

## 30% of Stock Reduction and Inventory Optimization for a Catering Manufacturer

How Streamline overcome stock-outs by implementing demand planning and forecasting, resulting in a 30% decrease in excess stock for a catering manufacturer.

Case Study



**Industry:**  
Equipment

**Business model:**  
Manufacturing

**Region:**  
Europe, Poland

**Solution:** Demand forecasting, Material requirements planning.



**Stalgast** is a Polish company with over 30 years of experience in manufacturing and selling modern catering equipment for hotels, restaurants, and bars. They are designers of catering equipment, professional marketers, who are also product advisors, culinary experts, equipment installers, and service technicians. The company has its factory and 24,000 m2 warehouse.



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It's complicated to forecast without statistics.

**Krzysztof Kotecki**

Founder at Stalgast

### Challenge

About 15 years ago, Stalgast started to build forecasts. For this reason, they implemented the Holt-Winters time series method in an Excel file. Eventually, the company implemented several solutions, like an ERP system and some functionality that allowed them to make some forecasts. That functionality was complicated, so the team didn't use it for long.

**The main challenge for Stalgast** was to collect historical data and use it for demand forecasting.

As a result, they were **looking for a solution with the statistical forecasting engine.**

The main selection criteria were quick and easy implementation, aligned with company business workflow and affordable price. The company was not ready for a long-term implementation that could affect their data and business process.

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We researched in the USA market and picked Streamline among several solutions.

**Krzysztof Kotecki**

Founder at Stalgast

### Project

#### Stalgast uses Streamline for demand forecasting and material requirements planning.

The software was implemented in two departments, one is manufacturing, and the other is distribution. The implementation went smoothly, and the Stalgast team was positively surprised by the customer support and help during the maintenance and training.

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Don't look at the star in heaven, take Streamline.

**Krzysztof Kotecki**

Founder at Stalgast

### Outcomes

Since implementing Streamline, Stalgast has achieved better results.

**The Stalgast team reduced one-third of the stock level**, which helped them to be prepared for the lockdown. After a year of using Streamline, the company overcame the COVID-19 challenges. They could meet the COVID-19 challenges with sufficient cash flow in their bank account and less inventory at warehouses. Stalgast has started to place orders more often due to spending less time on forecasting.

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Streamline is the best choice on the market to manage and optimize stock levels. If you manage your inventory in an Excel file, you should give Streamline a try. This software is the easiest way to start the demand planning and inventory optimization journey because it's easy to implement and the interface is user-friendly.

**Krzysztof Kotecki**

Founder at Stalgast

