

**“One of the leading manufacturers of printers and multifunctional digital copiers implements an advanced planning and forecasting model and greatly enhanced reporting capabilities for its locations worldwide through Java based Purchase Planning system developed by Fulcrum Logic”**

## Industry

Manufacturing  
Supply Chain Management  
Purchase Planning

## Technology Used

Oracle App Server 10g  
Java/J2EE  
Struts  
Web Technologies  
JDeveloper v 10  
Crystal Reports XI  
Oracle 9i / 10g  
Crystal Reports Server XI



## Business Needs

The Client had a manual system/process of extracting data from AS/400 and raising the Purchase Forecast. They needed a system to automate their Purchase Planning, Forecasting and Purchase Order creation process

The new system needed to have a comprehensive forecasting capability for machines, accessories, parts and supplies on a monthly basis. Management and maintenance of the distribution across their warehouses was another area where they needed to optimize their inventory levels. Business rules and system configuration parameters needed to be streamlined so that administration was easier. They needed a revamped system and user interface for their sales forecast which would integrate with their existing Oracle ERP and help create reports on a regular periodic basis. This functionality was restricted by the fact that their current system

allowed forecasting for a period of only six months.

They needed an automated Purchase order generation system which would create accurate reporting, timely forecasts and an increased performance level.

## Solution

Fulcrum conducted a structured analysis of the client business processes, organization structure and product information to create a detailed Business Case Modeling approach for this project. Through the effective use of our onsite-offshore delivery model, Fulcrum Logic fulfilled the client's urgent need of the hour by creating a comprehensive Java / J2EE based reporting and forecasting application. This application was integrated with the Oracle ERP to facilitate a smooth and streamlined business process management. The reporting module was customizable to include several parameters like seasonal fluctuation and turnover ratio, to generate scheduled and on-demand reports for large volumes of data as and when required.

## Brief History

The client is one of the largest manufacturers of printers and digital multifunctional products. The client has a group of 25 sales subsidiaries worldwide and continuously expanding business globally.

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### Benefits

- The company moved from an unreliable planning cycle that took 3 weeks to a reliable planning cycle that takes just 6 business days
- Uniform planning process was implemented across all continents, enabling effective management and reporting
- Sales Forecast module enabled the company to manage sales targets and predict financial performance more accurately
- Three months after implementation, excess Parts inventory of \$2 million was identified and reduced, freeing up the locked capital
- Sales rose by over 3% because almost no orders were cancelled or lost due to inadequate inventory
- Consolidation of warehouse inventories across USA, Canada, Brazil and Mexico resulted in major benefit of 25% less overall inventory

- Direct shipment to the correct warehouse decreased shipment costs
- The tool became an indispensable decision support system due to its enhanced reporting capabilities
- Multiple user communities such as Business Planning, Logistics, Suppliers and Distributors could directly submit and retrieve information, eliminating data integration challenges