



CASE STUDY

Transforming Stock Management and Visibility:
How Real-Time Insights Boosted Efficiency and Profitability for Elvey



OVERVIEW

Elvey, part of the Hudaco Group, delivers security solutions nationwide through strategic partnerships, technical support, and a robust distribution network. They offer consultations, training, and on-site assistance, ensuring installers are certified to competently implement and maintain their systems.



USE CASE

Elvey, a leading distributor of security technology, encountered the challenge of managing an extensive and evolving product portfolio. With rapid product cycles and a diverse inventory, they sought to streamline operations, optimize stockholding, and improve profitability.

The solution not only addressed these challenges but also delivered remarkable results—unlocking R12 million in additional profit over just three years.

CHALLENGES

Elvey faced challenges with an increasing volume of obsolete stock, compounded by limited visibility into inventory trends and utilization. This created inefficiencies in stock management and impacted overall operational effectiveness.



APPROACH

To address Elvey's challenges and optimize stock management, we implemented a robust, agile, and data-driven approach tailored to their unique needs

Clarified Policies and Timelines

Aligned the model with Elvey's stock provision policies and product lifecycles

Mapping Reporting Requirements

Defined needs for real-time dashboard and automated reports distributed daily

Built Scalable Dashboards

Developed Qlik Dashboards to highlight stock issues effectively



Iterated for Improvement

Enhanced the model iteratively, driven by feedback and refinement.

Continuous Improvement

Collaboration and support evolve with the business, achieving better results.

RESULTS

The stock visibility solution delivered exceptional outcomes, enabling significant transformation of Elvey's operations and enhancing profitability over a span of 2-3 years

Provision
Reduction

46%

Profit Increases

R12 MILLION

- **Real-time visibility** and accountability through dashboards and reports drove **immediate action and measurable impact**.
- **Finance teams gained capacity** for strategic work.
- Obsolete stock removal **freed valuable space** and **strengthened financial performance**.
- **Faster, more informed decisions** improved overall business outcomes.

CLIENT FEEDBACK

Our partnership with Elvey underscores the transformative impact of leveraging real-time analytics and automated reporting to enhance operational efficiency. As stated by Elvey's executive team, the tailored solution not only improved stock management but also had a significant effect on their overall profitability.

TESTIMONIAL

"With real-time insights, we could take immediate action and improve stock management every day. The automation of reports brought consistency and accuracy, saving us time and ensuring everyone relied on the same trusted data. The Forty One team adjusted the solution as our needs changed, and the results have been fantastic."

CARLOS ESTEVES, FINANCE DIRECTOR AT ELVEY

THANK YOU!

We are proud of the results achieved through this partnership and remain committed to evolving alongside our clients, ensuring their goals are met with innovative and sustainable solutions.



If this approach aligns with your organization's goals, we're here to discuss how it could work for you. Feel free to connect with us to explore further.

For more information:

Visit us at: www.fortyone.co.za **OR**

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