



# Brite Source

Energy Efficient Technology

**Website:** [www.brite-source.com](http://www.brite-source.com)

**Location:** Singapore

**Integrations:** Xero, DEAR API, DEAR B2B Portal

KEVIN LEE NEEDED THE FUNDAMEN-  
TALS OF DEAR INVENTORY  
MANAGEMENT TO SCALE HIS SMALL  
OPERATION



## THEIR STORY

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Brite Source provides an assortment of products in a wholesale capacity, including LED floodlights, street luminaires, T8 lamps, rechargeable batteries, and more. Brite Source retains a very distinct company ethos- provide quality, remain an indispensable partner, and do it all sustainably and responsibly.

It is all a remarkable feat, especially in such a competitive area. But Kevin Lee needed to focus on on some inventory management aspects of his wholesale supply.

We spoke with Kevin Lee about his experiences with DEAR inventory management. We got some pretty fascinating answers to some of our most important questions. Lee provided us insight about the software's integration., and what he and his team found most valuable for the scale and size of the current incarnation of his business.







## KEY CHALLENGES

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- **New software** that works in conjunction with Xero.
- Resources for **hiring and training**.
- Software that could **meet Lee at his current level**.

## KEY SOLUTIONS

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- Standardization for **easier hiring and training**.
- **The integration of three key modules:** sales, purchasing, and history.
- **Standardized buying, selling and shipping process.**

## KEY RESULTS

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- **2-3 days** a week in time saved.
- **Improved day-to-day operations.**
- **Effective integration** of sales, purchasing and inventory.



## THE CHALLENGES

*It was the challenge of DEAR to address the business's fundamentals, delivering a product that was able to meet Lee at his level.*

Brite Source was in a unique place. When we spoke with Lee, he was transparent about his company's current status and what he really needed from inventory management. We inquired about real-time insights, and Lee was clear about not exactly needing them. He said, "No - our business does not change so quickly."

We also asked about the changes restocking and reordering, two process fundamental for inventory management. "We do not have physical process - so no change."

Brite Source was a unique business. According to Lee, "We run our whole trading business thru DI."





## THE CHALLENGES

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It is a remarkable observation, but one that forces DEAR to address some very specific concerns and issues. This was not a traditional business. Lee's biggest challenge may be the size of the business itself. He didn't need many of the bells and whistles common within the infrastructure of many other businesses. He only needed the fundamentals. It was the challenge of DEAR to address them, delivering a product that was able to meet Lee at his level.





## THE SOLUTIONS

*“The key features are inventory tracking and publishing of business documents”*

This approach resulted in some important solutions for Brite Source. Firstly, Lee and the team really relied on Xero. Fortunately, DEAR is easily able to accommodate Xero’s structure. But DEAR also adds features not available in Xero. We wanted to know the top feature for Lee and which feature was most valuable to the company. He replied earnestly. “The key features are inventory tracking and publishing of business documents – these features are not readily available in Xero.”

Scalability is also a pressing concern for Lee. Fortunately, DEAR has allowed him time and resources to scale his efforts accordingly. The key contributor to scalability is standardization. It has opened new doors for Lee’s company. *“Standardizing our daily processes has allowed us to hire and train dedicated personnel to execute them and free up time for higher value tasks.”* This freeing of time is essential for his long-term business growth.

“We have been able to standardize our buying, selling and shipping process so that it can be delegated to dedicated personnel to execute.” This is a subtle shift with huge ramifications.



## THE RESULTS

We found Lee's response to our question about the amount of time he saves especially interesting. According to Lee, he saves "around 3 days per week."

Note that we asked the time he saves, not his whole small team combined. This answer is arresting. This is almost half a week saved, which can now be used in virtually any other way.

What has most helped his ability to save time? We are curious as to how this amount of time could possibly be saved. It likely has to do with the size of the business Lee operates. Lee also noted three modules which he uses often, which may also contribute to the fine results he has had. "Sales, purchasing and inventory – these mostly fulfill our day to day needs with some small gaps."

Brite Source is an enthralling small business. Lee needed software that could fit



his specific needs. DEAR helped provide the utmost level of standardization. He didn't need to worry about pulling over his Xero data assets and losing some vital information in the process. He obtained software that answered his issues and saved him time, the two most essential parts of scaling a small business.







## IS MANUALLY MANAGING YOUR INVENTORY AND FULFILLMENT PREVENTING GROWTH?

Leverage the power of multi-module DEAR Inventory Management software to take your business to the next level. We keep the moving parts of your business all in one location, while automating time consuming tasks, whether you are in retail, wholesale, or manufacturing.

Visit [www.dearsystems.com](http://www.dearsystems.com) to begin a 14-day Free Trial.