

## Solutions For a New Economy

We offer solutions for QuickBooks® users to easily optimize inventory with Fortune 500 level features that are patent pending.

We also offer custom solutions for users of different platforms. Contact us for details.

### PERSONAL COACHING

Time is crucial matter for most small businesses, we now offer the capital to hire world class supply chain expertise without having to add staff.

We can now configure Phitch for you and provide periodic reports on how you are doing and how to continuously improve.

All of this is done remotely and securely through free online collaboration tools.



## this issue

Inventory Optimization Criteria **P.1**

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## Not All Solutions Are Equal

When it comes to determining your optimum amount of inventory, not all solutions are equal. First and foremost, how is the optimum inventory level defined by the solution?

Phitch defines optimum at the point of maximum economic value added. This balances your peak financial performance and customer service goals.

No other QuickBooks compatible solution on the market makes this important distinction. Nor do they even seek to minimize cost like many expensive solutions used by the Fortune 500. All other solutions use a manual or arbitrary setting for inventory levels. For example, EZ Analytics sets inventory to a number of days of supply. This can easily result in overstock and understock situations.

The following points are important criteria to any inventory optimization solution

- The solution should recommend a reorder point that includes leadtime, demand, and safety stock.
- The solution should prevent stock outs by determining the safety-stock level at the point of optimum financial performance while meeting customer service objectives.
- The solution should analyze demand patterns.
- The solution should analyze leadtime performance from suppliers.
- To set safety stocks, the solution should analyze the variability in demand and leadtime.
- The solution should recommend how much should be ordered. Keeping in mind that you neither want to over or under stock. The solution should order just enough to keep inventory levels at peak financial performance while meeting customer service objectives.
- The solution should take action. For example it places purchase orders and build orders or it sends out email alerts.



Phitch

Inventory Optimization

## The Market Landscape

Using these criteria and assigning a 0, 1, 3, or 9 point ranking for how each solution meets the criteria, the chart below highlights how Phitch stands alone in the market.

- 0 = does not meet criteria at all
- 1 = meets some by using manual or arbitrary settings
- 3 = meets more by using some partial but limited analysis
- 9 = fully meets the criteria

AutoPilot Issue 00 January 2010

Product	Price	Place Orders and Builds	Recommend ReOrder Point	Determine Safety Stock	Demand Analysis	Leadtime Analysis	Variability in Demand Analysis	Variability in Leadtime Analysis	Order Quantity Recommendation	Measure Benefits	Total Criteria
Phitch	Starts at \$150	9	9	9	9	9	9	9	9	9	81
Quickbooks		9	1	0	9	0	0	0	1	0	20
ACCTivate	\$ 1,795	9	1	1	0	1	0	0	3	0	15
AdvancePro	\$ 999	9	0	0	0	0	0	0	1	0	10
AdvancePro Lite	\$ 499	9	0	0	0	0	0	0	1	0	10
All Orders	\$ 949	9	1	1	0	1	0	0	1	0	13
AMMO	\$ 950	9	0	0	0	0	0	0	0	0	9
Catalyst	\$ 1,250	9	1	1	1	1	0	0	1	0	14
CoreIMS	\$ 1,845	9	0	0	0	3	0	0	0	0	12
E2 Shop	\$ 3,500	9	1	0	1	0	0	0	0	0	11
ERPLite	\$ 795	9	3	1	9	1	0	0	1	0	24
Exact Alliance	\$ 5,000	9	1	1	1	1	0	0	0	0	13
eXactOrder	\$ 200	0	9	9	9	1	3	0	0	0	31
EZ Analytics	Free	0	3	0	9	0	0	0	3	1	16
Fishbowl Inventory	\$ 1,895	9	3	3	9	1	0	0	3	0	28
GBMS	\$ 5,850	9	1	1	1	1	0	0	1	0	14
GBMS Lean Manufacturing	\$ 6,750	9	1	1	1	1	0	0	1	0	14
MARS - Material and Assembly	\$ 495	9	1	1	0	9	0	0	1	0	21
pc/MRP	\$ 730	9	0	0	0	1	0	0	1	0	11
SmartTurn	\$ 2,250	9	1	1	0	0	0	0	1	0	12
SMP	\$ 995	0	1	0	0	1	0	0	1	0	3
TracManager	\$ 2,495	9	1	0	0	0	0	0	1	0	11
Velocity Inventory	\$ 480	0	0	0	0	0	0	0	0	0	0
Visual Jobshop Premier	\$ 1,995	9	1	1	0	0	0	0	1	0	12

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