

# Speck Products Streamlines Inventory Planning with PlanningEdge and NetSuite

Speck, a leading manufacturer of protective cases for portable electronic devices, integrated PlanningEdge and NetSuite ERP to customize inventory planning.



Speck Products is one of the leading producers of protective cases for mobile devices. Since 2001, the California company has been focused on developing stylish and functional cases for products like the iPhone and iPad. Speck is a high velocity business with thousands of SKUs housed in multiple inventory locations.

PlanningEdge's comprehensive demand and replenishment planning software for NetSuite helps solve inventory planning challenges faced by mid-market distributors, manufacturers and retailers. By implementing PlanningEdge with NetSuite, Speck Products has realized improved efficiencies and heightened product visibility.

“ PlanningEdge is so darn smart! If something is on order and the forecast is changed, the system can tell the planner to alter the order on an open PO. PlanningEdge recognizes the change. It's simply brilliant. ”

— Pamela Dresbach, Senior Director of Customer Service and Fulfillment, Speck Products



## Challenge

Speck Products had been struggling to find a planning system that integrated with NetSuite and best aligned with its unique development practices. The company's complex planning process, along with growing transaction quantities, necessitated finding software that was more predictive. As a company that manufactures its own products, Speck needed a solution that could intuitively forecast component demand and clearly communicate with users.

PlanningEdge's broad range of features and functionality allows users to improve service levels while reducing inventory costs, leading to valuable return on investment (ROI). Fully integrated with NetSuite, PlanningEdge enables organizations to synchronize stock levels with forecasted demand while managing order volatility.

## Solution

After looking at other solutions for nearly two years, Speck turned to PlanningEdge and its intuitive user interface immediately set it apart. “It was clear from the start that PlanningEdge had planners involved in designing the system,” said Pamela Dresbach, Senior Director of Customer Service and Fulfillment at Speck Products.

Aggregation of component demand data was a huge advantage. Previously, planners had to look at demand for shared components and determine amounts to buy. PlanningEdge automatically aggregates the data, assesses trends and delivers recommended inventory control numbers. With PlanningEdge, Speck is also able to drill down into the numbers for precise forecasting for individual customers.

## Results

“Integration of PlanningEdge with NetSuite took just seven months which was incredibly fast,” said Dresbach. “We customized our feed from NetSuite and made only a few modifications because using PlanningEdge is so intuitive. We went live in March and haven’t looked back.”

“PlanningEdge’s extreme functionality enables it to message both ends of the spectrum,” said Dresbach. “The system creates a clear picture of the inventory problem and then executes a solution.” Though live just a few months, Speck has already realized noteworthy results.

“Excess inventory is coming down, we have better component visibility and we’re seeing improved efficiencies. PlanningEdge together with NetSuite has been fantastic.”



### COMPANY NAME

Planning Edge

### INDUSTRY

Distribution and Retail Planning

### URL

[www.PlanningEdge.com](http://www.PlanningEdge.com)

### BENEFITS

- ✓ Improve forecast accuracy to better plan inventory needs
- ✓ Increase visibility from finished good to component requirements
- ✓ Reduce in excess inventory
- ✓ Improve ordering capabilities
- ✓ Maximize NetSuite’s integration to deliver an intuitive user experience
- ✓ Certified “Built for NetSuite”

“ Speck was a great customer to work with as they took ownership of PlanningEdge and their processes, making the design, implementation and adoption of the system seamless – the keys to getting the most of our solution. ”

– Greg Marmulak, CEO, PlanningEdge