



# How Gyproc Prevented 67% Sales Loss

Gyproc is part of Saint-Gobain group having 100 years in in Gypsum Industry. A market leader in the light weight interior construction,providing plaster and plasterboard solutions in 67 countries, through 135 sites and 5 local brands employing 14700 employees.Saint-Gobain Gyproc India has a large supply chain network of Manufacturing Factories, Distribution Centers serving Dealers and B2B customers.

## **Challenge**

Lack of real-time stock visibility and supply chain volatility was creating order fulfillment issue resulting in Sales Loss.



## Solution

The solution provided by StockWise ensured that we had a granular visibility of the emerging demand and the solution also quantified the probable value loss if the demand was not met. The solution also prescribed the possible actions in terms of replenishment.

## Process to Solution

The process of working with Retigence was consultative, collaborative and iterative. The team understood the root cause of our issues and then proposed the solution. I think Retigence team's commitment to ensure customer success is commendable.

## Results

- Prevented **67%** of sales loss
- Eliminated **95%** of supply chain volatility.

The solution has been very effective and efficient for us in proactive planning, reducing the stock-outs, reducing the sales loss and in process has resulted in better customer service. I would recommend Retigence for B2B as well as B2C businesses for sure.

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