

Brydens | Powered by VAI



The Company

Brydens Trinidad & Tobago is a large distributor that imports and sells wine and spirits, food, and hardware. Headquartered in San Juan, Trinidad, the company operates three warehouse facilities in North and Central Trinidad. Through perseverance and an undying passion for excellence, Brydens established itself as Trinidad & Tobago's distributor of choice for internationally coveted brands with a focus on the distribution of fast-moving consumer goods. Their sales divisions are grouped into three teams specializing in Premium Beverages, Food & Grocery, and Hardware & Housewares. These divisions share support services including IT, HR, operations and logistics, trade marketing, finance and a state-of-the-art warehousing and distribution center.

Industry

Wholesale Distribution, Durable/
Non-Durable Goods, FMCG
Products

Requirements

WMS, Point-of-Sale, Service,
Manufacturing, Mobile

The Solution

Brydens was looking for a way to grow its business operations and as such, completed a thorough assessment of the use and effectiveness of its current technological tools. The company needed a way to integrate the operational and financial aspects of the business, but it also required a solution capable of turning raw data into useful management information for better decision-making capabilities.

Brydens sought a comprehensive system with many advanced features and specifically, a solution that could support varying units of measurement. It was essential that the company be able to stock goods in one unit of measure and sell those same goods in other units of measure—no simple request. More specifically, Brydens needed to stock and report inventory in “cases” and sell in individual “units.”

Since the distributor operates three separate warehouse facilities, Brydens needed a way to increase and better track order fulfillment—all in an integrated ERP system that was compatible with the secure IBM Power™ Systems platform. The goal was to streamline operations, not only in the warehouse, but also across the entire organization, which meant removing many of the

time-consuming tasks that were slowing efficiency levels.

VAI possessed the exact combination of tools to help Brydens transform its business and three warehouse facilities into a fully integrated, top-of-the-line distribution company. With VAI's S2K ERP solution, Brydens found a single software product that fit the bill. VAI's experienced staff and powerful technology would allow the company to address its biggest warehouse issues: receiving, picking, and shipping. Leveraging VAI's WMS, Bryden's warehouse staff would be better able to fulfill customer orders and stock shelves more efficiently. VAI ERP offered advanced planning capabilities – an important feature that Brydens needed – and that VAI delivered.

For Brydens, upgrading its software package proved to be a proactive step for the entire company, and as a result, significantly impacted, and improved its business performance and bottom line. Company executives realized that adding VAI's flexible ERP software system, coupled with extensive functionality and easily customizable capabilities, was a sure-fire way to expand operations, increase staff productivity, and obtain a large return on investment (ROI).

The Results

VAI's ERP solution has proven to be a worthwhile investment for the organization. Brydens is now equipped with a solid base from which to run its operations and can confidently rely on VAI's technical support and solutions portfolio for future expansion. VAI maintains a thorough understanding of how the organization needs to run its daily operations and works with the staff until every need continues to be met. Each step of the process is monitored by VAI's knowledgeable team—from assessing the company's needs to implementing and testing applications.

According to Roy Ramkissoon, Group IT Manager, Brydens, "With S2K, greater

financial transparency has led to better operational and financial decisions. In fact, since implementation, our company sales and profit margin have increased respectively by an average of 20% and 23% per year for several years, providing Brydens with a true return on investment that can be overwhelmingly attributed to VAI's S2K product line. VAI's ERP has given Brydens the power to stay on top of the market."

Brydens achieved its technology goals with the help of VAI. Not only is the business now using the most up-to-date and efficient software available, but all business and warehouse operations are integrated—saving valuable time and money. The distributor's entire warehouse environment has been overhauled. Receiving, picking, and shipping processes are now simplified and easier to maintain with S2K WMS.

Concluded Ramkissoon, "All employees, across all departments at Brydens, have benefited from the integration and information retrieval capabilities of VAI's S2K software. We have dynamically increased efficiency in services and inquiries alone have allowed users to better manage the business. We are thankful that VAI was diligent in helping us solve our most difficult problems. Brydens is looking forward to working and growing with VAI in the future."

Since the launch, Brydens has been using VAI's ERP Software to:

- Streamline operations across the entire organization
- Improve performance and bottom-line
- Achieve technology goals
- Increase staff productivity
- Obtain large ROI

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