



## Xccelerate™ helps prevent ordering errors, reduces shipping costs and improves inventory management

### CHALLENGES

In response to the rising costs associated with the client's in-house fulfillment operation for sales literature/samples, Universal Wilde was challenged with reducing the number of incorrect orders entered by sales and reducing the number of unnecessary expedited orders driving up shipping costs. In addition, the client wanted a solution that helped track and replenish inventory more efficiently.

### SOLUTION

Xccelerate™, Universal Wilde's state-of-the-art communications delivery platform was developed to provide literature preview functionality and Real Time inventory reporting. Sales reps can now see an image of the item they intend to order, prior to actually submitting the order. This functionality helped the sales team order the right materials the first time. To reduce the number of expedited orders, rules were set-up in Xccelerate to require management approval.

### RESULTS

- The number of expedited orders were significantly decreased
- Inventory is managed effectively and efficiently
- Estimated savings of \$150,000 annually between eliminating shipping costs resulting from replacement orders and minimizing expedited shipments

A major provider of solutions in soft tissue reconstruction, this client's portfolio of innovative solutions in the medical device industry is offered through a national sales force.

### FOR MORE INFORMATION

Contact your UW representative, or visit us at: [universalwilde.com](http://universalwilde.com)