

Intellimas™

Case Studies



# Case Studies

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

# Intellimas Case Study #1

## 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.

### Business Benefits

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

The screenshot shows the Intellimas Costing application window. At the top, there is a menu bar (File, Edit, View, Actions, Help) and a toolbar. Below that is a search grid with a search box containing 'Su'11 Womenswear' and buttons for 'Search', 'Clear', 'Save Search', and 'Remove Search'. The search grid table has columns for Field, Operator, and Field Values, with rows for 'Season = Summer 2011' and 'Division = Womenswear'. Below the search grid is a table with columns for Status, Season, Style #, Tot Units, FOB \$, LDP \$, and MU %. The table is filtered by 'Prod Type : Pant (4 items)' and shows four rows of data for different styles in Summer 2011.

Status	Season	Style #	Tot Units	FOB \$	LDP \$	MU %
	Summer 2011	DC-727	2,000	10.50	10.99	86.68
	Summer 2011	DC-921B	12,000	15.00	15.71	85.52
	Summer 2011	DC-925	5,000	22.05	23.09	77.47
	Summer 2011	DC-927B	1,450	15.25	15.96	68.08

# Intellimas Case Study #2

# 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.

## Business Benefits

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.

Status	Factory	Country	Agent	Factory Type	Wash	Embroidery	Price Point	Capacity/Mo	CDC Status	CDC App Dat	Next COCA	C-TPAT Status
	Woven Fashions	United States		Wovens	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	High end	80,000	Approved	05/31/2011	05/31/2012	
Status	#	Audit Type	Audit Date	Auditor	Audit Status	Approval Date	Comments					
	4	CDC	05/31/2011	John Johnson	Approved	05/31/2011						
	3	CDC	05/29/2010	John Johnson	Approved	05/29/2010						
	2	CDC	05/30/2009	John Johnson	Approved	05/30/2009						
	1	CDC	06/01/2008	John Johnson	Approved	06/01/2008						
Status	Factory	Country	Agent	Factory Type	Wash	Embroidery	Price Point	Capacity/Mo	CDC Status	CDC App Dat	Next COCA	C-TPAT Status
	Hong Kong Knits	Hong Kong	L & M	Sweaters	<input type="checkbox"/>	<input type="checkbox"/>	High end	50,000	Rejected		07/26/2011	Approved
Status	#	Audit Type	Audit Date	Auditor	Audit Status	Approval Date	Comments					
	4	CDC	07/12/2011	Lisa Tracy	Rejected		Physical location has deteriorated over the last year. To be reworked					
	3	C-TPAT	04/12/2011	C.Owens	Approved	04/12/2011						
	2	CDC	07/15/2010	Lisa Tracy	Approved	07/16/2010						
	1	C-TPAT	04/12/2010	C.Owens	Approved	04/13/2010						
Status	Factory	Country	Agent	Factory Type	Wash	Embroidery	Price Point	Capacity/Mo	CDC Status	CDC App Dat	Next COCA	C-TPAT Status
	Knit Fashions	China	L & M	Wovens	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Mid-range	200,000	Will Not Use			Will Not Use
Status	#	Audit Type	Audit Date	Auditor	Audit Status	Approval Date	Comments					
	2	C-TPAT	03/08/2011	Lisa Tracy	Will Not Use		Audit cancelled due to CDC failure					
	1	CDC	03/08/2011	Lisa Tracy	Will Not Use		Temble working conditions. Recommendations made					
Status	Factory	Country	Agent	Factory Type	Wash	Embroidery	Price Point	Capacity/Mo	CDC Status	CDC App Dat	Next COCA	C-TPAT Status
	Bolivian Fashions	Brazil	AGC	Cut and Sew Knits	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Mid-range	100,000	Approved	06/17/2011	06/17/2012	Approved

# Intellimas Case Study #3

# 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.

## Business Benefits

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.

The screenshot shows the Intellimas application window with a menu bar (File, Edit, View, Actions, Help) and a toolbar. The main window displays a table titled 'Salesman Sample Tracking\Tracking by Color'. The table has columns for Status, Design #, Description, Color, and Season. Below this, there is a detailed view of a specific sample entry with columns for Status, # pcs Requested, Ship Via, A/WB #, and Status. The data shows a sample with Design # DC-921B, Description 'Twill Capri', Color 'Baby Blue', and Season 'Summer 2011'. The detailed view shows a status of 'Partial' with 12 pcs requested, shipped via 'Fedex', and an A/WB # of 13216559. Below this, there is another table listing various samples with their respective colors and seasons.

Status	Design #	Description	Color	Season
	DC-921B	Twill Capri	Baby Blue	Summer 2011
	DC-921B	Twill Capri	Black	Summer 2011
	DC-921B	Twill Capri	Bright Pink	Summer 2011
	DC-921B	Twill Capri	Heather Grey	Summer 2011
	DC-921B	Twill Capri	Tan	Summer 2011
	DC-921B	Twill Capri	White	Summer 2011
	DC-921B	Twill Capri	Yellow	Summer 2011
	DT-104	S/S V-Neck Tee	Baby Blue	Summer 2011

# Intellimas Case Study #4

# 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.

## Business Benefits

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.

The screenshot shows the Intellimas software interface. At the top, there is a menu bar with 'File', 'Edit', 'View', 'Actions', 'Administrator', and 'Help'. Below the menu is a toolbar with various icons. The main area is titled 'Search Grid' and contains a search bar with 'Fabric Costing\Cost' entered. Below the search bar is a table with columns for 'Field', 'Operator', and 'Field Values'. A search result is displayed below the search grid, showing a table with columns: 'Item Code', 'Item Desc', 'Color', 'Content', 'Category', 'Subcategory', 'Item Type', and 'Last Updated'. The table contains three rows of data for item F1003. Below the search results is a summary table with columns: '#', 'Cost Date', 'Yarn 1 Price', 'Yarn 2 Price', 'Yarn 3 Price', 'Conv Adj', 'Reprocess Factor', 'Knit %', and 'Fin %'. The summary table shows a total cost of 2,140.00 for the date 05/24/2010.

Item Code	Item Desc	Color	Content	Category	Subcategory	Item Type	Last Updated
F1003	Sueded Jersey...	High Risk Red	95% Wool/ 5% Lycra	Fabric	Knit	Double Knit	
F1003	Sueded Jersey...	Jojoba	95% Wool/ 5% Lycra	Fabric	Knit	Double Knit	
F1003	Sueded Jersey...	Orange	95% Wool/ 5% Lycra	Fabric	Knit	Double Knit	

  

#	Cost Date	Yarn 1 Price	Yarn 2 Price	Yarn 3 Price	Conv Adj	Reprocess Factor	Knit %	Fin %
1	05/24/2010	2.1400	0.0000	0.0000	-0.0130	0.0000	0.9900	0.8900

# 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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