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Kapriol

SHAPING THE FUTURE OF THE
SUPPLY CHAIN, TOGETHER

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Kapriol®

Kapriol

KAPRIOL ACHIEVES 13% INVENTORY REDUCTION AND INCREASED SALES WITH SLIMSTOCK SUPPORT

Results & Company profile

- ▶ 97% service level
- ▶ 13% stock reduction
- ▶ 15% increase in average sales

Website:

<https://www.kapriol.com>

Country

Italy

Industry

Wholesale

Sector

Building materials



"Thanks to Slimstock's expertise and the capabilities of Slim4, we have not only achieved our initial goals but unlocked new opportunities to optimise our supply chain and grow strategically."

Alberto Morganti

CEO | Kapriol

Kapriol, a leading supplier of protective equipment in Italy, has embarked on a transformative journey to lay the groundwork for future growth. Through its partnership with Slimstock, the company has streamlined operations, achieving remarkable results: increased sales and reduced stock levels, setting a new benchmark for efficiency and performance.

With nearly a century of history and a catalogue boasting over 5,000 products, Kapriol has become an international benchmark in the construction sector. The company specialises in tools, clothing, and personal protective equipment, operating in over 70 countries. To maintain its competitive edge, Kapriol is committed to balancing innovation, price, and quality while delivering exceptional customer service.

To enhance its inventory management and supply planning processes, Kapriol decided to partner with Slimstock. This collaboration has enabled the company to improve efficiency, product availability, and strategic planning.

Challenges

To enhance the balance between supply and demand, Kapriol identified the need to improve operational efficiency and customer service. To fine-tune the production processes and face erratic customer demands, Kapriol decided to launch a project focused on feeding their end-to-end business with accurate supply chain information.

Alberto Morganti – CEO – Kapriol explains, “The primary goal was to ensure product availability to meet sales demands while simultaneously reducing stock levels. This approach aimed to enhance operational efficiency and optimise our supply chain tactics with the support of a robust software.”

To achieve these goals, Kapriol sought a solution that could deliver precise forecasting, streamline inventory management, and support their dynamic operational ambitions. By focusing on these areas for improvement, the company teamed up with Slimstock to continue innovating and responding proactively to market demands while upholding its commitment to quality and service excellence.

Results

After the implementation of Slimstock’s supply planning solution, Slim4, Kapriol experienced outstanding results:

➔ **97% service level**, despite a 15% reduction in inventory coverage.

➤ **13% stock reduction**, freeing up cash tied up in stock.

➤ **15% increase in average sales**, alongside a **5% expansion in product range**.

"Thanks to Slimstock's expertise and the capabilities of Slim4, we have not only achieved our initial goals but unlocked new opportunities to optimise our supply chain and grow strategically." Highlights Alberto.

TAILORED SOLUTIONS FOR PRECISION PLANNING

Kapriol collaborated with Slimstock to customise forecasting algorithms, addressing unique constraints and refining their supply chain processes. This partnership enabled the development of a tailored process to optimise inventory management and planning.

Alberto Morganti – CEO – Kapriol highlights, "The integrated reporting has been beneficial for identifying and managing exceptions, while the ability to export data from Slim4 has further facilitated analyses and operational decision-making."

STREAMLINED INVENTORY MANAGEMENT AND DATA-DRIVEN DECISIONS

By implementing Slim4, Kapriol gained access to advanced tools like fixed-period planning, integrated reporting, and data export capabilities. "Slim4 has simplified the analysis of expected product availability, providing more accurate information throughout the business.", adds Alberto.

Future Plans

Kapriol is committed to building on its success by focusing on the optimisation of sales forecasts. By developing efficient processes for managing market-specific sales data, the company aims to enhance planning accuracy and better respond to market demands. This strategy will enable Kapriol to maintain its strong position in the competitive construction industry.

Looking ahead, Kapriol plans to further enhance its adaptability by working closely with Slimstock to implement tailored solutions. By integrating evolving requirements into standard modules, the company will ensure its supply chain processes remain agile and responsive. This forward-thinking approach positions Kapriol to thrive in an ever-changing market landscape.

Alberto Morganti – CEO – Kapriol concludes, “We are pleased with Slimstock’s success in Italy and appreciate the continuous improvement in structuring the Italian team, which is now increasingly capable of providing effective and targeted support to our needs.”

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