

ERPs are rigid and antiquated systems that slow growth and are difficult to operate. **Stitch** is built for lean, high-growth brands that need flexibility in their operations.

# Modern brands excel with **Stitch**, not ERPs.

“I always tell my clients in the high-growth phase to stay away from ERPs unless they’re ready to hire a full-time administrator. Otherwise, it’s just noise and it’s going to slow them down.”

- CFO from *Early Growth Financial*

## Why no ERP?

- ERPs are built for finance teams, so the accounting module within is best-of-breed, but the operations capabilities (inventory management, order management, fulfillment, & purchasing) are a poorly designed afterthought
- ERPs require labor intensive customization for making operations changes, making them an operational bottleneck & driving their total cost up
- ERPs require an administrator with a background in ERP implementation, maintenance, & customization which leads to an increase in total cost of ownership
- ERPs are broad systems with no focus on any single industry, type or size of company
- ERPs are simply not building their product for modern brands

### Financial Risk

**79%**  
of all  
implementations  
miss their  
promised deadlines

**56%**  
of successful  
implementations  
are over budget

**+**  
Total cost of  
ownership is  
higher than  
advertised

## Why the smartest brands use **Stitch**

**Stitch Labs is an operations management platform for modern high-growth brands. Using **Stitch Labs** gives brands an edge:**

- Execute quickly on marketing and merchandising initiatives (bundling, preorders, backorders, unique fulfillment strategies, custom inventory allocation, etc.)
- Change or add 3PLs quickly and easily (multiple 3PLs, international fulfillment, “test-drive” a 3PL, etc.)
- Launch pop-up and brick-and-mortar stores quickly
- Save money on employees since **Stitch Labs** doesn’t require a specific management resource
- Streamline time-consuming, manual tasks, improving efficiency
- Access granular financial data including landed costs, COGs, inventory assets, FIFO, etc. for your accounting platform

 snow peak

THINX

SUNSKI

brooklinen



OUTERKNOWN

## THINX

In THINX's global expansion plans, they needed a solution that would allow them to quickly test international fulfillment workflow with a new overseas fulfillment center without heavy resource investments. Stitch was able to set up their new 3PL and workflow in just 6 weeks, a drastically shorter timeline than ERP timelines. They now offer customers abroad decreased shipping rates and fulfillment times, while not having to pay duties and taxes on the imported products.



Sunski set out to grow their wholesale channel by 20% in 2018 - both in number of accounts and size. Through Stitch, the team was able to easily spin-up new channels and an additional 3PL to quickly grow and scale their wholesale operations. They not only met but beat their annual growth goals in only 5 months.



During Peak Design's search of a scalable and suitable operations management solution, the team evaluated a number of ERP solutions including Netsuite, Microsoft Dynamics, and BrightPearl. Mark Wang, CTO of Peak Design recalls "The problem was the cost: the initial startup cost alone was too much for us...then we found Stitch Labs."

## brooklinen

As one of the bedding industry's leading brands, Brooklinen will experiment with new strategies and initiatives, often at crunched timelines. The team opted for Stitch as their operations management platform due to the level of expertise and growth consulting services we offer, as well as our best-of-breed model that provides flexibility in their operations — something they could not find in an ERP system.



## snow peak

Operating under their Japanese parent company, Snow Peak was previously using an ERP system to consolidate data under one roof until they realized that the rigid system riddled with manual processes and workarounds was not suitable for their rapidly growing business. Snow Peak implemented Stitch Labs as their operations management solution to enable their team to stay nimble and agile, while leveraging the parent-company ERP for financial and accounting.

## OUTERKNOWN

Outerknown started using Stitch Labs after they were having substantial issues with their current ERP (FullCircle). The ERP solution was limiting their ability to scale with their growth and have visibility into their operations. They kept using their ERP for accounting, purchasing, and certain wholesale workflows, while Stitch automates their inventory, orders, and fulfillment.