

## Vendor Managed Inventory Case Study: Solar Company X

### Executive Summary

Company X, a rapidly scaling solar installation provider in California, was experiencing growing pains that stemmed from inconsistent inventory control across multiple warehouse locations. Delays in material availability, internal inefficiencies, and misalignment between project demands and supply levels hindered performance.

To address these challenges and support their rapid growth, Company X partnered with OneSource Distributors and enrolled in the Supply Chain Services (SCS) team's Vendor Managed Inventory (VMI) program. Within weeks, Company X transitioned from reactive chaos to a proactive, data-driven inventory system—drastically reducing waste, improving job site readiness, and reclaiming hours of internal labor.

### Challenges Faced

- Inventory inconsistencies across 8 locations led to frequent stockouts and over-ordering.
- Project managers and field teams were spending too much time managing materials instead of focusing on installations.
- Wire and BOS (Balance of System) items were often misused or hoarded, leading to costly material waste.
- Emergency orders and last-minute purchases disrupted workflow and increased operating costs.
- A lack of real-time visibility made it impossible to forecast needs or track true consumption.

### Implementation Timeline & Milestones

- **Week 1-2: Discovery & Site Walkthroughs** — The OneSource SCS team met with Company X's leadership and visited job sites to understand the root of inventory issues.
- **Week 2: Inventory Audit** — Full SKU-level assessment conducted across locations. Key product groups were identified and usage patterns analyzed.
- **Week 3: Strategic Proposal** — A customized VMI proposal was delivered, including replenishment thresholds, service cadence, bin configurations, and scope of service.
- **Week 3-4: Setup & Onboarding** — Barcode-labeled bins installed; initial inventory balance was set; replenishment calendars were locked in.

- **Week 4: VMI Go-Live** — OneSource assumed full responsibility for monitoring, restocking, and managing select materials.
- **Weeks 6-8: Optimization Phase** — Ongoing adjustments to frequency and quantity based on real-time data. Communication protocols refined.
- **Month 3+: Expansion** — VMI services were extended to cover new regions and added product categories due to early success.

### Solutions Delivered

- Custom Inventory Planning: Stock levels and reorder points tailored to Company X's actual install rhythm.
- Dedicated Replenishment Specialist: Weekly visits for on-site replenishment and cycle counting.
- Barcode Labeling & Bin Layouts: Improved visual control and storage efficiency.
- Data-Driven Restocking: Reorders based on consumption data, not guesses or gut-feel.
- Ongoing Account Support: Adjustments and reporting handled directly by OneSource's SCS team to keep inventory aligned with growth.

### Results & Measurable Impact

- ✓ **80%** reduction in emergency orders within the first 3 months.
- ✓ **25%** decrease in inventory carrying costs by removing excess stock.
- ✓ Zero stockouts on mission-critical wire and BOS items across all locations.
- ✓ **6+ hours** per week saved per project manager by offloading inventory duties.
- ✓ Boosted field morale and productivity due to reliable material availability.
- ✓ Created a blueprint for scalable growth that didn't require internal resource strain.

### Why Work With OneSource.

OneSource is more than a supplier—we're a supply chain ally. Our VMI program isn't "one-size-fits-all." It's a strategic, hands-on service designed to adapt to the needs of your business and scale with your growth.

Our Supply Chain Services team brings real-world operations expertise, field-tested systems, and a commitment to partnership that goes beyond transactional support.

### With OneSource, You Get:

- ✓ VMI tailored to your unique project rhythm and SKU mix
- ✓ Replenishment specialists who visit your site and understand your needs
- ✓ Reporting and visibility that empower smarter decisions
- ✓ Reduced downtime, material waste, and manual workload
- ✓ A collaborative partner that grows as you grow

### Ready to Optimize Your Inventory?

If your teams are constantly firefighting inventory issues, missing deadlines due to shortages, or juggling materials instead of focusing on execution—you don't have to do it alone.

Let's simplify your operations, reduce waste, and unlock efficiency across every job site.

**Want to see how our VMI services  
can help your business save time,  
reduce costs, and improve visibility?**

Contact our SureStock team today at:

**[scs@1sourcedist.com](mailto:scs@1sourcedist.com)**

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