

# Sage Inventory Advisor supercharges Hartland Controls



**Customer:** Hartland Controls

**Industry:** Manufacturing - electrical goods

**Location:** USA

**ERP:** Sage 500

Founded in 2002, Hartland Controls specializes in the design and manufacture of mission-critical electrical contactors, class II transformers, capacitors, relays, auxiliary switches, and configured assemblies.



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Becky Wilkinson, supply chain manager



## CHALLENGE

Zero visibility of inventory



## SOLUTION

Sage Inventory Advisor  
integrated into Sage 500



## RESULT

\$1 million reduction in  
inventory



Hartland Controls maintains a large inventory of finished products and configurable components to ensure the regular, steady, and timeous supply to their customers. With more than 3,000 SKU's to manage, they found their process was becoming far too unreliable and time-consuming as they had to manually review each item one at a time. They had no visibility of stock-outs let alone potential stock-outs and had no way to calculate their safety stock.

"We were able to reduce our inventory value by an impressive \$1 million thanks to Sage Inventory Advisor,"

said Becky Wilkinson, supply chain manager.

"Once implemented and integrated with our Sage 500 ERP, we could set safety stock parameters and measure and manage our supplier lead times. We had full visibility of our potential stock-outs and could take actionable steps to avoid stock-outs from occurring. With the help of the advanced algorithms, we were able to do our forecasts with confidence and would not have been able to bounce back as quickly as we did from COVID-19 without Sage Inventory Advisor," concluded Becky.