



Case Study:



Industry:
Home Improvement -
Paint Manufacturer

Headquarters:
Torreon, Mexico

PYLSA is the main distributor for Comex in the northern region of Mexico, covering the area with over 45 stores that meet their customers' needs with products from this brand. PYLSA strives to provide leading service to its customers, with the ultimate goal of offering a comprehensive color experience that encompasses private, professional, commercial, industrial, creative, and social markets.

Comex, a leading paint brand in Mexico, was founded in 1943 and today is at the forefront of manufacturing, distributing, and marketing paints and coatings in North America, with a significant presence in Mexico and Central America. Currently, Comex has 4,600 stores served by over 650 distributors, a crucial part of the corporate structure.



10%

Shortages decreased



25%

Lost sales due to out of stock reduced

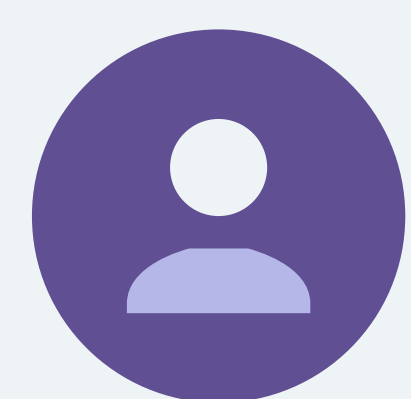


30%

In-store sales increased



"With Onebeat, PYLSA México, a leading COMEX partner with 47 paint stores across northern Mexico, transformed its inventory management. We solved a longstanding assortment issue, improved product availability, and boosted sales, all while managing our working capital more efficiently. Onebeat's solution has made our decision-making faster and more precise, helping us identify and address inventory excesses or shortages in each store."



Bernardo Garza
Administrative Manager at Pinturas y Lacas de La Laguna S.A. de C.V. (PYLSA)

Onebeat successfully reduced inventory surplus and increased SKU consumption at PYLSA's point of sale across all stores, resulting in a **37.5% reduction in inventory surplus and increased consumption of SKUs' by 8%.**



— Key Challenges

PYLSA was plagued with inventory balance issues stemming from huge overstocks in the majority of its stores and warehouses leading to a larger proportion of their capital tied up. Ultimately, not only did this lead to greater consumption of warehouse space leading to greater logistical issues but also less capital to invest in other areas. Furthermore, PYLSA struggled to manage different supply chain channels amongst different regions such as WH distribution and Direct Store delivery. Aside from the logistical challenges, PYLSA was dealing with outdated operations and replenishment calculations that reduced efficiency and accuracy substantially. Given that data was not in one consolidated area, the data that was available was not sufficient in helping make real time data driven decisions.

✓ The Solution

After an analysis of PYLSA Brands' operations, Onebeat integrated its Adaptive Inventory Management solution through a three pronged approach. Onebeat created dynamic inventory targets which leverage short term predictions that monitor demand patterns across each SKU and location in real time. This data informed the smart replenishment capabilities which optimized inventory allocation to stores based on inventory availability in the warehouse, the various shipment constraints and individual store assortment needs. Onebeat also provided a real time tracking tool to monitor the health of inventory and KPI's across the company to boost visibility and make real-time data driven decisions.

Results

By leveraging Onebeat's implemented solution, PYLSA saw a direct improvement in KPI's and purchasing decisions.

Within 6 months of operations:

Real-time data driven decisions reduced inventory shortage by **37.5%**

PYLSA gained substantial improvements to visibility and usage of inventory data, procurement levels, sales performance in a user friendly and automated way

Optimized allocation for **"primary selling products"** across 47 stores

SKU consumption in stores has increased overall by **8%**

Inventory surplus has been reduced by **30%** across stores

With a better resource allocation, PYLSA focused its resources on "key" SKUs and tightened its margins



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