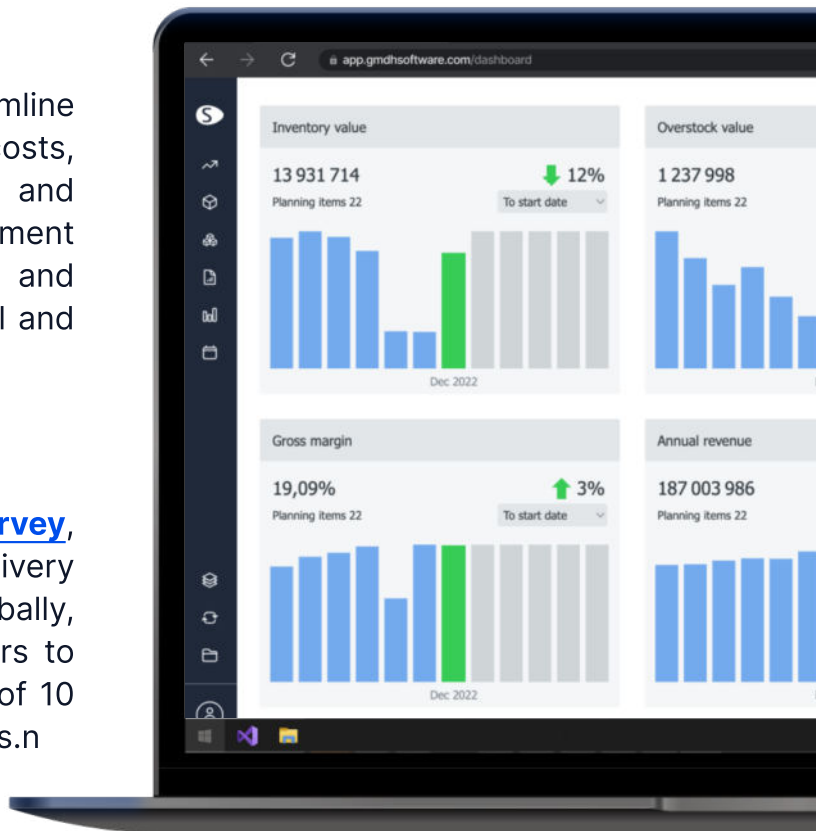
## What distinguishes the Streamline supply chain planning platform?

### 1. Reduction of overstocks

By reducing excessive inventory, Streamline positively impacts high warehousing costs, capital expenses, insurance expenses, and labor costs. The platform utilizes replenishment strategies that maintain low maximum and average inventory levels, freeing up capital and minimizing stock-holding costs.

### 2. Reduction of stockouts and lost sales

According to a recent [2022 Statista survey](#), customer expectations regarding faster delivery times have risen in the retail industry. Globally, 41% of online shoppers expect their orders to be delivered within 24 hours, while 6 out of 10 customers expect delivery within three days.



**Customers purchasing product from a competitor because of out-of-stocks**

Meeting these heightened customer expectations is crucial for businesses, as **out-of-stock situations lead to lost sales and drive 83% of customers to purchase the desired product from a competitor.**

Streamline addresses these challenges by employing **Dynamic Simulation**, ensuring a reasonably high inventory availability and service level (up to 99%), which helps to retain customers and eliminate stock shortages.

### 3. Reduction of team inefficiency

Time is valuable and must be used wisely. Streamline offers a planning platform that accelerates the forecasting process compared to Excel.

With features such as automated data extraction from the ERP system, baseline plan preparation, and collaborative adjustment capabilities, the platform facilitates faster decision-making and consensus among stakeholders, including marketing, sales, and executives. Furthermore, all suggested orders can be seamlessly uploaded to the ERP system for automatic approval.



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*"By automating the planning process, businesses can focus on growth."*

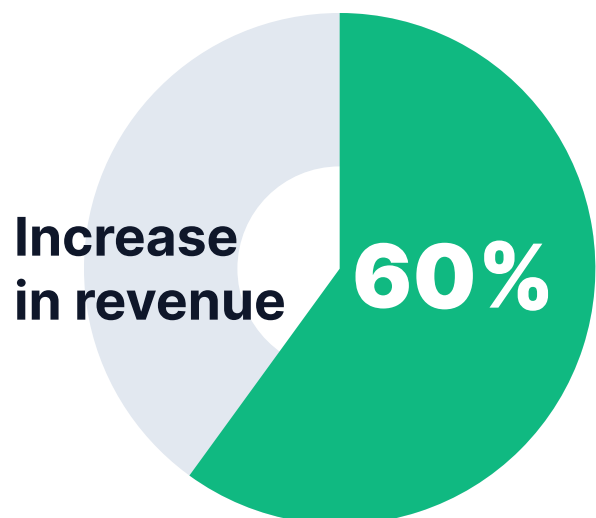
**Alex Koshulko**

CEO and Co-founder of GMDH Streamline, Ph.D. in Mathematical Modeling

 [Connect](#)

## Outcomes

Within one year of implementing Streamline, the company experienced a remarkable **60% increase in revenue**. This outcome serves as a strong motivation for the Streamline team to continuously enhance the platform and deliver even greater efficiency through automation.



## How an established wholesale auto parts distributor in Australia reduced 10% of costs on warehouse optimization

An Australian wholesale distributor with over 40 years of experience in automotive parts recently shared their success in addressing issues related to inaccurate inventory management and warehouse optimization.



### Challenge

Transgold, with its extensive range of products and three warehouses spread across Australia, faced challenges in managing inventory accurately. Using Excel for planning purposes required significant time and manual effort, prompting the company to search for an automated solution.

#### The main challenges they encountered were as follows:

01.

Lack of upfront costs and contracts: Without a clear understanding of order quantities and customer demand, it was difficult to forecast raw material orders and predict the production of finished goods.

02.

Excessive time spent working in Excel: The company found itself constantly firefighting rather than effectively managing its supply chain.

03.

Absence of full-time tech support: Supply chain planners sought a solution seamlessly integrated with their ERP system, enabling smooth testing and setup processes.



## Outcomes

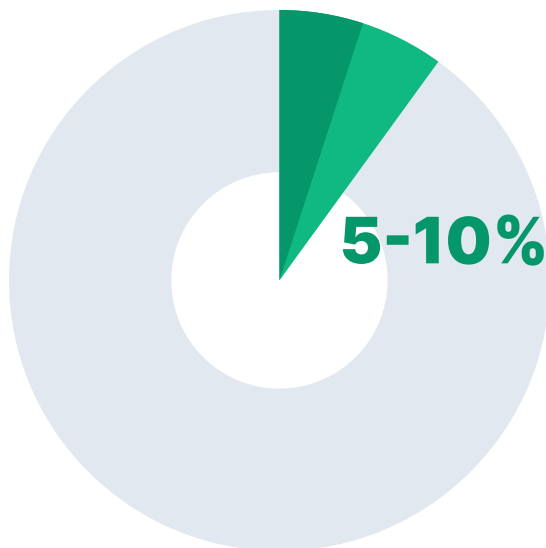
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*“Streamline has proven to be immensely helpful in streamlining the calculation of our purchasing requirements and the placement of purchase orders. In the past, we relied on complex Excel spreadsheets, which proved to be burdensome. However, the process has become at least 50% faster with Streamline.*

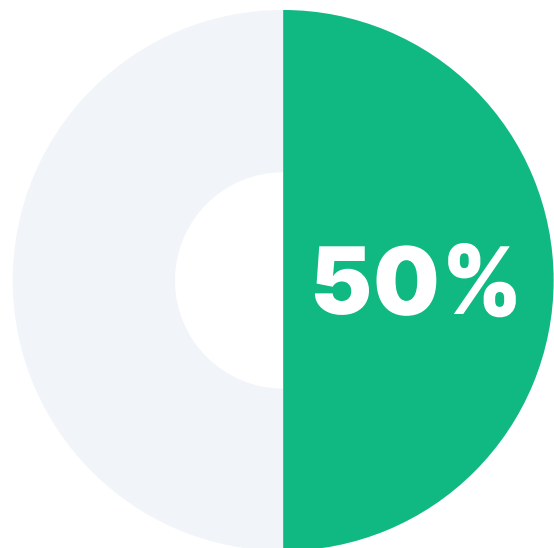
*Having utilized Streamline for over a year, we have also experienced a 5-10% reduction in stockholding without significantly impacting our fill rate. The support provided by the team has been exceptional, with timely assistance, and continuous efforts are being made to enhance the product with additional features and updates.”*

**Keith Yong**

CEO of Transgol



**of overstocks reduction**



**faster processes**



# Customers about Streamline



*"It was too cumbersome to use Excel. What took us a day and a half to do now takes only seconds using Streamline."*

**Andrew Bell**

Vice President of Supply Chain & Logistics

[to the website](#)



*"I recommend Streamline if you want software that helps with inventory and stockouts management."*

*We have found it helpful in forecasting when and what to order."*

**Natalee Aukerman**

General Manager  
of US Brand at Arda Wigs

[to the website](#)

# Why are you still considering transitioning from Excel?

**The answer is fear.**

However, paralyzing fear and the inability to transform your supply chain expose you to far more significant risks than failure. **The fear of carrying vast expenses on the solution, the fear of adding stress to already overloaded teams, and, most importantly, the fear of failure of those implications for your company and your team.**

On the contrary, not making any change puts your company at the risk of facing financial consequences when the next significant disruption occurs, a risk of losing top talent who prefer to work with modern technology, and a risk of being overtaken by your competitors.

Based on Streamline customer use cases and industry benchmarks, we state that investing in advanced planning tools can save your organization millions, and NOT after a 10-year return on investment period.

***Companies save at least 1.5% of their annual revenue and 50% of time spent in Excel when they abandon spreadsheets in favor of advanced planning solutions.***



**1.5%**

of annual  
revenue saved



**50%**

less time spent  
in Excel

Make smarter, more profitable and hundreds of times faster decisions that saves millions of lost revenues!

**Maximize the value with Streamline!**

[Request a live demo](#)

