



Customer Chadwell Supply

Web Site www.chadwellsupply.com

Size 10 Users

Location Tampa Florida

Industry: Building
Maintenance
Supplies

Customer Profile
Chadwell Supply is a family-owned company that provides maintenance supplies to the multi-family housing market throughout Central Florida.

Software
Chadwell Supply are running Dynamics GPV9.0 with the addition of Trinity's Vendor Price Management & Advanced Inventory Replenishment, all implemented by Dynavistics.

Chadwell Supply Case Reference

Trinity Advanced Inventory Replenishment Implemented by Dynavistics

“Our success is based on having the right quantity of the right inventory at the right cost. Trinity Advanced Inventory Replenishment has helped us to achieve that”

*Robert Chadwell
President*

The Challenge

Chadwell Supply’s goal is 100% next day delivery to all customers. Much of their business involves responding to urgent repair needs as well as maintaining high availability of replenishment items such as janitorial supplies. This all requires them to stock a higher than normal level of many of their items.

Their 4500+ item list is sourced from over 350 vendors and so the business of regularly reviewing what is needed from these vendors is in itself a major logistical exercise. But to continue to work effectively Chadwell also need to keep track of changing demand patterns and respond to these quickly and appropriately.

Product lines include plumbing, HVAC, pool supplies, appliances, and janitorial items. The diverse product lines create their own challenge as different product ranges can have widely differing demand patterns. Some items are seasonal while others maintain a more consistent (though possibly growing) demand throughout the year.

Chadwell Supply is experiencing exponential sales growth. The product line continues to evolve and become more complex. New items and vendors are added monthly. However as a relatively small company Chadwell were looking for a product that they could implement at an affordable price that would be an integral part of their GP system.





Microsoft Business Solutions
ISV Software Solutions

The Product

Written specifically for Dynamics GP **Trinity AIR** is simple to implement in a traditionally complex area of business. Combined with its sister product, Vendor Price Management it impacts on the whole purchasing function of Dynamics GP. Check out the web-site for product movies.

The Authors

As major UK resellers in their own right and as authors of over thirty modules for distribution **Trinity** have unrivalled experience of implementing distribution systems based on Dynamics GP. Trinity products are distributed in America by **Azox Business Solutions**.

www.trinitypartner.com
trinitysales@azox.com
734 928 6000

The Partner

Dynavistics is a Tampa, FL based reseller specializing in distribution and professional services solutions. Their goal is to help customers consistently realize the most from their IT budget and achieve more profit by using proven business processes combined with the right technology.

www.dynavistics.com
info@dynavistics.com
813 486 3951



“The extra cash created by intelligent inventory control was unexpected, and much needed for our start-up operations”

*Robert Chadwell
President*

The Solution

When Dynavistics CEO Todd McDaniel first visited Chadwell Supply he recognised immediately that Inventory Management was going to be a key driver for any new system “Having worked with Trinity in a variety of distribution settings I had no hesitation in proposing Trinity AIR. It is powerful software that really exploits the data to help support the buying process. But the guys from Trinity also have the knack of making a difficult area feel easy by integrating so completely into core Dynamics GP”.

Inventory buyers typically tend to think about their inventory in time units. e.g. “I need at least three weeks stock on the shelf”. AIR lets the buyer set these time-based stocking policies. It then combines these with its own demand estimates, based on powerful algorithms to automatically refresh reorder points and order up-to levels. And by demand we don’t just mean sales. AIR provides facilities to recognise and allow for recording of lost sales and exceptional demand. And by extensive enhancement of the Dynamics GP Purchase Order Generator Trinity have provided the user with a powerful decision support tool that helps the buyer refine his buying decision to get the best possible deal every time.

The Benefits

- AIR has helped Chadwell Supply to reduce overall inventory value without impacting our high service levels.
- With easy to maintain vendor prices Chadwell buy the right item at the right time in the most cost-effective quantities.
- Chadwell have seen a dramatic reduction in time spent by buyers reviewing demand levels and administering POs .
- Low cost of ownership thanks to user-count based pricing.

“The addition of Trinity’s Advanced Inventory Replenishment makes Dynamics GP Purchasing really work for us”

James Chadwell, Owner