

eTurns TrackStock Replenish

Mobile replenishment at the point-of-use for distributors and their customers with stockrooms and service trucks

eTurns TrackStock Replenish is a phone app for vendor-managed (VMI) or customer-managed (CMI) replenishment of stockroom inventory. It is 10 times faster than replenishing through an e-commerce site or with a pencil and clipboard because it only requires a barcode scan and a tap to send the order to the distributor.

eTurns TrackStock offers levels of automated replenishment

MANUAL



Trackstock Replenish

- Scan barcodes to reorder using phone camera & mobile app
- CMI & VMI

SEMI-AUTOMATED



Trackstock Manage

- Scan barcodes to order, use and receive inventory which tracks real-time inventory status
- Can bill on consigned usage



Trackstock RFID

- 1 scan to order/use/receive by waving tagged bin past RFID tower

AUTOMATED



Trackstock eVMI

- Weight sensors under bins track use and reorder automatically based on min/max.
- Complete physical inventory on each item 2x/day

Distributors who offer eTurns TrackStock Replenish as a VMI or CMI replenishment service to customers decrease price shopping, increase loyalty and can finally go paperless.

When distributors manage customers' inventory with pencils and clipboards, they are vulnerable to errors, stockouts and bin-stuffing complaints. eTurns helps distributors differentiate themselves and build loyalty by supplying their customers with a mobile replenishment service that makes the ordering process more accurate, 10 times faster, and 90 percent less expensive to execute. Distributor reps doing VMI inventory management or end-customers scanning for themselves (CMI) no longer have to write part numbers and quantities down, walk back to their computers to log into a website to key in items and quantities, or fax orders. The process is paperless. Because customers don't need to go online, eTurns decreases price shopping.

Step 1

Scan to order items and using a phone and the camera function. Capture with one scan: item #, package quantity, and customer.

Step 2

Tap "submit" to send orders through eTurns to distributor's ERP. No POs, web searches or faxing.

Benefits to the distributor

- VMI that is 10 times faster than paper and pencil or cumbersome mobile e-commerce sites. Simply scan all items that need replenishment and tap to send.
- Move from VMI to CMI and extend your sales force. Customers do not sign on to the Internet to potentially price shop, they just scan and send the order.
- Compete like a larger distributor by offering an automated replenishment value-added service to customers.
- Increase customer retention because eTurns saves customers time and money
- Lower distributor procurement costs by up to 90 percent
- Get powerful analytics and project-based reporting to drive efficiency
- Integrate with other WMS, ERP or accounting systems

Benefits to the distributor's customer

- 10 times faster CMI than paper and pencil or mobile e-commerce sites. Simply scan items and tap to order.
- Supplier-independent so customers can use one tool to reorder and manage all supplies.
- Lowers procurement costs by up to 90 percent.
- Powerful analytics and project-based reporting to drive efficiency.
- Integrates with other WMS, ERP and accounting systems.

TrackStock is 10x faster at replenishment than any e-commerce site

Typical steps in the replenishing process (CMI/VMI)	Distributor eCommerce Site	eTurns TrackStock Replenish
Walk stockroom to visually check item quantities	✓	✓
Decide if an item needs replenishment	✓	✓
Capture an item number	Write down	Scan with visual and audible feedback
Decide on replenishment quantity and capture it	Write down	Reorder quantity included with the scan above
Walk to computer	✓	
Login to e-commerce site	✓	
Navigate to order page	✓	
Key in item number	✓	
Decide in price, vendor, etc.	✓	
Customer can comparison-shop on Amazon.com, jet.com, etc.	✓	
Enter quantity	✓	
Add to cart	✓	
Review cart to confirm	✓	
Click/Tap to order	✓	✓
Recieve confirmation emails	✓	✓

Testimonials

eTurns is the leader in automated replenishment for stockrooms and service trucks with more than 1,600 customers in the electrical, electronics, healthcare, telecommunications, construction, HVAC, automotive, education and defense industries. Our customers include: Graybar, Gexpro Services, Rexel, TTI, Tesla, SpaceX, Cisco, Intel, Rolls Royce, Shell, Northrop Grumman, Henry Schein, and others.

“We were using a completely manual process...The value of our inventory on hand was north of \$75,000 when we started using eTurns; now we have around \$20,000 sitting on the shelves. The drain on my time has been significantly reduced and continues to improve.”

—Brian Galowitz, manager,
Lakes Region EMS

“We have periodically taken a look to see if there were better remote store-room inventory management solutions than what eTurns provides and each time we came up empty. ERP providers are too expensive and cumbersome and other inexpensive cloud software for inventory management was not as full-featured as eTurns”

—Autrie Bacon, Global Supply Chain Solution Manager, Gexpro Services