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Intrinsic Helps Distributor Re-implement Advanced Warehouse Replenishment Processes and Technology

Intrinsic helped a multi-billion dollar distributor improve the performance of their JDA/E3 Advanced Warehouse Replenishment system. The solution:

- ◆ Defined customized buying and management processes
- ◆ Improved buyer performance
- ◆ Introduced valuable metrics
- ◆ Increased fill-rate

The goal was to improve fill-rate performance while reducing inventory levels compared to sales by improving buyer effectiveness on the E3 replenishment solution. Additionally, the company had difficulty measuring inventory performance, often unable to answer the question, "How did this happen?" Management desired to have information to answer questions like this.

Though the company had two E3 All-Star project managers, and had engaged E3 consultants on previous occasions, progress had stalled. The company felt that their people were busy enough with their day-to-day tasks, and that E3 consulting had proven too generic to provide the specific solutions they required.

Intrinsic provided a consultant with extensive E3 experience who quickly defined the issues. He analyzed and documented the buyer's and other players processes, then went about determining the best way to improve inventory management performance. Buying, expediting and other processes were re-defined, and new measurements applied. Intrinsic introduced a process "Playbook" which defined the E3 buying process specific to the distributor's environment.

As a result of the effort, fill-rates increased, and inventory stabilized as sales grew significantly. Additionally, the new metrics allowed management to evaluate inventory performance and determine appropriate actions for improvement. Finally, they could take credit for the improved performance.

About Intrinsic Value Chain Solutions

Intrinsic Value Chain Solutions, was founded to provide inventory consulting services and technology solutions that help companies to increase revenue, cash flow and profit without engaging an army of consultants. Our principals provide the expertise to develop inventory and logistics processes and solutions that ensure minimal inventory levels and high customer service levels. Further information can be found at our website at:

http://www.intrinsicvaluechain.com/offerings_intrinsic_value_chain_solutions.htm

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