IntellimasTM Case Studies



Case Studies

- 1. Replacing a PLM costing function
- 2. Vendor compliance audits
- 3. Salesman sample inventory management
- Fabric and garment manufacturing costing



Replacing a PLM Costing Function

Client Description

Large specialty apparel retailer

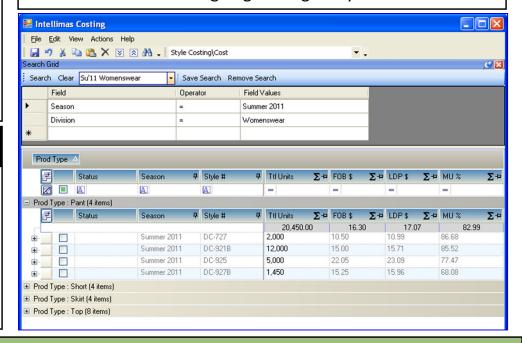
Business Problem

This company recently implemented a leading supply chain management (SCM) system. The system has comprehensive costing and RFQ functionality which can handle the product costing for this company but required the users to input data in a variety of screens in order to set up the quote and then fully cost the garment. This functionality was rolled out and immediately the end users complained that it required too many clicks and screens to get the job done. So the users stayed with the spreadsheets.

Solution

We created a costing entity in Intellimas that retrieved styles from the SCM system. Freight and duty were driven off the SCM system tables so the users did not need to think about this. Requests were set up to hold various costing scenarios that are presented to the factory. Once a cost scenario is selected, LDP and retail price is sent back to the SCM system in order to close the loop.

- 1. Costing spreadsheets and an arduous SCM process were eliminated
- 2. End users can compare many quote scenarios at one time and select different ones for margin rollup purposes
- 3. Costing scenario selection and retail price changes are made in real time in seasonal costing meetings
- 4. One-click pivoting allows managers to slice and dice the costing and margins by product type, country, and other criteria.
- 5. Management reports were generated in their BI tool which allowed for ongoing costing analysis





Vendor Compliance Audits

Client Description

Mid-sized apparel wholesaler in the U.S and China

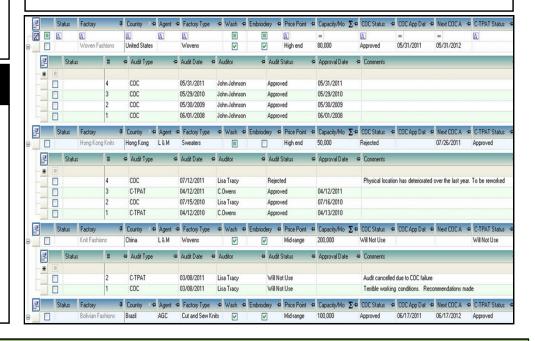
Business Problem

Vendor compliance was being managed in spreadsheets by this company's China office and made available on a shared server for their New York office. The spreadsheets were becoming unwieldy and this company wanted to have its compliance data held in a secure database. Neither their PLM nor ERP system were an option because they did not have the functionality to handle this process.

Solution

Intellimas was configured to retrieve factory and agent data from the PLM system. Fields were added to help the sourcing team track the equipment and capabilities at each factory. This information is now updated during or after each factory visit. Another entity was created to track social compliance and C-TPAT audits for each factory. Search parameters were set up so the sourcing team can manage all of this data by exception.

- 1. Factory compliance information is now available real time for the New York team.
- 2. The Intellimas entities were modeled after the spreadsheets so minimal training was needed.
- 3. These entities are now used as part of the company sourcing strategy as it only takes a few clicks to get a complete profile of approved factories.
- 4. With a few days of work, this company now has an intuitive, strategic solution that can continue to evolve in order to handle a very dynamic process.





Salesman Sample Inventory Management

Client Description

Mid-sized handbag wholesaler

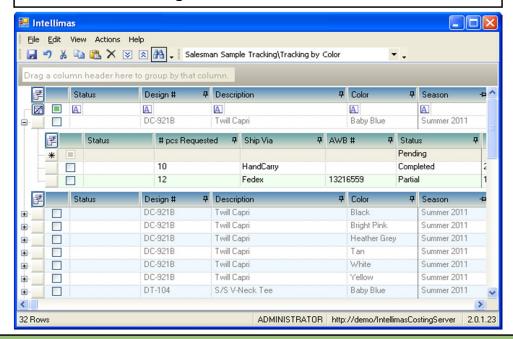
Business Problem

This company was importing many salesman samples each season. Once they came into their corporate office, the samples would be distributed to salespersons. They would then lose track of the samples because they had no system to manage them. These lost samples could have been reused or sold off in sample sales so this company was losing a ton of money because of this lack of tracking. They considered using their ERP system to handle samples with purchase orders and "customer" orders but this would have been too labor intensive.

Solution

Intellimas was configured to handle the tracking of samples from the factory to the corporate office. Then we enhanced the entity so that internal users could receive the samples, transfer the samples to the salesman, and the update the inventory balance accordingly. Pricing was also associated with each sample order so that the value of these samples at each location could be reported.

- 1. Samples were a significant hit to the bottom line for this company and now they were able to immediately have a handle on where each sample was at any given time; in transit, at the corporate office, or with a specific salesman.
- 2. The business teams were able to keep up with the tracking because it was very easy to find and update style sample movement.
- 3. We created reports on top of this sample entity so they were able to use these in meetings or to help finance record accounting transactions.





Fabric and Garment Manufacturing Costing

Client Description

Mid-sized vertical knit manufacturer and wholesaler

Business Problem

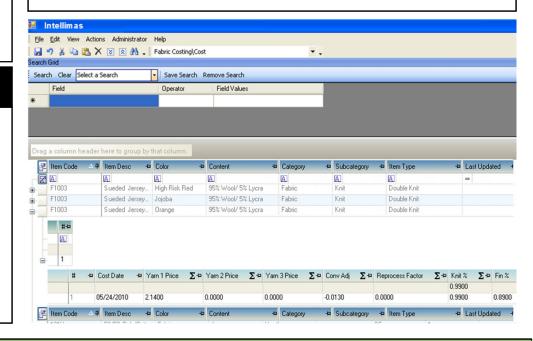
This company was dealing with a very rigorous internal process to reply to retailer RFQ's. The process was handled on a spreadsheet that was passed to every department in order to come up with a quote. They were completely vertical so every cost of the garment, from yarn to outbound freight, needed to be accounted for in order to respond with a competitive price. The smallest error could cause a major loss on an order.

Solution

We created several entities in order for our client to get the most accurate quote, as quickly as possible.

- 1. Fabric entity that accumulated cost for all aspects of fabric cost; yarn, dye, labor, etc.
- 2. Engineering entity which calculated garment labor costs based on plant labor rates and the estimated SAM's.
- 3. Style costing entity which retrieved the above costs and then added table driven landing costs in order to come with an estimated landed cost.

- 1. Quotes can be developed in 1/3 the time vs. the old method
- 2. A history is now available in the database which helps with future quotes.
- 3. Variations of the quotes (e.g. with different fabric qualities) are much easier to generate now
- 4. The accuracy of the quotes have improved because a manual process has been eliminated and much of the cost work-up is database driven.





Other Applications for Intellimas

- Sample tracking
- Lab dip tracking
- Quality auditing
- Fabric testing
- Product testing
- PO tracking
- Raw materials requirements planning



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