

# Breadth of Inventory

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## Challenge:

A **leading global distributor** was facing growing frustration from customers due to long lead times on critical parts. Supply chain delays were impacting production schedules, causing lost orders and customer churn. The distributor needed immediate access to a broader range of components—without increasing their own inventory risk.

## Solution:

To solve this, the distributor partnered with Waldom to leverage its extensive on-hand inventory of more than 220,000 parts from 50+ top manufacturer partners. This included everything from high-demand A and B parts to long-tail, low-volume components, as well as newly launched New Product Introductions (NPIs).

With over \$500 million in ready-to-ship inventory and same-day shipping on all in-stock items, the distributor was able to meet customer demand instantly.

## Results:

- **220,000+ parts now available for immediate shipment:** The distributor was able to offer a broader range of components to its customers instantly, meeting previously unfulfilled demand and providing fast solutions to critical needs.
- **\$5 million in new sales revenue:** The ability to quickly fulfill more customer orders led to an expansion of the distributor's portfolio and an increase in sales.
- **6,000+ sales lines:** The collaboration resulted in a marked increase in the number of sales lines processed, demonstrating the success of the expanded product offering in satisfying diverse customer needs.

**220,000+**

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IMMEDIATE SHIPMENT**

**\$5 MILLION**

**IN NEW SALES REVENUE**

**6,000+**

**SALES LINES PROCESSED**