

**Challenges:**

- Error-prone spreadsheets
- Limited reporting across the organization
- Manual, time-consuming process

**Solution:**

- Multiple inventory management spreadsheets unified in a single solution

**Results:**

- Mitigated data discrepancies and data importing
- Decreased manual data import time
- Streamlined and expanded reporting capabilities



## Global Cosmetics Company Goes from Spreadsheet Wrangling to Strategic Analysis

### Background

Bare Escentuals is a multi-brand, multi-channel global cosmetics company with several corporate locations and distribution centers. Renowned for their pure mineral makeup, the company boasts over 17 key product categories and more than 26,000 SKUs. The organization was searching for a new solution to streamline channel forecasting, integrate supply chain departments and enable dynamic and nimble reporting. Of the many options, Axiom Software offered the best ability to support business growth and overall complexity while integrating numerous departments on a unified enterprise planning solution. Now the company is able to easily aggregate and leverage critical data, cutting monthly forecasting time and allowing them to spend more time on analysis and business decisions.

“Axiom empowers us to do our jobs more efficiently and accurately so we can focus our time on analysis and business decisions, instead of compiling data.”

### Integrated Performance Management

Bare Escentuals was previously using Microsoft Excel spreadsheets for their inventory management process, but as the company and product line grew this became time-intensive and error-prone. “We were manually entering data and then passing spreadsheets back and forth between departments, so the consolidation and validation process was overwhelming,” says Keith Schnell, Director of Inventory Management for Bare Escentuals. “I can’t tell you how many times we would cut and paste data and be one line off, and then we’d invest a lot of spin time in trying to fix the problem.”

After implementing Axiom Software, all the departments are integrated on one solution and data flow is seamless. Automated data importing has eliminated manual data entry and mitigated errors, and the company has one template to update instead of maintaining up to 20 separate Excel worksheets. “Because we’re all on the same system, I can get a holistic view of the business in seconds, easily get resolution on data that may look odd, and quickly validate decisions,” says Schnell.

### Improved Reporting Process

Axiom Software has dramatically streamlined and increased reporting capabilities for Bare Escentuals. Calculations that used to take hours now take only seconds, and the team can easily meet immediate demands for information. “The reporting is extremely dynamic and fast,” says Schnell. “We used to spend hours compiling data but now I can just run reports and spend that time analyzing data.”

### Empowering Staff to Own Their Solution

A hallmark of Axiom Software is that it allows users to take control of their applications so that non-technical professionals can manage future changes and enhancements without depending on IT. With this control, Bare Escentuals is able to be more responsive and create processes that are ideally suited for their changing needs. “We are able to make updates and changes ourselves and then move on. We don’t have to wait for IT or Axiom to step in and help us,” says Schnell.

### Results

With Axiom Software, Bare Escentuals has injected efficiency and accuracy into their inventory management process. With all departments on one system, data flow is seamless, the channel forecasting process is faster, and the elimination of manual data entry has dramatically reduced errors. The ability to quickly aggregate data and easily run dynamic and complete reports is driving more strategic and timely business decisions. Because the solution is fully managed by the professionals who use it, changes can be made on the fly and the system molded to meet specific process requirements. In the future, the company would like to implement Axiom Software throughout the corporate offices, developing numerous “super users” within the organization.