

## INVENTORY MANAGEMENT SOFTWARE WINS INNOVATION AWARD

Melbourne, 15 February 2006

The APICS – the Association for Operations Management – 2005 Innovation Award in the USA recognises the development of a new technique or product that has significantly advanced the field of operations management. GAINS, the 'best-of-breed' demand, inventory and supply chain planning and optimisation supported by GRA in Australia, was awarded runner-up.

The award recognised that GAINS' optimisation planning process had helped one client – which was using a manual replenishment system that had no item-by-item analysis of supply constraints or marketing promotions – achieve a \$2 million increase in profit, a 27% reduction in inventory and a 96% customer service level. The GAINS inventory optimisation system focuses on balancing supply to meet demand at a minimum total annual cost, inventory level and workload for each item in the supply chain. A GAINS interface was developed for the client's ERP system that could collect sales data for a given day and analyse it with a series of algorithms to update the company's forecasts. The client could then evaluate the level of inventory at each location and calculate orders required to meet demand at the lowest cost across the supply chain.

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### About GRA

GRA is Australia's largest specialist supply chain consulting firm and specialising in demand, inventory and supply chain optimisation. GRA's clients include Carlton & United Breweries, Super Cheap Auto, The Australian Defence Forces, Nestle Australia, QANTAS, Bonland Dairies and Mayne Pharmacy.

### About GAINS

GAINS is a 'best-of-breed' demand, inventory and supply chain planning and optimisation system. GAINS' unique planning capabilities enable businesses to optimally balance the 4 Cs - Capital, Cost, Capacity and Customer service levels. GAINS is a time-tested solution with the proven ability to rapidly deliver results.

### About APICS

The Association for Operations Management is the global leader and premier source of the body of knowledge in operations management, including production, inventory, supply chain, materials management, purchasing, and logistics. For more information see [www.apics.org](http://www.apics.org)

### FURTHER INFORMATION

Please contact Rebecca Manjra on (03) 9421 4611 or [rmanjra@gra.net.au](mailto:rmanjra@gra.net.au)

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