

# Demand Planning and Replenishment with Absolute Visibility



## Absolute Value Announces a Highly Successful Implementation

*World-class demand planning and replenishment offering improved supply chain planning for the Chinese New Year shutdowns*

Absolute Value, announced the successful implementation of its demand planning and replenishment solution at SIGMA Corporation.

SIGMA, an importer of specialized water products and accessories, recently implemented the SaaS or Cloud version of Absolute Value, enhancing the productivity and inventory management of their Sage MAS 200 ERP solution. With an implementation timeline of less than 30 days, SIGMA rolled out this software solution to help streamline their Supply Chain forecasting and replenishment process.

According to leading distribution industry consultant Jon Schreibfeder, President of Effective Inventory Management, Inc., "Absolute Value software features a comprehensive set of tools for forecasting the future demand of products, replenishing inventory, and analyzing an organization's inventory investment. It can help distributors, in a wide variety of industries, achieve the goal of effective inventory management."

SIGMA imports much of their product from overseas, a good portion from China. As a result, they are presented with quite a supply chain planning challenge every year related to the Chinese New Year. Many factories in China close for up to four weeks surrounding the New Year. This year, less than two hours of careful planning in Absolute Value remarkably enabled Sigma to avoid their normal product availability issues during the holiday.

SIGMA's Director of Purchasing and Inventory Planning, Andrew Podner, says, "Today, we spent less than 2 hours generating and reviewing suggested orders for 8 locations, including regenerating one of the facilities a second time. This operation, if we could have even done it properly, would have taken us at least a week to do before Absolute Value. I cannot begin to express my happiness that we are so much more clearly informed and able to respond and act so quickly to what is normally a major undertaking."

Mitchell Rona, the VP of Operations for SIGMA, deems Absolute Value an "excellent forecasting and inventory tool. It is yet another way that SIGMA demonstrates its commitment to efficiency, strategic planning, and excellent customer service."

## About Absolute Value, LLC

Absolute Value, a Microsoft Gold Certified Partner, has extensive roots in the distribution software industry, with specific strength in Forecasting and Replenishment. Constructed using both end-user and software vendor experience, the Absolute Value team bridges a dual perspective on the complex needs of today's distributors. Blending this depth of experience with knowledge of state-of-the-art technology and application solutions provides their clients a unique pathway to success. [www.absolutevalue-us.com](http://www.absolutevalue-us.com)

## About SIGMA Corporation

SIGMA is a New Jersey, USA Corporation, in business since 1985. SIGMA's core products are Waterworks pipe fittings and accessories. SIGMA pioneered production of these pipe fittings in China starting in 1985, and since then has steadily grown to be the second largest AWWA pipe fittings supplier in the USA. Today SIGMA offers the widest range of pipe fittings in the industry and can satisfy every requirement on a job. Quality is ensured through proprietary quality systems that exceed the requirements of AWWA and other national standards. [www.sigmaco.com](http://www.sigmaco.com)