



webPUBLISH™ Supply Chain Visibility

The Challenge

Improve business processes, increase on-time delivery, manage capacity and resources, and decrease costs while managing the continuous flow of changes in a complex supply chain environment.

The Solution

Implement a powerful, intuitive visibility solution that offer a bird's-eye view into your global supply chain, giving you the ability to collect and analyze distributed data, generate specific recommendations, and match execution to strategy.

The Gains

- Be more responsive to customer demands
- Improve business execution
- Optimize forecasting and planning
- Minimize unnecessary inventories
- Reduce material and operating costs
- Maintain high customer service
- Manage day to day business changes

Real gains come from the analysis of a company's business processes and data, and having the ability to react to ongoing changes, thereby allowing companies to spend more time on refining their business practices and growing their business. Companies can now gain new power and control when given access and visibility to current supply chain data.

Improve business execution—Current, focused information empowers companies to respond immediately to inevitable business change. Managers make better decisions when given tools for business intelligence, planning and order management, and performance analysis and — examples of supply chain visibility—contribute to a strategic advantage.

Adapt quickly to change—Rather than making major changes to the overall infrastructure as the supply chain evolves, organizations can simply focus on key areas in the supply chain and make the necessary changes to business processes and execute real time decisions and changes, as they become necessary to keep the supply chain efficient.

Shift from a heavy reliance on the monolithic ERP and Supply Chain software systems to a more pronounced emphasis on the core business practices they support. True gains come from information visibility and analysis of a company's business processes, not easily accessed in large applications, allowing companies them to spend more time refining their business practices, executing changes and growing the business.



Great efficiencies can be gained by managing a plan that takes into account constraints in the supply chain, such as material and capacity availability, and then determine the best production schedule to meet customer demand. The result is not only direct dollar savings, but also reduced inventory, greater productivity, reduced risk, more efficient use of existing resources and improved delivery performance.




Selected Customer Results Achieved with webPUBLISH

- Reduction in Supply Chain Response for Critical Orders*
- Improved Supply Chain Planning Efficiency*

- Improved Customer Service Levels*
- IT Support Costs Savings*
- Inventory Reduction*

Customer ROI

 <p><i>World-Class Brands, Products, People</i></p> <p>Forecast and Demand Management</p>	<p>“Forecasting demand is as much an art as a science, and is never easy in the best of circumstances,” said Suzette Braun Senior Manager, Demand Planning Development, The Gillette Company. “We were looking for a tool that would help us accelerate our new product introduction and allow us to quickly get to the vital forecasting information to track, analyze and adjust our numbers. Pelyco’s webPUBLISH visibility tool has given us what we need and is now an integral part of our Exception Management process. The Pelyco team has been outstanding to work with and have gone above and beyond our expectations.”</p>
 <p><i>EMS solution for competitive advantage</i></p>	<p>“Our Customer Forecast Acceptance process (CFA) was designed to provide Solectron a competitive advantage in managing and assessing the impact of change from our OEM customers. Solectron intends to use the CFA process to continue to drive cost out of the business while improving visibility and responsiveness to our customers. The ROI and time to value of this initiative will further differentiate Solectron’s leadership position. Pelyco has been a very responsive partner, possessing strong supply chain domain expertise and a proven track record.” said Rick Palm, Americas Planning Process Owner, Solectron Corporation</p>
 <p><i>Patented supply chain solution</i></p>	<p>"Working with Pelyco on the patented AtS (Available-to-Sell) tool has been a pleasure. Their responsiveness and support have been instrumental in the success of our project."</p> <p>"The working relationship with Pelyco has really been very productive and serves as an example of how IT development can and should work.... Our more recent work resulted in a second patent filing, and (of course more importantly) a working system that offers decision support to enable business improvements."</p> <p>IBM's Integrated Supply Chain Design Group</p>
 <p><i>Productivity and direct cost reduction</i></p>	<p>"Increased parts volume by 20% while reducing planning labor costs by 16%. This is something we could never have achieved without webPUBLISH. This has helped extend the success of our APS project by an order of magnitude."</p> <p>Tom Dodson, Master Scheduling Manager.</p> <p>“Our operation demands a particularly fast response to our</p>

	<p>customers and we have found webPUBLISH to be an integral part of our customer responsiveness. In addition we continue to improve operational efficiencies,” Tom Dodson, Master Scheduling Manager, Plexus Mexico.</p>
 <p><i>Global deployment</i></p>	<p>"Globally licensed and deployed webPUBLISH for thousands of users anytime, anywhere." Chester Karwatowski, Manager Planning Systems and Corporate Logistics.</p> <p>“We’ve seen firsthand the benefits of combining complex systems with Pelyco’s practical approaches. We think this alliance can only add greater value to the manufacturing facilities across the global IBM network and our clients outside of IBM,” Terry Gleason, Principal, Supply Chain Services, IBM Global Services.</p>
 <p><i>On-time and intuitive to users</i></p>	<p>“We are delighted with the success of this implementation and the value received to date. The application was operational in record time with an outstanding level of user acceptance due to the intuitive nature of the application. This approach allows us to extend our success with our APS solution to a much broader audience,” Richard Turner, Associate Director, Finance & MIS Division Canon Virginia Inc.</p>
 <p><i>Broaden and institutionalize use of SCP</i></p>	<p>webPUBLISH has been implemented to provide Daimler with the visibility they need to produce a timelier and more accurate production plan. The approach complements and accelerates the planning toolset by broadening the user community and institutionalizing the IVP process powered by the SCP application.</p>

"Some of the companies that have showed resiliency to the economic downturn are good examples of companies that had put in supply-chain ahead of time," said Bob Parker, an analyst at Boston-based AMR Research. "The companies that have really been hurt are those that did not have supply-chain visibility."