



# Tuffy halves its inventory value with Sage Inventory Advisor



**Customer:** Tuffy  
**Industry:** Manufacturing - plastic  
**Location:** South Africa  
**ERP:** SAGE 300

Established in 1986 and based in Cape Town, Tuffy is dedicated to producing high-quality consumer goods. Tuffy was the first manufacturer in South Africa to be certified for using 100% recycled material in their refuse bags. In addition to their manufacturing operation, Tuffy also exports their product range to the SADC region. They have five depots across the nation and supply large retail brands such as Spar, Pick n Pay, and Shoprite Checkers.

CHALLENGE	SOLUTION	RESULT
Holding excess inventory to avoid low customer service levels	Sage Inventory Advisor integrated into Sage 300	R30 million reduction in inventory over 12 months

“ We have been using Sage Inventory Advisor for about a year, and it’s been inspiring for me to watch the inventory come down by R30 million without impacting on our customer service levels. ”

Michael Bonorchis - Demand Planner



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Tuffy used data from their Sage 300 ERP and exported it into an excel spreadsheet to do rudimentary inventory and production management. “Excess inventory became the order of the day as this was the only way we could ensure that we kept our customer service levels high. After we got acquired by Bounty Brands, this was the first area that we had to address; we needed to focus on reducing our excess stock to free up working capital,” said Michael Bonorchis, Demand Planner at Tuffy.

Implementing Sage Inventory Advisor allowed Tuffy to look at each item’s uniqueness and set individual profiles with each item having its own safety stock level, forecast, etc. “The way in which we are using Sage Inventory Advisor is through an S&OP (sales and operations) process. We export the Sage Inventory Advisor forecast and send it off to our sales teams. They amend the forecast using market insights and take any promotions into account that Sage Inventory Advisor doesn’t have a line of sight on. This data is imported back into Sage Inventory Advisor, where we apply the recommended orders creating our manufacturing plans for the factory to produce or placing orders with our suppliers where necessary,” said Michael.

“We have been using Sage Inventory Advisor for about a year, and it’s been inspiring for me to watch the inventory value reduce by R30 million without impacting customer service levels. It has also saved me a massive amount of time. Our monthly production plan in Excel would take me around two days, it now takes me 2-3 hours, and the accuracy level is 100 times better now that each SKU has its own forecast and risk profile. I can, with confidence, recommend Sage Inventory Advisor to any business that has inventory,” concluded Michael.

