



Ag Leader Tamed PO Chaos: Boosted Customer On-Time Delivery to 99% and Saved \$Millions in Inventory

KEY RESULTS

76 → 99%

Customer on-time delivery

32%

Inventory reduction

100%

Strategic supplier adoption

“OTD is so closely tied to sales it can make the difference between a mediocre year and an amazing year. If we can get orders to customers right away, that’s a game changer. Those orders pour in. **I wouldn’t want to do this without SourceDay. It’s just that simple,**”

Ryan Witt, Supply Chain Manager, Ag Leader

THE CUSTOMER

Ag Leader is a pioneer in precision agriculture technology, delivering solutions that help growers and equipment manufacturers worldwide improve efficiency and profitability across the farming lifecycle. From planting and application to harvest and data management, Ag Leader helps farmers operate smarter every day.

Behind the scenes, the company manages a complex supply chain of electronics, circuit boards, and assemblies — in combination with **Epicor ERP**. With thousands of active parts and hundreds of suppliers, Ag Leader needed a better way to align buyers and vendors around the same, reliable data.





THE CHALLENGE

Before adding SourceDay, Ag Leader's supply chain team was facing persistent roadblocks:

MRP and ERP data couldn't be trusted. As Ag Leader Supply Chain Manager Ryan Witt explained, "We didn't really have an MRP that worked... we couldn't share forecasts with our suppliers. It just didn't work." The data in Epicor often lagged behind reality, leaving planning meetings focused on reconciling discrepancies instead of making decisions.

Communication broke down. Without clear supplier updates, buyers were buried in "Where's that at?" emails and phone calls, while suppliers had little visibility into changing demand.

Customer commitments were at risk. With unreliable data and scattered communication, on-time delivery to customers hovered around **76%**, creating frustration and uncertainty.

Excess inventory tied up cash. To protect production against these uncertainties, Ag Leader stockpiled raw materials, driving inventory up and impacting cash flow and taking up warehouse space.

THE RESULTS

With SourceDay in place, Ag Leader quickly stabilized its supply chain and saw measurable impact across performance, cost, and collaboration.

- ▶ **Customer OTD jumped from 76% to 99%.**
- ▶ **Faster fulfillment despite long lead times.**
Even with some components requiring six-month lead times, Ag Leader can now ship finished assemblies in just **five** days.
- ▶ **Strategic supplier adoption reached 100%.**
All strategic suppliers are active and collaborating in SourceDay.
- ▶ **Inventory dropped by 32%.**
Accurate PO data empowered the team to reduce raw inventory, recovering millions in working capital, with a target of 45% reduction in sight.
- ▶ **Clearer communication, less noise.**
Buyers cut down on endless "Where's that at?" messages and spend their time on exceptions that actually matter.
- ▶ **Inventory reduction and increased customer OTD earned recognition from CFO and CEO.**



THE SOLUTION

Ag Leader turned to **SourceDay PO Collaboration integrated with Epicor ERP** to bring order, clarity, and accountability to its supply chain.

Easy-to-use interface. Witt praised the clean, simple design of SourceDay's UI, noting that it was intuitive and made adoption easier for his team and suppliers. He described himself as a "user interface snob," and said, "The clean, simple UI was huge for me."

One source of truth. Buyers and suppliers stopped relying on email and spreadsheets and instead worked from the same live PO data inside Epicor.

Accelerated implementation. Witt emphasized that SourceDay's team carried much of the onboarding and training load — cutting what could have been an extra year or two off the timeline and ensuring they got up and running quickly

Suppliers went all in — and relationships strengthened. Witt shared that "everybody that we would call strategic suppliers were 100% in." Once onboarded, suppliers embraced the platform, and collaboration improved as both sides worked from the same centralized view to stay aligned.

THE TAKEAWAY

By connecting SourceDay directly into Epicor ERP, Ag Leader turned an unpredictable, manual PO process into a streamlined collaboration hub. Customers now receive shipments faster and more reliably, inventory levels are leaner, and suppliers have line of sight to what's coming next.

The improvements didn't just resonate with the supply chain team. At the **company executive level**, the impact was impossible to ignore. A **32% reduction in inventory** meant millions in freed-up cash that could be invested elsewhere— a huge relief to our Controller. And the increase to 99% OTD is a clear win for our President.

According to Witt, "OTD is so closely tied to sales it can make the difference between a mediocre year and an amazing year. If we can get orders to customers right away, that's a game changer. Those orders pour in."

"I wouldn't want to do this without SourceDay. It's just that simple," Witt said.

