

**INDUSTRIES:**

- Electronic assembly
- LED lighting
- Aerospace and defense
- Medical electronics
- Solar
- Automotive electronics
- Mold making

WEBSITE: hisco.com**ABOUT HISCO**

Hisco has been a leader in supply chain solutions. Hisco is a specialty distribution company serving the electronic assembly, aerospace and defense, medical, electronics, and other industrial markets. Hisco delivers documented value to customers through quality products, process solutions, and documented cost savings. In addition, Hisco specializes in warehousing for cold storage and vendor managed inventory services.

”

By partnering with Xemelgo we can deliver a seamless solution that tracks inventory, expiration dates and sends real-time alerts right to the smart device 24-7."

— Nelson Picard, VP of Operations

Hisco saved 85% of time spent on inventory audits

OVERVIEW

Hisco needed a solution that provided real-time visibility across all levels of their business and their customer sites. Legacy vendor managed inventory solutions require a tremendous amount of manual overhead. Suppliers need to provide on-site resources or visit customer sites consistently to cycle count and replenish out-of-stock items.

CHALLENGES

- **Assessing existing inventory levels** on location at customer sites in labor-intensive and requires travel, logistics, and planning.
- **No visibility to inventory consumption**, expiring materials, and inventory levels resulted in product shortages and missed production cycles.
- **Time-intensive manual cycle-counting** of inventory at individual customer sites is hard to scale and maintain.
- **Manual and error-prone process** to update Hisco's business system to bill customers for consumed sites.
- **Inefficient stock room process** for valuable storage space.

SOLUTION

Hisco turned to Xemelgo to design a sensor-based solution to allow them to track inventory levels across all their customer sites in real-time. This allows Hisco to monitor and replenish their customer's inventory levels remotely and ensure their customers have supplies needed to maintain their tight production schedules.

RESULTS

85% reduction in inventory audits

Cycle counting customer site in minutes with a handheld reader.

Real-time alerts for expiring items

Redistributes surplus items to high-consumption sites.

Future consumption predictions

Increased revenue by tracking popular items and reducing overstock.

Massive amounts of revenue growth

Reduced manual tasks, free up staff for revenue-generating tasks.

Quick site cycle counting with RFID

Cycle counting customer site in minutes with a handheld reader.

Improved pricing for customers

Acquire customers with consumption-based pricing model.

