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Equip

SHAPING THE FUTURE OF THE
SUPPLY CHAIN, TOGETHER



EQUIP

EQUIP INCREASES AVAILABILITY
WHILE REDUCING STOCK VALUE
AND OBSOLETE STOCK WITH
SLIMSTOCK SUPPORT

Results & Company profile

- 12% availability boost
- Reduced excess stock
- Optimised supply resources

Website:

<https://www.equip.com.do/>

Country

Dominican Republic, LATAM

Industry

Wholesale

Sector

Consumer Products



"To make any business grow, you need powerful tools like Slim4."

Meniolí Álvarez

CEO | EQUIP

Facing a rapidly evolving market and growing competition, EQUIP partnered with Slimstock to optimise its supply chain. With Slim4, the company improved availability up to 96%, reduced excess stock, and enhanced responsiveness, ensuring efficiency and outstanding service.

With more than 20 years of delivering customers high-quality products, accompanied by high-level technical support and advice in security and risk control, EQUIP is one of the leading companies in industrial safety solutions and equipment in the Dominican Republic. Focusing on helping organisations reduce the costs of occupational and industrial accidents, EQUIP offers more than 55 recognised brands to its customers, such as Merrell, Honeywell, 3M, and Reebok.

Challenges

The Caribbean's occupational health and safety industry is evolving rapidly, with competition intensifying over the last decade, and the number of competitors has quintupled in just ten years. "It is not only about the fierce competition field that EQUIP operates in, but there are also multiple product lines in the market, and customers are no longer loyal to renowned brands. More than 60% of the market is flexible to new brands for better prices," explains Meniolí Álvarez, CEO at Equip.

As competition in the region grows, service has become a defining factor for success. To maintain its market-leading position, Equip partnered with Slimstock to enhance its supply chain operations, ensuring optimal inventory levels while maximising service.

"To strengthen brand loyalty and customer care, we have decided to focus our efforts on two goals: maintaining a cost-efficient supply chain while ensuring a diverse product range that adapts to evolving customer preferences." Explains Meniolí.

Results

After the implementation of Slimstock's advanced supply chain planning platform, Slim4, EQUIP has significantly strengthened its operational efficiency, achieving:

- Almost 12% improved availability by adding stronger forecasting tools.
- Reduced excess stock, enhancing visibility throughout the business
- Optimisation of resources dedicated to the supply chain

Meniolí highlights: "Slimstock has transformed our approach to supply chain management, enabling us to optimise costs and remain competitive in an increasingly dynamic industry. We now have better visibility over our inventory, allowing us to make strategic purchasing decisions that align with both market trends and our financial objectives."

Maintaining a balanced stock

By improving the stock levels, EQUIP now has more control over the increasing inventory holding cost. With an optimised purchasing process and demand forecasting set in place, the company has reduced overstock and obsolescence.

With this transformation, EQUIP quickly adapts its supply chain to demand fluctuations, enabling the company to maintain efficiency, minimise waste, and stay competitive in a dynamic industry.

A strategic approach to supply chain optimisation

With Slimstock's AI-powered platform, Equip can now make data-driven decisions that support long-term growth. By improving its inventory control, therefore, purchasing forecasting to ensure responsiveness and fast delivery to customers, the company now has more control over the stock, reducing holding costs.

"To make any business grow, you need powerful tools like Slim4, that maintain under control the planning, purchasing, and replenishment. What our team values most is innovation, constantly evolving solutions that transform the way we work for the better, and Slimstock's is the right solution for us." Highlights Meniolí.

Next Steps

As Equip continues to expand its footprint in the Caribbean, the company is committed to leveraging Slimstock's supply chain expertise to drive further efficiencies. "Our industry is evolving, and staying ahead means investing in the right tools and expertise. Slimstock has proven to be an ideal partner in helping us achieve supply chain excellence, optimising inventory costs while also ensuring optimal stock availability for our customers. This provides us with the scalability we need to meet our future goals." concludes Meniolí.

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