



## Vari: Elevating the Workspace Design and the Modern Office with Unprecedented Innovation

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The future of the workspace is flexibility. Vari is the workspace innovation company that helps organizations unlock the potential of their space and people. Formerly known as VariDesk, a brand synonymous with standing desks, they offer a collection of office furniture with everything high-growth companies need to scale and flex their office space. Today, organizations all over the world—including over 98% of the Fortune 500—use Vari products such as conference tables, moveable walls, seating, storage, and lights.

**Learn how** Vari embarked on a new journey that addressed everything from changes in consumer buying patterns to supply-chain optimization challenges.



# Optimizing Supply Chain and Inventory in Integrated Platform

## Before: Challenges and Opportunities

- Shifting from direct-sale, e-commerce approach as company expands into workplace design solutions
- Aging systems require manual data collection while lacking visibility on inventory, receipts and demand
- Fast growth contributes to lack of best practices, including time-consuming supply-chain planning processes amidst new market realities such as the global pandemic and work-from-home movement

## Why SAP?

- Fast deployment in 13 weeks for fully integrated solution to support visibility and recommendations on stocking targets at all locations in their network, reaching and covering more than 120 countries to date
- SAP Integrated Business Planning (IBP) for Supply Chain solutions deemed ideal for company's focus on innovating core product offering and operations - away from manual methods to on-demand insight
- SAP Gold Partner Argano selected as implementation partner to leverage IBP's supply planning and inventory optimization tools to better predict demand and ensure right inventory levels at all locations

## After: Value-Driven Results

- Greater scalability, flexibility and end-to-end customer experience - all critical to long-term success
- Strengthening B2B market presence and meeting rising demand for designing and installing full office workspace solutions...ability to create scenarios for ongoing business planning
- Dramatically faster data collection and demand planning cycles with vastly improved visibility and predictability of network inventory and requirements

# vari®

"SAP gives us the ability to scale more effectively under any business conditions. Deeper insight, more reliable data and better processes are all crucial as we evolve as an innovative workspace company."

—Jeff Dinard, Chief Information Officer, Vari

# 30%

planner productivity has improved by an average of 20% to 30%

# 15%

inventory carrying costs reduced as much as 10% to 15% on average