Fortune 500 Manufacturer

Case Study: Supply Chain Integration

Integrating legacy data sources to achieve cost savings across a complex supply chain

CHALLENGE

How can a manufacturer make smarter decisions and get better visibility into its supply chain?

Our client, a well-known parts distributor, struggled to glean insights from its supply chain, which was comprised of different, non-conforming systems from four legacy suppliers.

The company needed an integrated, singular view of inventory across the enterprise so it could make informed supply chain decisions. Yet each legacy system had its own formats, schemas, KPIs and calculations - a real impediment to creating a singular view. The client was reluctant to build an entirely new inventory system to replace the existing data stores.

When our client needed help aligning its data with business goals, they called Axis Group.

APPROACH

Collaboration + Design

Axis worked closely with data owners and experts of the company's various systems, along with business leaders all across the supply chain, to develop effective business definitions.

Then Axis designers modeled personas, constructed mockups and validated interactive prototypes with real business users so they could "kick the tires" before a full app build.

After several design iterations, the client had an application that let it answer their real-world questions and identify ways for management to reduce costs across the supply chain.

PERSONA
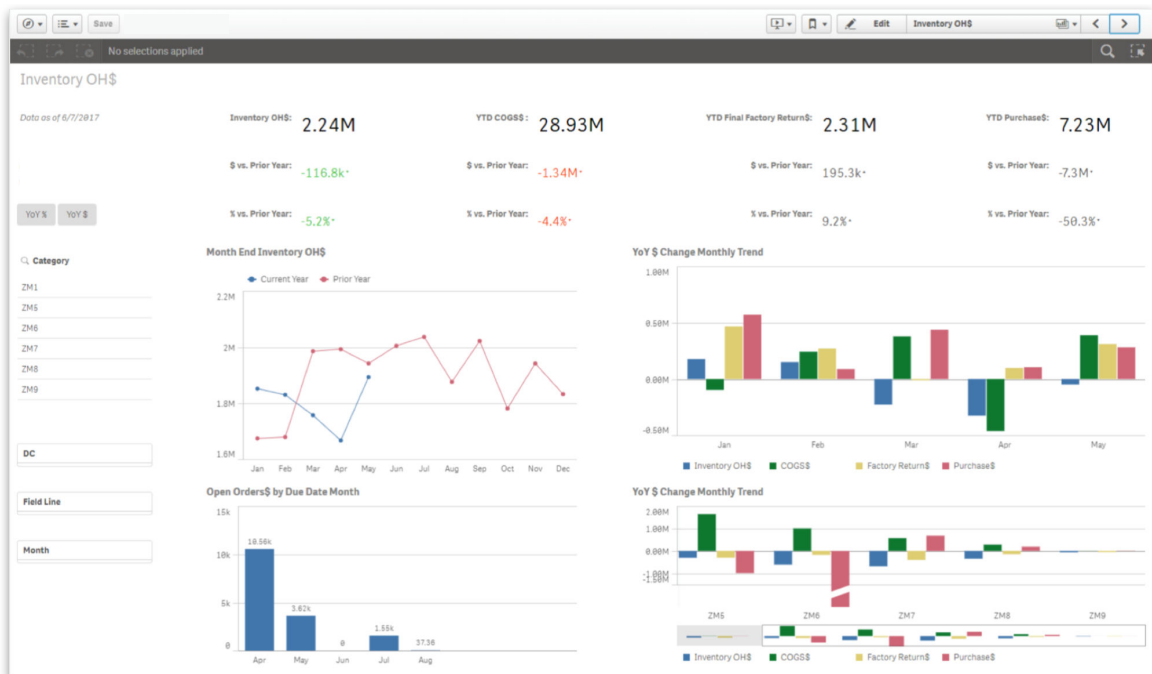
Supply Chain Leader, Purchasing Leader

Business Goals:
1. Meet Turnover and GMROI goals
2. Maintain Inventory on hand $ at a healthy level
3. Ensure inventory supports sales demand

SOLUTION

An integrated app providing KPI visibility and in-depth analysis across five disparate entities
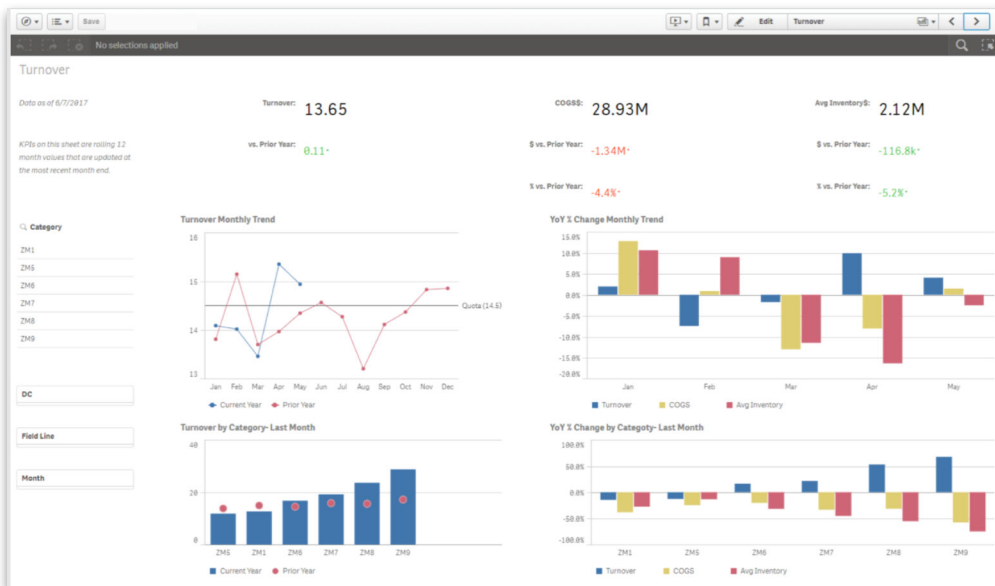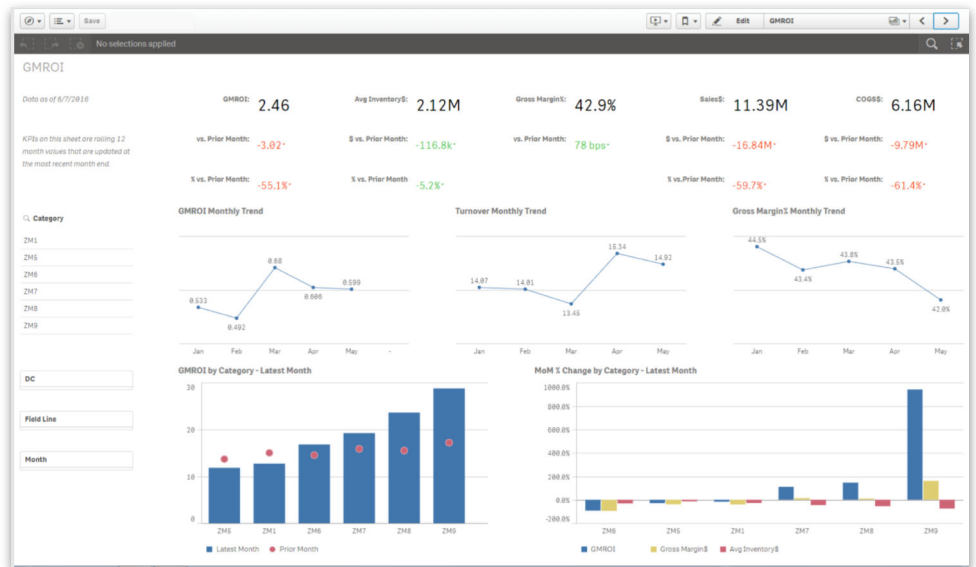
Inventory on Hand

The Inventory view permits management and operations to gauge success and progress of inventory investment. The ability to filter, slice, and delve enables targeting of specific areas of opportunity. A more detailed view provides operations needed information to take action.

Gross Margin Return on Investment

Gross Margin Return on Investment is a common KPI in the retail industry, measuring the ability to turn inventory into cash. This key view provides leadership with an overview of progress and breakdowns by time and product categories.
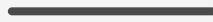

Turnover

This screen, focusing on turnover, provides analytical capability to target high and low turnover areas and products. By slicing turnover across regions, products and categories, the company was able to make smarter decisions on inventory , purchasing and placement, focusing on low- and high-performing products to increase profitability.

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With the help of this solution, our team was able to beat our annual goal—in just the first year—by double.

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Axis helped give the supply chain team new visibility and analytic insights, resulting in significant savings across the organization.

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AXIS
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GET DATA DRIVEN
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