

NETSTOCK

How Netstock's AI helps Distributor Wire & Cable reduce excess inventory by 10%



Company Distributor Wire & Cable

Location USA

ERP Acumatica

Industry Distribution



\ Challenge

Long lead times and many SKUs made inventory risk hard to control

\ Solution

Netstock integrated with Acumatica

\ Result

Excess inventory reduced by 10%

For a distributor operating across multiple locations with extended international lead times, inventory planning is never simple.

At Distributor Wire & Cable, the stakes are particularly high. The company imports specialized cable products from suppliers across South Korea, China, Egypt, and India, with lead times often exceeding 100 days. With nearly 2,000 SKUs and 6 distribution centers across the United States, staying ahead of inventory risk requires constant vigilance.

For David Pimentel, Procurement Buyer at Distributor Wire & Cable, Netstock's AI tool is now an essential part of his daily workflow.

Starting the day with clear priorities and objectives

Each morning, David begins his day in **Netstock** by opening the Dashboard to get a snapshot of Distributor Wire & Cable's inventory health across all locations. From there, he moves directly into the **AI opportunities** tool, where critical inventory risks and

opportunities are automatically surfaced. Instead of manually reviewing thousands of SKUs across multiple warehouses, the AI Opportunities pinpoints exactly where attention is needed, highlighting issues, recommending actions, and helping David quickly prioritize his day.

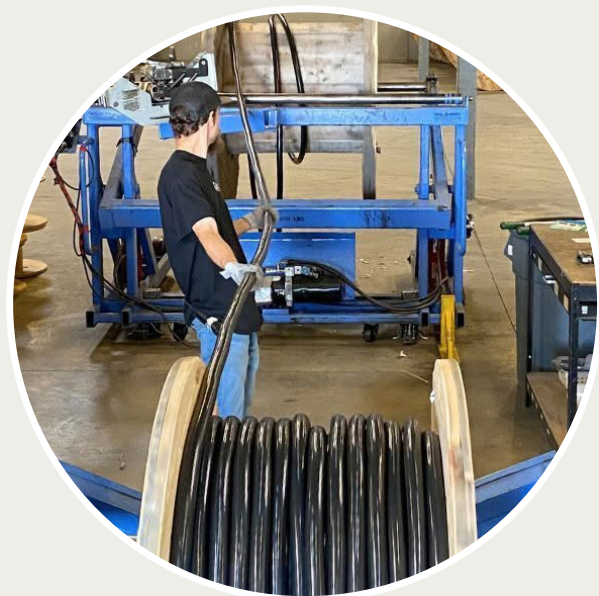


"I check the dashboard to see how everything looks across our locations, then go into the AI Opportunities to see what needs action,"
David explains.



Turning hidden inventory into sales

One of the most valuable insights the AI Opportunities delivers is identifying excess inventory sitting in one location while another is running short. For a business that often moves stock between major hubs and smaller facilities, this visibility is critical. David often discovers situations where inventory hasn't moved in one warehouse but is urgently needed elsewhere.



"The system highlights excess or dead stock in one location and suggests where it could be used," he says. That lets me quickly transfer that stock instead of placing new orders."

These insights can represent a significant financial impact.



"It's not unusual to see opportunities showing \$100,000 to \$200,000 of excess inventory sitting at one location that could be used elsewhere," **David explains.** *Without those alerts, the inventory might sit idle for weeks before being discovered in a monthly review.*

Preventing stock-outs before they happen

The AI Opportunities also helps David stay ahead of potential stock-outs, especially important given the company's long international lead times. With some products taking three months or more to arrive, missing early warning signals can quickly lead to supply gaps.

Netstock flags potential stock-outs and replenishment risks, allowing David to act early by:

- Transferring stock from another location
- Placing domestic orders with shorter lead times
- Following up with suppliers on overdue purchase orders



"The AI Opportunities shows potential stock-outs that could become an issue if I don't take action," he says.

Never missing an overdue order

With hundreds of purchase orders moving through global supply chains, it's easy for delays to slip through unnoticed. Netstock's AI Opportunities highlights any orders that should have already arrived, helping David quickly follow up with suppliers.



"It's difficult to manually track every purchase order. Netstock helps flag overdue orders so we can follow up with suppliers quickly."

Real results: Reducing excess inventory

Since using the Netstock AI opportunities as part of his daily workflow, David has already seen measurable improvements.

- 10% reduction in excess inventory
- Faster identification of stock transfer opportunities
- Improved visibility into potential stockouts
- Better supplier follow-up through overdue PO alerts
- Clear prioritization across nearly 2,000 SKUs

That reduction in excess inventory represents a significant improvement in working capital while ensuring inventory remains available where customers need it most.

Better visibility. Smarter decisions across 2,000 SKUs



"Managing close to 2,000 SKUs across multiple locations would be difficult without this level of visibility."

Netstock's classification matrix helps David focus first on the items that matter most, those with high value and high velocity. These high-priority items receive immediate attention whenever risks appear.



"Those are the items we always want to stay on top of," he says. "Netstock helps us filter and prioritize so we can respond quickly."



From data to action

For Distributor Wire & Cable, the biggest advantage of Netstock isn't just visibility, it's actionable insight. Instead of combing through reports and spreadsheets, David starts each day with a clear list of opportunities to address. That shift allows him to spend less time searching for issues and more time solving them.



"The AI Opportunities highlight actions that would be easy to miss," he says. "It helps us catch them early and make better decisions."

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