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Precision Solutions Group and WAM Systems Partner Extending PRISM with Best-of-Breed Supply Chain Planning Tool Offering Supply Chain Performance Benchmarking

WALPOLE, MA – Constantly striving to add value for PRISM customers, the Precision Solutions Group has teamed up with WAM Systems, the provider of a proven planning solution that improves overall supply chain performance. Integrated with PRISM at a specialty chemical manufacturer, WAM Systems' Picaso™ solution is already providing dramatic operational performance results including a 25% drop in inventory, 20% increase in sales forecasting accuracy and a 15% increase in on-time shipments. The following is an excerpt from the published detailed case study ([Click to request the complete study](#)) and an offer to participate in WAM Systems' Supply Chain Performance Benchmarking.

With an array of planning challenges including limited visibility over its day-to-day supply chain operations, the desire to reduce customer service response times, and limited collaboration among its executive planning staff; the need for change was clear. The company found itself seeking a solution that could not only address these issues, but succeed in a cyclical production environment with a wide variety of products and packaging solutions.

The company embarked on an intensive evaluation process that considered several possible solutions, the first of which was implementing SAP. This could potentially integrate well into their workflow but could not achieve the desired cost-benefit payoff. They turned to industry analysts for advice on the technology landscape. After considering dozens of vendors with a variety of solutions, they selected Picaso™ from WAM Systems as a best-of-breed toolset that fully understood the unique process manufacturing challenges of their facilities.

PRISM®-Picaso™ Implementation Improves Operations for Specialty Chemical Manufacturer

- 15% increase in on-time shipments
- 20% increase sales forecasting accuracy
- 25% reduction in inventory levels
- Customer service levels increased
- Higher order acceptance with CSR visibility of manufacturing capability
- Optimal balance achieved between production efficiency and inventory holding costs
- More accurate inventory targets



Together with WAM Systems, the company mapped its existing workflow—forecasting, order entry, inventory management, scheduling, high-level planning—and used the Supply Chain Operations Reference (SCOR) model to help further identify new business processes for higher performance. Their implementation team established consensus for process

improvement by working closely with all of the key executives and producing quantified benefits to be expected after the new workflow would be in place.

In a rollout that prioritized visibility, sales and operations planning and customer service, Picaso™ was put into place integrated with PRISM to provide real-time visibility to ordering, production, planning and sales. With Picaso's Supply Chain Event Monitor displaying up-to-the-minute changes throughout the supply and demand balance of the company, the planning staff could react to changes quickly and maintain a more accurate assessment of the state of the operation.

Supply Chain Performance Benchmarking

WAM Systems recently surpassed 100 companies participating in its Supply Chain Assessment Program including companies in a variety of process verticals including chemicals, pharmaceuticals, food & beverage, and consumer packaged goods. The study results are indicative of the process manufacturing industry undergoing a profound shift from a manufacturing-centric to a market-driven focus:

- 35% Reengineered their demand planning processes in the past 12 months to formalize a collaborative sales forecast creation process and increase marketing's "ownership" of the forecast.
- 60% Use statistical methods to analyze historic buying patterns and generate initial sales forecasts.
- 94% Use collaborative forecast methods to collect marketing intelligence and hone their sales forecasts. Of these companies 55% use home-grown spreadsheet tools to analyze forecasts and manage the forecast collection and reporting.
- 43% Indicated that despite their efforts to date, overcoming cultural barriers within their own company remains their greatest challenge to improving forecast accuracy.

The encouraging news is the very strong correlation between investments in demand management improvement efforts and improved forecast accuracy. Process manufacturers who implemented a combination of demand planning best practices and supporting technology saw an average increase of 25 basis points in forecast accuracy at the stock keeping unit level. Improvements of this magnitude yield large, inventory and product mix savings as well as higher perfect order results.

Supply Chain Assessment Program participants receive the complete survey findings and a personalized report comparing their performance to peer companies. As part of the PSGI-WAM Systems' partnership, this Program is being provided as no-cost by WAM Systems. [Click here](#) for more information and to Sign up to participate in WAM's Supply Chain Assessment Program.

About WAM Systems

WAM Systems, Inc. develops advanced supply chain planning solutions designed for the process industry. WAM's Picaso™ solution is used throughout the global process industry, providing a broad set of visualization, decision support, and optimization tools that address the unique challenges found in managing complex supply chains. Picaso™ solutions address a wide range of business processes including collaborative demand management, inventory and distribution optimization, production planning and scheduling, and procurement planning. The company and its worldwide partners also provide a full range of consulting, support, training and implementation services. WAM's customers include Basell, Celanese, Chevron Phillips, DuPont, Degussa Engineered Carbons, Eastman, Equistar, Honam, Indian Oil, Lanxess, Lyondell, Petrobras and Solvay. Founded in 1987, WAM Systems is headquartered outside of Philadelphia, Pennsylvania. For more information, visit www.wamsystems.com.

About Precision Solutions Group, Inc.

Precision Solutions Group, Inc. is driven to enhance the productive use of enterprise business systems through training, customer support, consulting, and software solutions. We strive for greater employee efficiency and the significant cost savings and higher ROI derived by getting more out of your existing investment in business systems. Companies like Intertape Polymer Group, Ruiz Foods, Just Born, and Loparex depend on PSGI for software services and software support. For more information, see www.PrecisionSG.com.

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PRISM is a registered trademark of Infor Global Systems, Inc.