

SOLVE IT STORIES

TALES OF CUSTOMER SUCCESS
FROM OUR PARTNERS



How SoClo Inventory helped Vapex Environmental decrease their shipments of incorrect parts by 25% and reduce production time by 10%.

THE CHALLENGE

Vapex Environmental uses technology to treat odors, remediate fats, oils, and grease, and control corrosion in municipal wastewater applications. The company was using three different programs to track different aspects of the business (CRM, accounting/inventory, and service), leading to duplication of efforts, lack of inventory transparency, and difficulty obtaining operational reports and creating processes to ensure adequate inventory. Vapex's goal was to consolidate all business operations into one platform where information could be easily inputted, stored, and accessed. Vapex's CRM was already Salesforce, and because of its versatility and customization aspects, it became clear that any additional programs had to be compatible with Salesforce.

THE OPPORTUNITY

Businesses need visibility into what inventory is available at each location in order to track shortages and inform teams when inventory gets low.

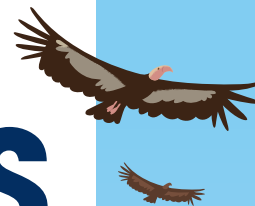
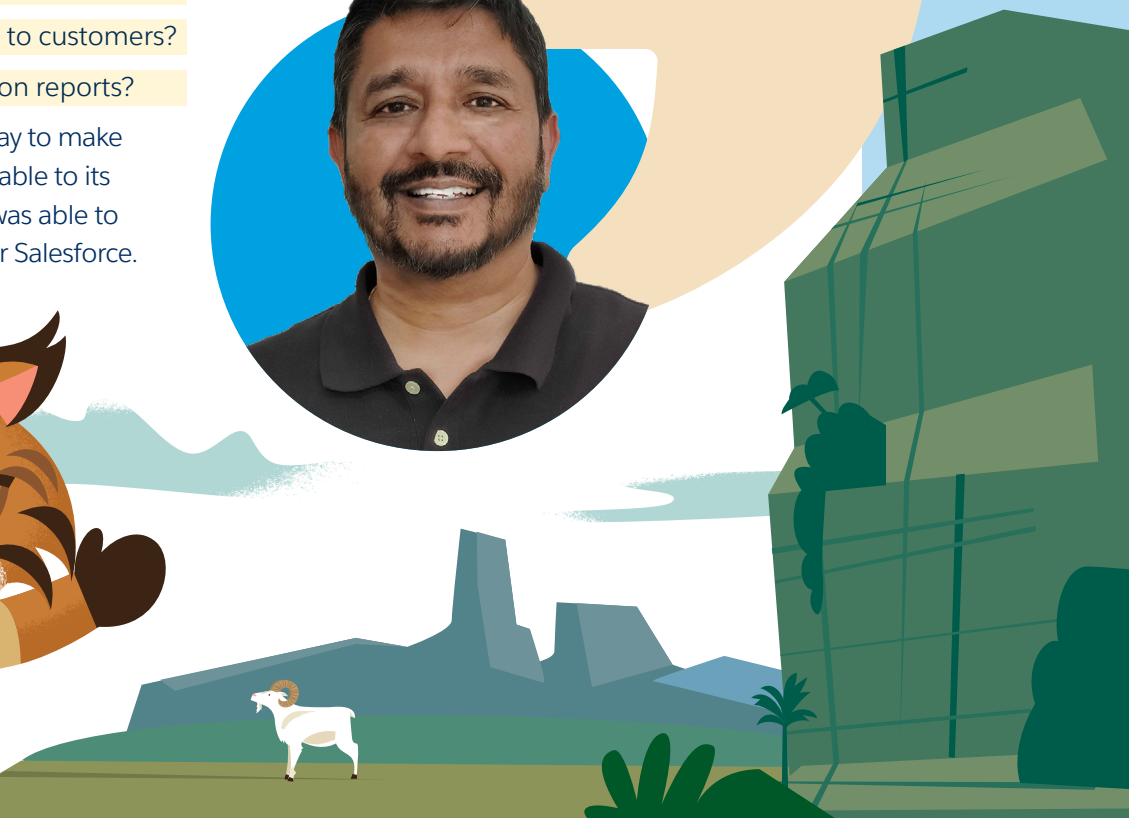
HOW DO THEY ...

- Track components of product bundles from inventory to creation of the asset?
- Build product bundle kits to sell to customers?
- Easily export inventory transaction reports?

In the case of Vapex, it needed a way to make accounting and inventory customizable to its existing processes in Salesforce. It was able to do that by using SoClo Inventory for Salesforce.

Without having the ability to quickly and easily access data for production to ensure customer satisfaction, we would be flying blind

Robert Jeyaseelan
PRESIDENT
VAPEX



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THE SUCCESSFUL OUTCOME

SoClo Inventory now performs Vapex's processes involving purchasing/receiving, production, and inventory management and quality tracking.

- Purchasing/receiving: Sets points for reorder points and reorder quantities; places purchase orders; receiving automatically replenishes the inventory count and tracks Work-In-Process (WIP) when items are pulled for an order, removing it from inventory
- Production: Creates a Bill-of-Materials (BOM); recognizes shortage of items for a build; tracks subassemblies; shows full flow of sale from quote to receipt of purchase order to production to shipping to asset management (maintenance, end of life, etc.)
- Inventory Management: Gives visibility on inventory levels, reorder points, and reorder quantities; offers multiple vendor management and multiple warehouse capability
- Accounting: Produces up-to-date inventory valuation and transactions for easy export to accounting systems.

SINCE JULY 2022, THIS HAS RESULTED IN...

- 0 missed shipments.
- 10% reduced unit production time.
- 25% decreased shipment of incorrect parts.
- Reduced inventory levels overall, allowing a better understanding of parts costs and lead times.



CONSIDERATIONS FOR CUSTOMERS

Inventory costs directly impact your balance sheet, so cost reduction is key to a healthy product based business.

- It is important to have visibility into which inventory is at every location, what the inventory cost, when it is obsolete, when you need to restock, and how many of each item are typically used in a time frame
- Handle simple product sales and consumption as well as product hierarchies.
- Forecast inventory needs based on history while pricing the products well for your customer
- Diligently keep inventory updated to automatically minimize shrinkage

[Learn More](#)

Learn more about SoClo Inventory
for Salesforce on AppExchange.

