

PLAN4DEMAND

SUCCESS!



**With a solid foundation
in supply chain technology,
it's business process
expertise that distinguishes
Plan4Demand.**



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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SS053:
Value-Added Implementation
(Transportation Management)

A BIG-PICTURE VIEW OF CENTRALIZED TM PLANNING

PUTTING PEOPLE AND PROCESS **FIRST** ENSURES A SUCCESSFUL TECHNOLOGY TRANSFORMATION

When leaders with this manufacturer of heavy-duty automotive vehicles wanted to implement a transportation software package and consolidate their decentralized supply chain operations, they turned to Plan4Demand. Why? Because our deep industry insight and breadth of experience implementing TMS solutions was an ideal supplement to their vendor's software knowledge.

“Too often, project leaders allow key business processes to be constrained by the capabilities — or the perceived capabilities — of their software,” says Plan4Demand CEO Lisa M. Kustra. **“In this case, our client's decision-makers knew they needed professionals who had hands-on knowledge about the challenges of implementing their technology in the real world, not just technical expertise.”**

Additionally, our clients realized that a proactive approach to change management — one that included highly specialized training — would be vital to ensuring that all divisions affected by this transition had the right infrastructure in place to support their new organization. And Plan4Demand has extensive experience developing and delivering customized training.

Working in close collaboration with both the software vendor and our client's key transportation stakeholders, Plan4Demand developed a program to transform a loosely organized transportation network into an industry-leading, JIT service center, with enhanced visibility and metrics designed for supplier compliance.

“None of this could have been done simply by implementing the software in a ‘vanilla’ state,” says Lisa. **“Our focus on people and process before technology ensures that our clients are getting maximum value for their investment dollars, not wasting money by throwing software at business problems and simply automating inefficiencies.”**

Plan4Demand's breadth of experience with multiple transportation implementations — across a variety of industries — helped deliver a new organizational infrastructure and a complete solution that helped these supply chain executives surpass their ROI goals.

Call Plan4Demand at 866.P4D.INFO
or visit www.plan4demand.com.

plan4demand
Global Supply Chain Specialists

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