

PLAN4DEMAND

SUCCESS!



**Thorough process mapping
ensured a technology
implementation tailor-made
to fulfill the long-term
strategic objectives of this
leading grocery wholesaler.**



People—Process—Technology

By first collaborating with your **people**, we jointly determine the best ways to optimize your **process** requirements. Only then do we move forward with the right **technology** to help you achieve your bottom-line goals.

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SS052:

Wholesale Food Manufacturer

THINKING 'OUT OF THE BOX' YIELDS A CUSTOM-FIT TOOL

PLAN4DEMAND PROCESS EXPERTS GUIDE DEVELOPMENT OF TAILOR-MADE TRANSPORTATION APPLICATION

Supporting more than \$5 billion in sales via a network of over 1,500 retailers throughout the U.S., transportation managers with this leading wholesale food distributor decided to move forward with the implementation of an advanced transportation planning application from a new vendor.

The challenge, however, was finding a vendor with the expertise to support this organization's unique business processes. Specifically, the company manages its transportation cost allocations with allowances that enable its Transportation department to run as a profit center.

No Tier One software vendor provided capabilities to support this feature/functionality "out of the box"; that meant any vendor interested in winning the implementation contract would have to build the customized capability into its software as a condition of gaining the business.

Not only did the success of this project hinge on clearly defining how the process worked — so that requirements could be built through software modifications — but so did a substantial software license sale.

Invited by RedPrairie to assist from a best practices perspective,

Plan4Demand supply chain specialists, with their deep business process expertise, developed and delivered comprehensive current- and future-state business process maps in just four weeks. They also identified other key gaps not identified in the initial sales process. Our consultants shared these requirements with RedPrairie's product development team, created test procedures to validate that the software modifications fulfilled all the wholesaler's business requirements, and developed workarounds for processes that could not be addressed by software modifications.

"We used our proven process-documentation methodology to help RedPrairie identify, develop, and deliver a true technology-based business solution," says Plan4Demand CEO Lisa M. Kustra.

"By helping develop a clear, detailed presentation of this company's business processes, Plan4Demand provided both the software vendor and the wholesaler with an objective, third-party perspective on how best to drive true, tangible value, based on our world-class expertise."

Call Plan4Demand at 866.P4D.INFO
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plan4demand
Global Supply Chain Specialists

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