



## “100 Great Supply Chain Projects”

By Editorial Staff

The “New Normal” economy of the post-Great Recession era has forced companies to operate leaner and meaner than in the past. The current economic environment is defined by high demand volatility, increased pressure on margins, heightened risks to supply continuity, and resources that are stretched thin. Today, more than perhaps ever before, Supply Chain is on the spot to for just cost reductions to the bottom line but genuine value to the enterprise and its shareholders. A key question facing Supply Chain executives today is: Where are the “weak links” in our supply chains, and how can we address these gaps?

It was with this question in mind that the editors of *Supply & Demand Chain Executive* undertook this year’s Supply & Demand Chain Executive 100 process with the goal of highlighting “100 Great Supply Chain Projects.” Ten years ago, *Supply & Demand Chain Executive*

announced its first “100” list of supply chain solution providers, consultants and other organizations that were helping lead the way in transforming companies’ supply and demand chains. This year the magazine focused the criteria for its “100” feature on supply chain transformation projects that demonstrate the broad spectrum of opportunities for enabling excellence in the supply chain.

The projects cited in this year’s “100” article and online at SDCExec.com put the spotlight on successful and innovative transformation projects that are delivering bottom-line value to small, medium and large enterprises across the different functions that comprise the supply chain. The projects featured in the “100” article can serve as a roadmap for supply chain executives looking for new opportunities to drive improvement in their own operations.

### FEATURED PROJECTS

**Solutions/Services:** POHorizon  
**Business Impact:** Complete visibility from PO to delivery, total compliance, reduced costs, greater visibility/exception management and complete control on a worldwide basis of all shipments and transactions.

**Enabler:** HighJump Software (Eden Prairie, MN, [highjump.com](http://highjump.com))  
**Customer:** Richmond Cold Storage (Third-party Logistics)  
**The Project:** Consolidate multiple WMS systems to one centrally hosted system that is adaptable to ever-changing business processes and that reduces TCO.

**Solutions/Services:** HighJump Software WMS using HighJump Advantage Architect and HighJump’s Web-based reporting system, HighJump WebWise, supported in a WMWare virtual environment.

**Business Impact:** Many processes that were previously manually executed or managed through another system outside the WMS are now automated within the WMS. All processes and product movement is captured through RF devices with a user interface that walks operators through processes one step at a time. This provides managers greater visibility and manageability to activities within the warehouse.

**Enabler:** Inmar, Inc. (Winston-Salem, NC, [inmar.com](http://inmar.com))  
**Customer:** ADT Security Services, Inc. (Electronic security systems and services)

**The Project:** Returns processing and warranty dispositioning program. Formalize and automate returns processing and warranty dispositioning to maximize warranty credit and compliance at branch and technician level.

**Solutions/Services:** Implementation of new operational processes and use of a number of Inmar’s proprietary Web-based tools.

**Business Impact:** Improved technician compliance (parts used vs. parts returned) to an average of 70%. Branch compliance (timeliness of shipment to Inmar) increased to 96.5%. By increasing the volume to suppliers by 700%, ADT increased its credits for replacement parts, a projected annual savings of \$3.5 million. Shipping and transportation costs also have been reduced.

**Enabler:** Integration Point (Charlotte, NC, [integrationpoint.com](http://integrationpoint.com))

**Customer:** Large U.S. sporting goods retailer  
**The Project:** Global Trade Management software. Integrate and streamline the supply chain from vendor risk assessment to PO creation, screening and filing of the ISF.

**Solutions/Services:** Integration Point Supply Chain Compliance, Denied Party Screening, Importer Security Filing, Global Classification.

**Business Impact:** Streamlined supply chain and importing processes. Reduced risks within the supply chain, eliminating chances of working with denied parties, ensuring timely, accurate filing of the Importer Security Filing, and decreased the amount of time it takes for their goods to clear Customs.

**Enabler:** John Galt Solutions, Inc. (Chicago, [johngalt.com](http://johngalt.com))

**Customer:** Leading Consumer Goods Company  
**The Project:** Improve forecast accuracy by facilitating collaboration between analysts, sales teams and retail partners.

**Solutions:** John Galt Solutions’ Atlas Planning Suite  
**Business Impact:** Initial forecast error reduced from 50% to 20%; out-of-stocks reduced; fill rate in one store went from 65% to 100%; and a \$7 million gain in sales.

**Enabler:** Logility (Atlanta, [logility.com](http://logility.com))

**Customer:** American Italian Pasta Company (CPG/Food)  
**The Project:** Supply chain planning and visibility. More accurate planning as the company experienced high growth, a constrained capacity situation and a more volatile commodities market.

**Solutions/Services:** Logility Voyager Solutions  
**Business Impact:** Increased customer service from 95.5% to 98.8%. Reduced inventory 50%. Decreased obsolete and aged inventory from 18% down to 2% of total inventory. Improved forecast accuracy by 50%. Developed a ONE PLAN culture, a collaborative environment with trust in the statistical forecast and the S&OP process.

**Enabler:** Management Dynamics, Inc. (East Rutherford, NJ, [managementdynamics.com](http://managementdynamics.com))

**Customer:** Abercrombie & Fitch (Apparel)  
**The Project:** Visibility into global shipments.  
**Solution:** Management Dynamics’ Supply Chain Visibility solution.  
**Business Impact:** The solution has allowed Abercrombie & Fitch to receive notice of inbound shipments approximately 10 days sooner than previously. The solution allows A&F to collaborate with merchants and service providers to reduce costs, shipment delays and improve customer service. The visibility A&F has gained lets it manage its expanding international footprint without expanding its staff.

**Enabler:** Oildex, a service of Transzap, Inc. (Denver, [transzap.com/oildex.com](http://transzap.com/oildex.com))

**Customer:** Williams Companies (Energy)  
**The Project:** Early payment discount capture. Williams wrestled with the challenge of efficiently processing thousands of invoices before they became past due, which resulted in late payment fees for the company.

**Solutions/Services:** Oildex’s ePayables solution, Spendworks.  
**Business Impact:** Bills paid on time, and estimated savings of \$1.7 million a year in early payment discounts. Supplier relationships have also improved.

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