



PROMAT

2015

McCormick Place South | Chicago
March 23-26, 2015
promatshow.com

EASE Your Supply Chain Execution Pain

Sponsored by:

TECSYS[®]

Presented by:

John Reichert

Director of SCE Solutions

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Sure Things in Life





Where to go for help...

- Death – NFDMA National Convention
<http://www.nfdma.com/annualconvention.htm>
- Taxes – NATP National Conference
<http://www.natptax.com/EventsAndEducation/Conferences/Pages/default.aspx>
- Complicated Supply Chains - PROMAT 2015
<http://www.promatshow.com>

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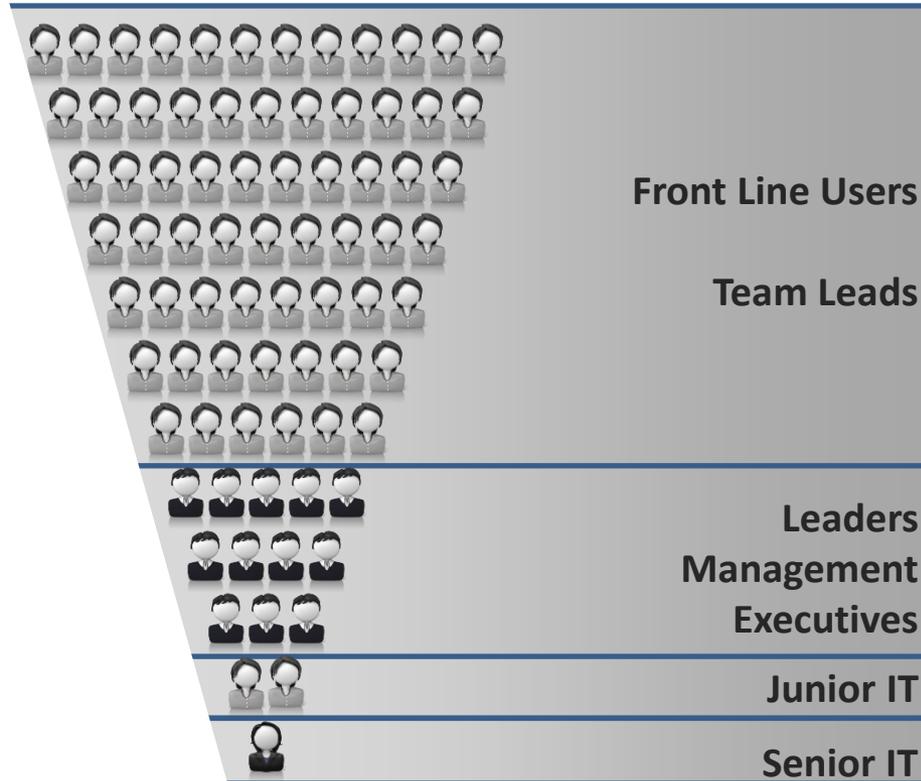
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Your Human Capital Resources



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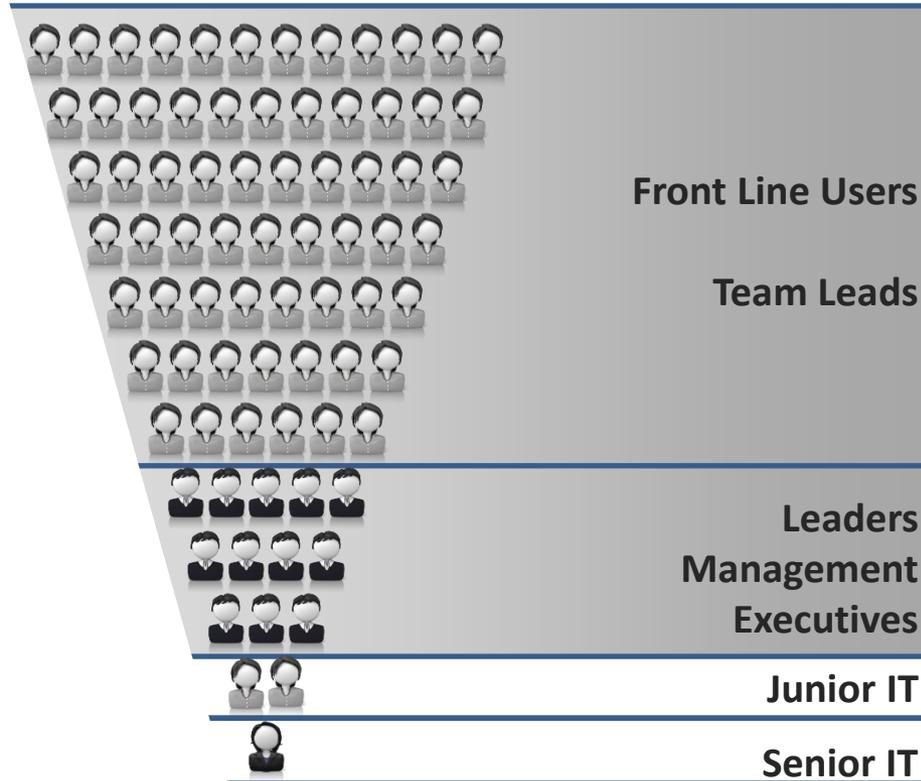


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Your Supply Chain Expertise Resources



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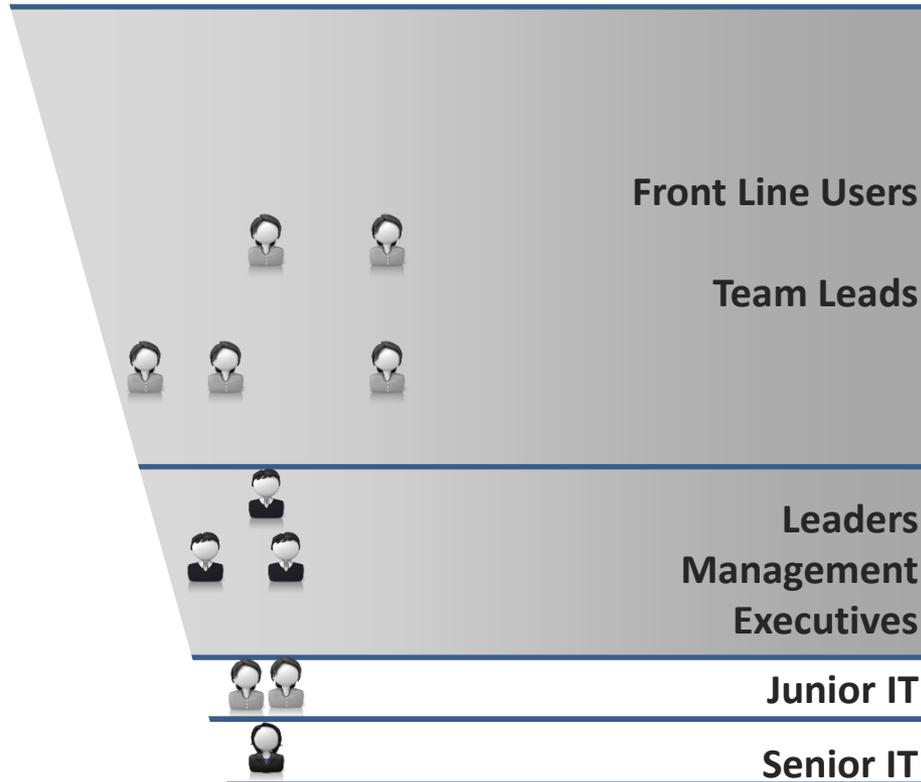
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Your Capacity to Drive Change Resources



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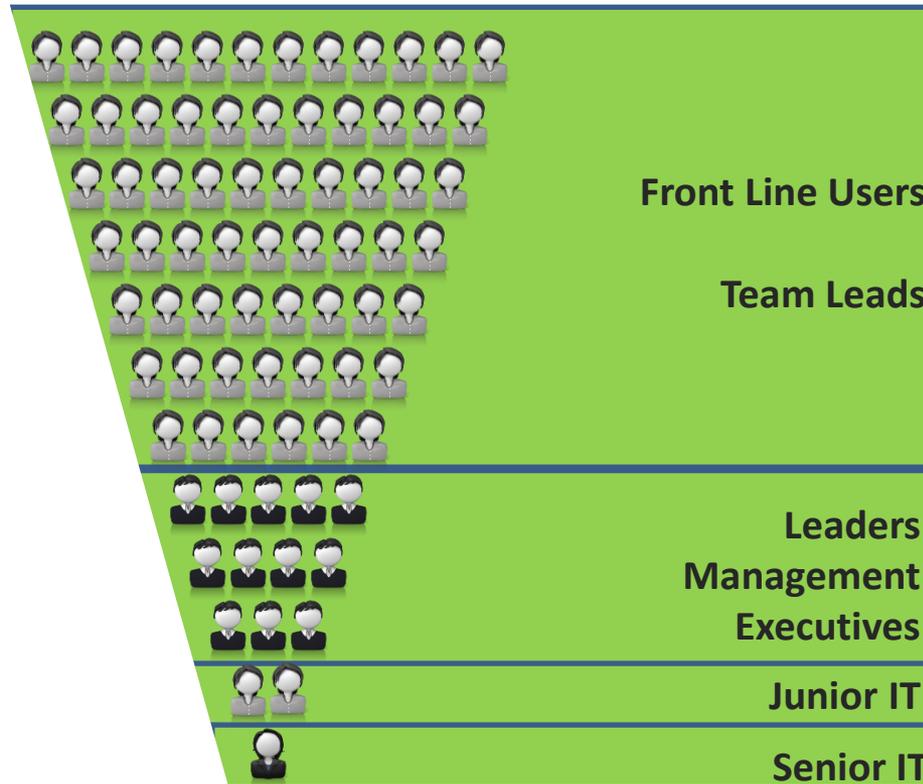
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What If Everyone Could Drive Change?



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EASE Your Supply Chain Execution Pains

Execute – locate missing puzzle pieces that fit

Adapt – economically “future-proof” operations

Scale – find a common solution for all sizes

Extend – reach true competitive advantage

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EASE Your Supply Chain Pains

EXECUTE

A
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S
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E
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Execution – Requires Specialized Tools

**Labor
Management**



**Transportation
Management**



**Warehouse
Management**



**Compliance
Applications**





Execute – Identify Critical Requirements

Core TMS

- Rating / Rate Shopping
- Ancillary Services
- Compliance Labeling
- Electronic Integration
- Invoice Reconciliation
- Proof of Delivery
- International

Core WMS

Receiving	Picking
Inspection/QA	Wave Mgmt.
Put Away	Staging
Cross Docking	Packing
Inventory Mgmt.	Truck Loading
Location Mgmt.	Manifesting
Replenishment	Cycle Counting
Rule-Based Locator	

Core VISIBILITY

- Web Based
- Highly Secure
- Context Sensitive
- Low TCO

Core OMS

- Global visibility
- Optimized sourcing
- Contract / rebate pricing
- Complex pricing rules
- Line independence
- Campaigns



Execute – find the missing puzzle pieces

Regulatory?

Total Visibility?

Self Service Pickups?

Internal Deliveries?

Point of Use?



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The Challenge – bringing them together



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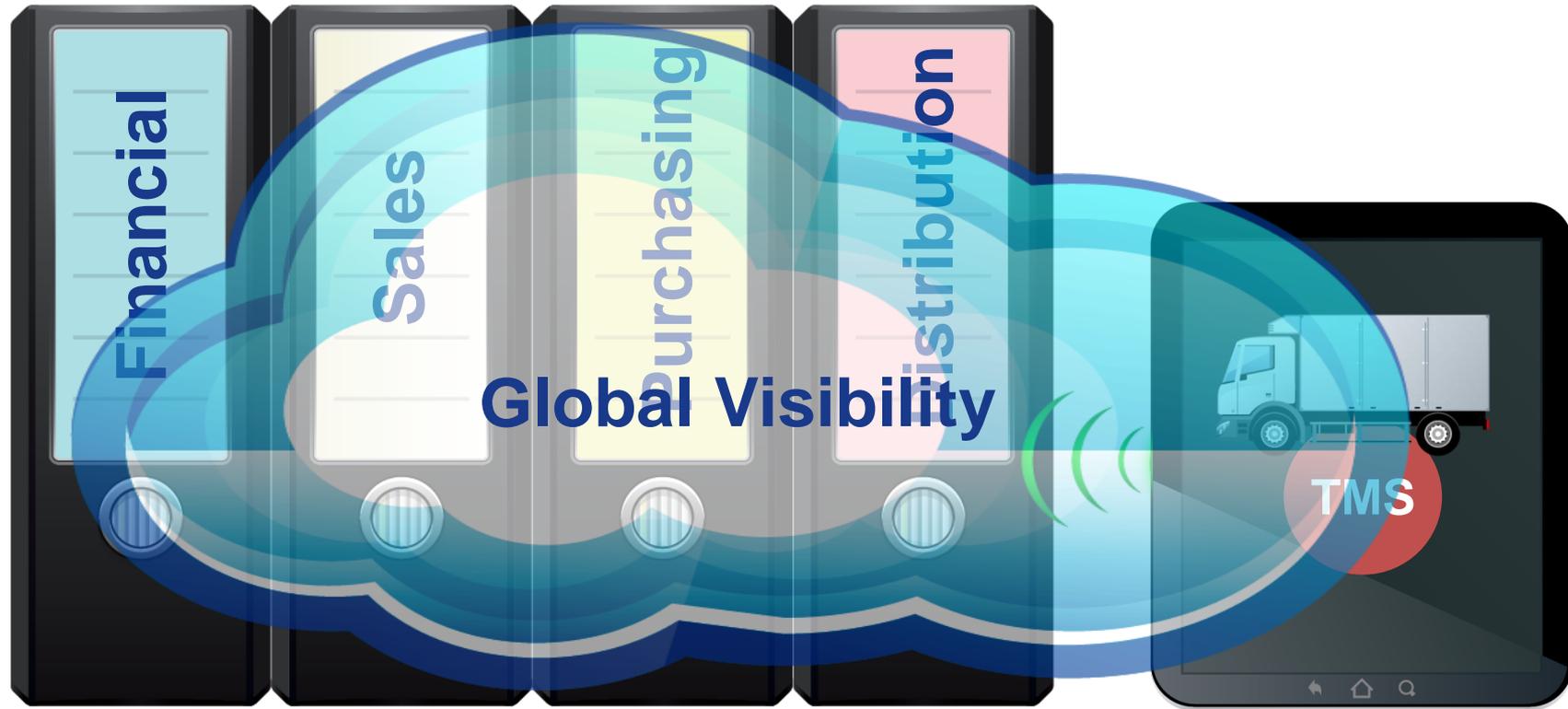


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ERP – Yesterday's Total Solution





Ways to Connect the Dots Have Evolved



Manual Entry

Key entry from report, fax, email



Flat File / ASCII / Tab Delimited

Decoder ring



Shared Tables / Database-to-Database

Shared filing cabinet



Staging Tables

Mailroom slots



Ways to Connect the Dots Have Evolved



EDI

Mailing service, return receipt

Both parties need to understand format



XML

Electronic mailbox

Shorthand easily understood by both sides



Web Services

Directly connected

No voicemail

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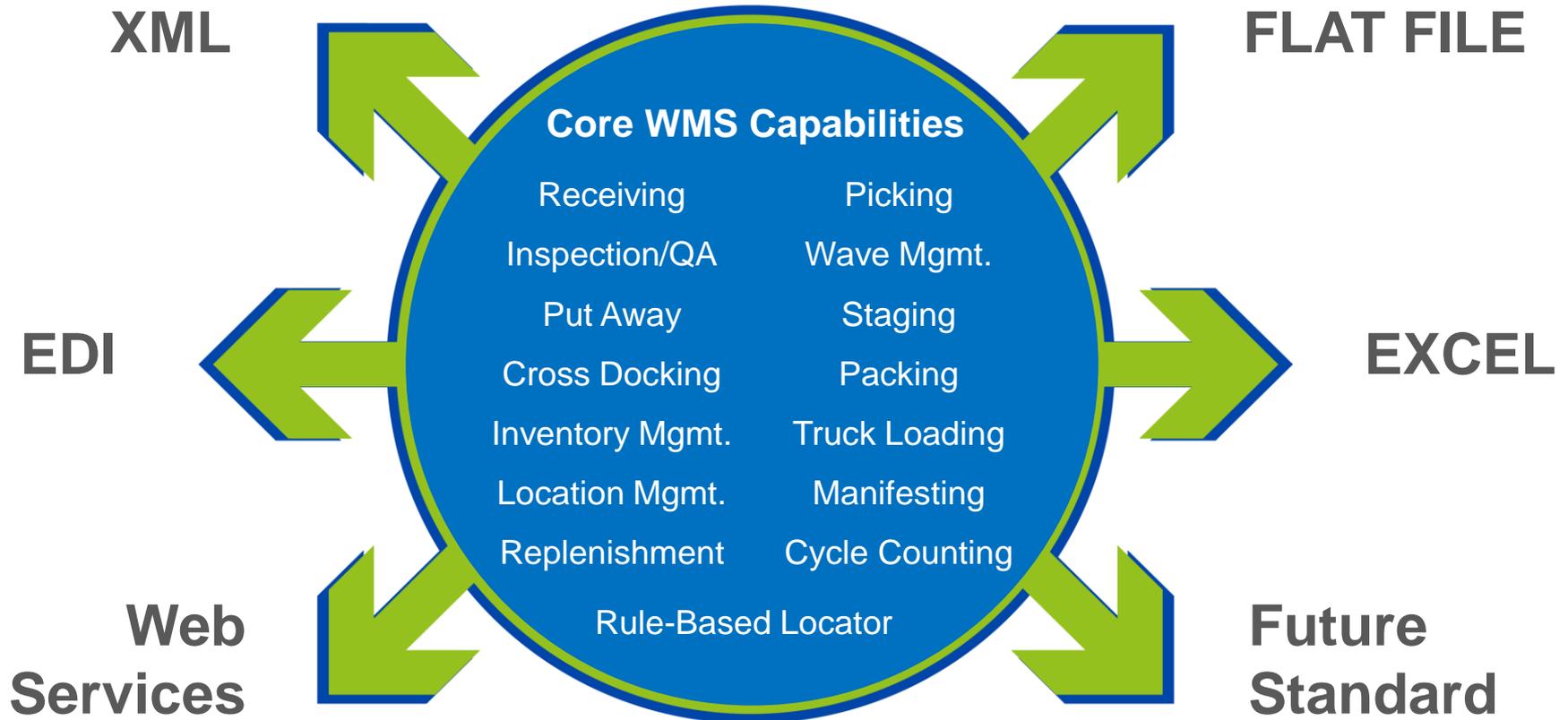


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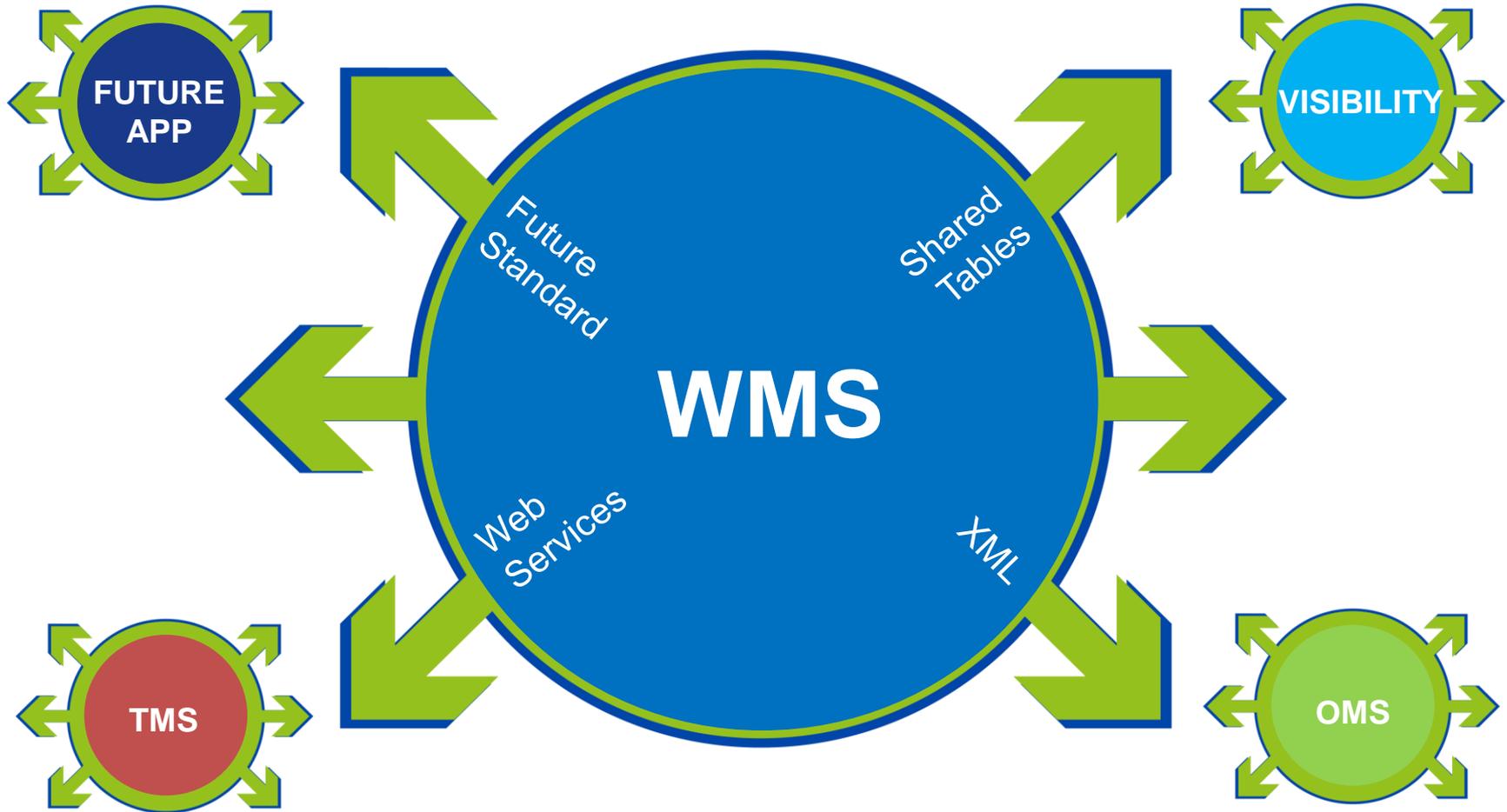
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Equally Weigh both Features and Platform



Execute – Identify Critical Requirements



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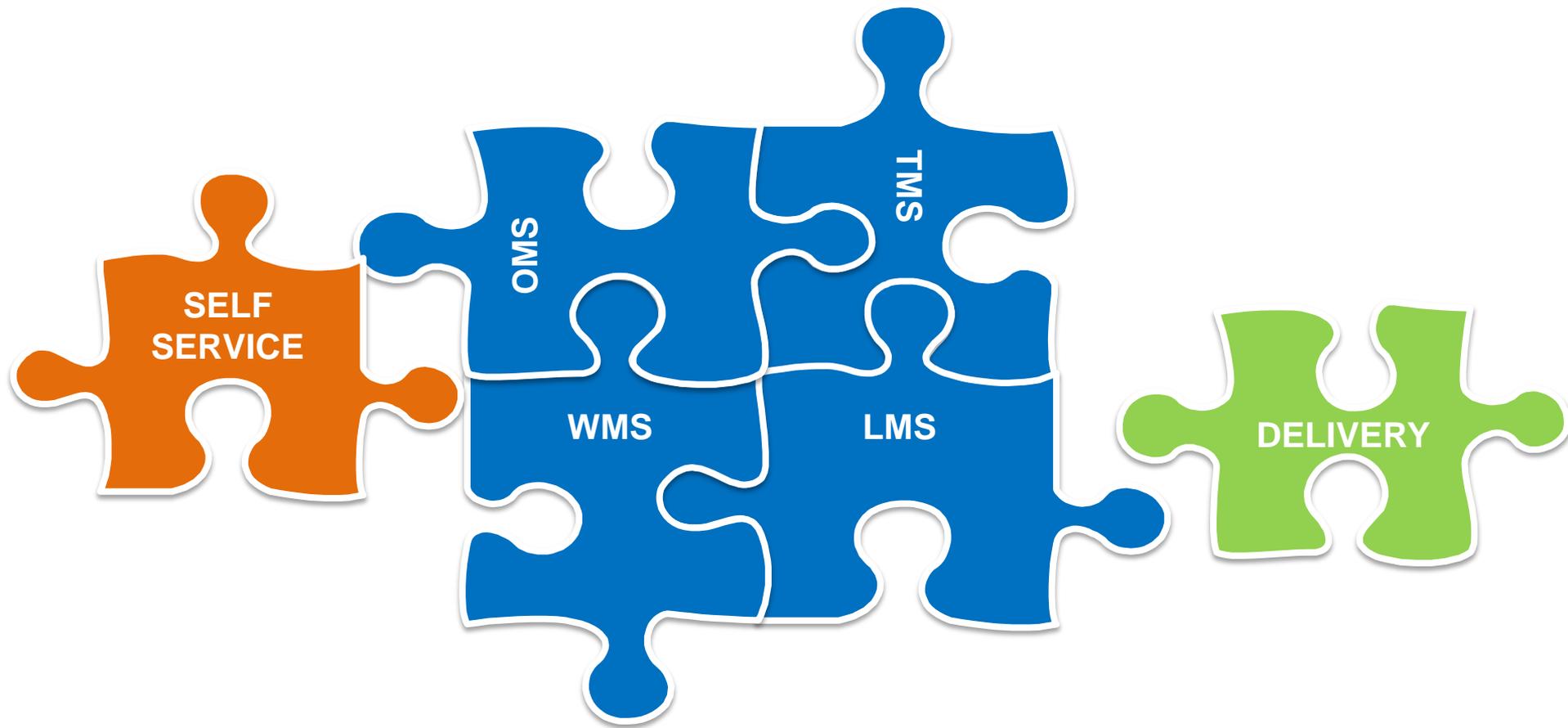


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Execute – Today's Future Proof Solutions





Execution – What to Expect

- Features are important
- Unknown future needs are more important
- Singular solutions may be ‘good enough’ for today
- Collaborative solutions are needed for the future
- Tomorrow’s supply chain has not yet been defined

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EASE Your Supply Chain Pains

E_xecute

ADAPT

S_cale

E_xtend



Adapt – Entry of “Future-Proof” Platforms

- **Easy**
 - ... to change the user experience
 - ... to change business processes
 - ... to integrate with other solutions
- **Power**
 - ... to leverage the latest technology
 - ... to ensure strong security
 - ... to stay ahead of the competition



User Experience

- Users expect work to be like home
- User's insist on controlling their own experience and collaborations
- Management and frontline operator needs differ
- IT resources are scarce
- Escalating movement to the cloud

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NEW Content Aggregation Portals

TECSYS

Home > Items > Search

Items

Search Criteria: Series

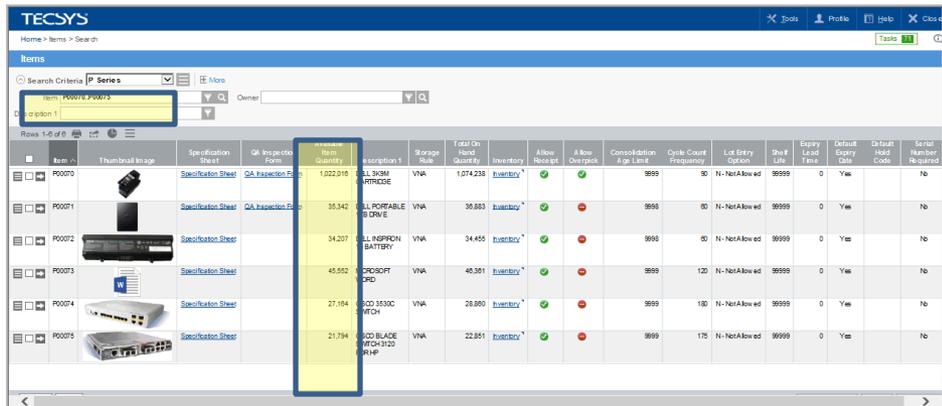
Item: P00074, P00075

Item	Thumbnail Image	Specification Sheet	QA Inspection Form	Available Item Quantity	Description 1	Storage Rule	Total On Hand Quantity	Inventory	Allow Receipt	Allow Overpick	Consolidation Age Limit	Cycle Count Frequency	Lot Entry Option	Shelf Life	Expiry Lead Time	Default Expiry Date	Default Stock Code	Serial Number Required
P00070		Specification Sheet	QA Inspection Form	1,022,916	DELL 950M CARTRIDGE	VNA	1,074,238	Inventory	✓	✓	9999	50	N-Not Allowed	99999	0	Yes		No
P00071		Specification Sheet	QA Inspection Form	35,542	DELL PORTABLE HDD 1TB	VNA	36,883	Inventory	✓	✗	9998	80	N-Not Allowed	99999	0	Yes		No
P00072		Specification Sheet	QA Inspection Form	34,207	DELL N900N 15 BATTERY	VNA	34,455	Inventory	✓	✗	9998	80	N-Not Allowed	99999	0	Yes		No
P00073		Specification Sheet	QA Inspection Form	45,552	MICROSOFT WORD	VNA	46,361	Inventory	✓	✗	9999	120	N-Not Allowed	99999	0	Yes		No
P00074		Specification Sheet	QA Inspection Form	27,164	CISCO 3530C SWITCH	VNA	28,880	Inventory	✓	✗	9999	180	N-Not Allowed	99999	0	Yes		No
P00075		Specification Sheet	QA Inspection Form	21,794	CISCO BLADE SWITCH 1U2 FOR HP	VNA	22,851	Inventory	✓	✗	9999	175	N-Not Allowed	99999	0	Yes		No



NEW Content Aggregation Portals

- Combine data from multiple sources and applications



Item	Thumbnail Image	Specification Sheet	Item Quantity	Description 1	Storage Rule	Total On Hand Quantity	Inventory	Allow Receipt	Allow Overpick	Consolidation Age Limit	Cycle Count Frequency	Lot Entry Option	Shelf Life	Expiry Lead Time	Default Expiry Date	Default Stock Code	Serial Number Required
P0070		Specification Sheet	1,022,918	ALL IN ONE PRINTER	VNA	1,074,238	Inventory	✓	✓	9999	50	N-Not Allowed	99999	0	Yes	No	
P0071		Specification Sheet	15,342	ALL IN ONE PORTABLE PRINTER	VNA	30,883	Inventory	✓	✗	9998	80	N-Not Allowed	99999	0	Yes	No	
P0072		Specification Sheet	34,207	ALL IN ONE PRINTER BATTERY	VNA	34,455	Inventory	✓	✗	9998	80	N-Not Allowed	99999	0	Yes	No	
P0073		Specification Sheet	45,552	CROSSTEC PC	VNA	40,361	Inventory	✓	✗	9999	120	N-Not Allowed	99999	0	Yes	No	
P0074		Specification Sheet	27,164	202 3530C W/CM	VNA	28,880	Inventory	✓	✗	9999	180	N-Not Allowed	99999	0	Yes	No	
P0075		Specification Sheet	21,794	202 BLADE W/CM/202 RHP	VNA	22,851	Inventory	✓	✗	9999	175	N-Not Allowed	99999	0	Yes	No	



NEW Content Aggregation Portals

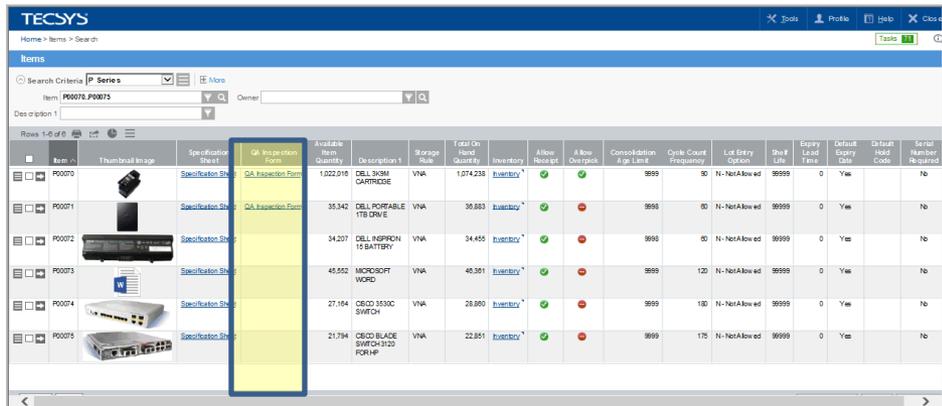
- Combine data from multiple sources and applications
- Render information in multiple forms and layers

Item	Thumbnail Image	Specification Sheet	QA Inspection Form	Available Item Quantity	Description 1	Storage Rule	Total On Hand Quantity	Inventory	Allowance	Allow Overlap	Consolidation Limit	Cycle Count Frequency	Lot Entry Option	Shelf Life	Expiry Lead Time	Default Expiry Date	Default Stock Code	Serial Number Required
P00075		Specification Sheet	QA Inspection Form	1,022,916	DELL 930M CARTRIDGE	VNA	1,074,238	Inventory	✓	✓	9999	50	N-Not Allowed	99999	0	Yes		No
P00075		Specification Sheet	QA Inspection Form	35,342	DELL PORTABLE TRIPDRIVE	VNA	36,883	Inventory	✓	✗	9998	80	N-Not Allowed	99999	0	Yes		No
P00075		Specification Sheet	QA Inspection Form	34,207	DELL INFRON 15 BATTTRY	VNA	34,455	Inventory	✓	✗	9998	80	N-Not Allowed	99999	0	Yes		No
P00075		Specification Sheet	QA Inspection Form	45,552	MICROSOFT WORD	VNA	46,361	Inventory	✓	✗	9999	120	N-Not Allowed	99999	0	Yes		No
P00075		Specification Sheet	QA Inspection Form	27,164	CELD 3530C SWITCH	VNA	28,800	Inventory	✓	✗	9999	180	N-Not Allowed	99999	0	Yes		No
P00075		Specification Sheet	QA Inspection Form	21,794	CELD BLADE SWITCH 2D FOR HP	VNA	22,851	Inventory	✓	✗	9999	175	N-Not Allowed	99999	0	Yes		No



NEW Content Aggregation Portals

- Combine data from multiple sources and applications
- Render information in multiple forms and layers
- Hyperlinks

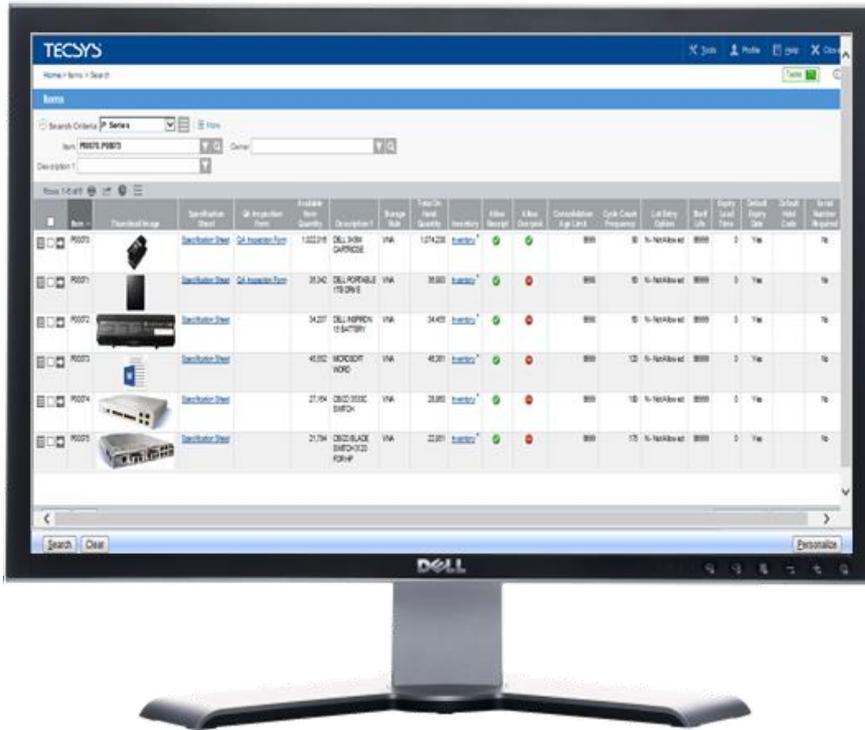


Item	Thumbnail Image	Specification Sheet	QA Inspection Form	Available Item Quantity	Description 1	Storage Rule	Total On Hand Quantity	Inventory	Allow Receipt	Allow Overpick	Consolidation #	Cycle Count Frequency	Lot Entry Option	Shelf Life	Expiry Lead Time	Default Expiry Date	Default Stock Code	Serial Number Required
P0070		Specification Sheet	QA Inspection Form	1,022,916	DELL 950M CARTRIDGE	VNA	1,074,238	Inventory	✓	✓	9999	50	N-Not Allowed	99999	0	Yes		No
P0071		Specification Sheet	QA Inspection Form	35,342	DELL PORTABLE PRINTER	VNA	36,883	Inventory	✓	✗	9998	80	N-Not Allowed	99999	0	Yes		No
P0072		Specification Sheet	QA Inspection Form	34,207	DELL N9000 15 BATTERY	VNA	34,455	Inventory	✓	✗	9998	80	N-Not Allowed	99999	0	Yes		No
P0073		Specification Sheet	QA Inspection Form	45,552	MICROSOFT WORD	VNA	46,361	Inventory	✓	✗	9999	120	N-Not Allowed	99999	0	Yes		No
P0074		Specification Sheet	QA Inspection Form	27,164	CISCO 3530C SWITCH	VNA	28,800	Inventory	✓	✗	9999	180	N-Not Allowed	99999	0	Yes		No
P0075		Specification Sheet	QA Inspection Form	21,794	CISCO BLADE SWITCH 32D FOR HP	VNA	22,851	Inventory	✓	✗	9999	175	N-Not Allowed	99999	0	Yes		No



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NEW User Experiences – Multiple Devices



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NEW Multiple Devices – Platforms Auto Adjust



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Application Parameterization

TECSYS Tools Profile Help Close

WMS Home Full Menu > Search > Areas > Search Warehouse: WHSE1 Station: BASE Tasks 31

Areas

Search Criteria Save Field Values More

Area Warehouse (SESSION.WMS.WAREHOUSE)

Pick by Label

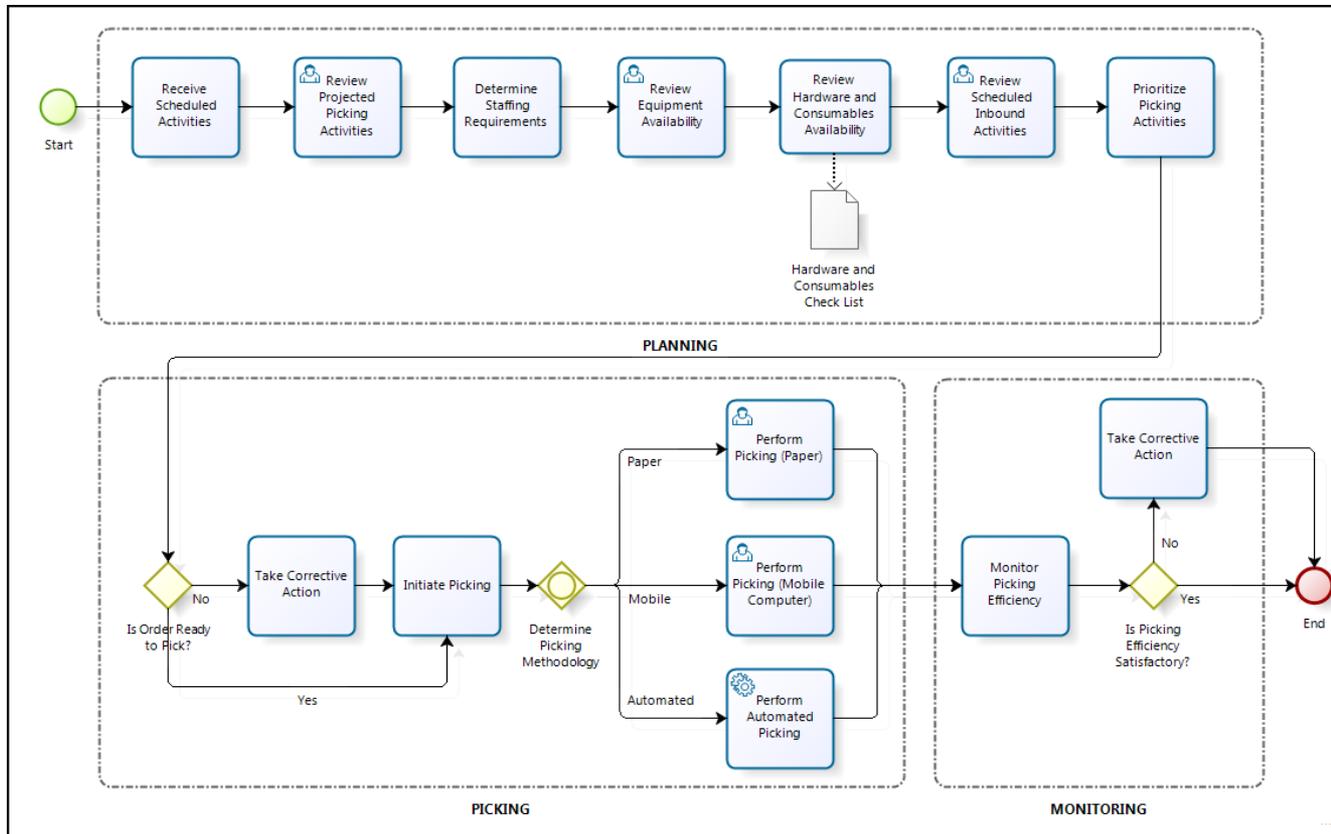
Rows 1-20 of 62 Print Settings

Warehouse	Area	Equipment Used for Picks	Equipment Used for Replenishment	Equipment Used for Storing	Equipment Used for Cycle Counts	Container Selection Code	Container Selection Code Station	Pick by Label	Full Case	Pick Label Printer Station	Pick Age	Replenishment Age	Storage Age	Minimum Cycle Count Trigger Frequency	Cycle Count Frequency	Cycle Count Age	Allow Cross Docking	Serial Number at Pick Time	Record ID
WHSE1	A1	L-Label-Directed Cluster Picking	R-RF	R-RF	R-RF	TOTE	BASE	No	No	PICK	999.00	00:15	9999.00	-1	15	08:00	✓	F-Force	1751
WHSE1	A1C	S-System-Directed Cluster Picking	R-RF	R-RF	R-RF	PRCL	BASE	No	No	PICK	277.45	00:15	9999.00	-1	15	08:00	✓	F-Force	2243
WHSE1	A2	R-RF	R-RF	R-RF	R-RF	PALL	BASE	No	No		277.45	09:00	09:00	-1	15	48:00	✓	F-Force	1752
WHSE1	A2C	S-System-Directed Cluster Picking	R-RF	R-RF	R-RF	BOX	BASE	No	No		277.45	00:00	06:00	-1	15	48:00	✓	F-Force	2244
WHSE1	A3	L-Label-Directed Cluster Picking	R-RF	R-RF	R-RF	COOL	OUT	No	No		277.45	00:15	01:00	-1	15	00:15	✓	F-Force	1753
WHSE1	A4	R-RF	R-RF	R-RF	R-RF	PALL	BASE	No	No		277.45	00:15	01:00	1	15	08:00	✓	F-Force	1754
WHSE1	A5	R-RF	R-RF	R-RF	R-RF	PALL	BASE	No	No		277.45	00:15	01:00	1	15	08:00	✓	F-Force	1755
WHSE1	A7	R-RF	R-RF	R-RF	R-RF	ICE	BASE	No	No		277.45	09:00	09:00	1	15	09:00	✓	F-Force	1759
WHSE1	AMS	R-RF	R-RF	R-RF	R-RF	PALL	BASE	No	No		277.45	09:00	09:00	1	15	48:00	✓	F-Force	2232
WHSE1	BAT	C-Conventional	R-RF	R-RF	R-RF	PALL	BASE	No	No		277.45	10:00	10:00	1	15	10:00	✓	A-Allow	2035
WHSE1	BOTL	R-RF	R-RF	R-RF	R-RF		BASE	No	No		277.45	00:15	01:00	-1	15	00:15	✓	F-Force	2241
WHSE1	BULK	C-Conventional	C-Conventional	R-RF	C-Conventional	UK	BASE	No	No		277.45	9999.00	9999.00	1	15	9999.00	✓	A-Allow	2155
WHSE1	CAGE	R-RF	R-RF	R-RF	R-RF	CAGE	BASE	Yes	No	PICK	277.45	00:15	01:00	-1	15	08:00	✓	F-Force	1758
WHSE1	CAN	R-RF	R-RF	R-RF	R-RF		BASE	No	No		277.45	00:15	01:00	-1	15	00:15	✓	F-Force	2242
WHSE1	CAR1	R-RF	R-RF	R-RF	R-RF	BOX	BASE	No	No	PICK	277.45	00:15	9999.00	-1	15	08:00	✓	F-Force	2258
WHSE1	CAR2	R-RF	R-RF	R-RF	R-RF	BOX	BASE	No	No	PICK	277.45	00:15	9999.00	-1	15	08:00	✓	F-Force	2259
WHSE1	CAR3	R-RF	R-RF	R-RF	R-RF	BOX	BASE	No	No	PICK	277.45	00:15	9999.00	-1	15	08:00	✓	F-Force	2257
WHSE1	CAR4	R-RF	R-RF	R-RF	R-RF	BOX	BASE	No	No	PICK	277.45	00:15	9999.00	-1	15	08:00	✓	F-Force	2259
WHSE1	CONS	R-RF	R-RF	R-RF	R-RF	BOX	BASE	No	No		277.45	09:00	27.45	-1	99999	02:45	✓	F-Force	2234
WHSE1	COOL	R-RF	R-RF	R-RF	R-RF	BOX	BASE	No	No		277.45	09:00	09:00	1	15	09:00	✗	A-Allow	2055

Search Clear More Actions Create Personalize

0/20 records are selected. 75%

Configurable Workflows





NEW Rule Generators

Rule Name **tms_shipment.sample** Database Name **tms** Table Name **shipment**

Initialize

WHEN

THEN

- Assign **1** to **True**
- Assign **0** to **False**
- Assign **2** to **ThirdParty**

Step1

WHEN

- Bill-To Customer** is **351900**
- Consignee** is **351900**
- Apply Rate Rule** is **False**
- Complete** is **0**

THEN

- Assign **UPSUS_NDS** to **Service**

Toolbox

- Create a Variable
- Create a Step
- Create a Case
- Create a WHEN Condition
- Create a THEN Action

- Update
- Copy
- Delete

Clipboard

- Drag and Drop Conditions Here
- Drag and Drop Actions Here

Expand All Collapse All Save As



NEW Automated Action Generators

Sample Table Actions

Search Criteria Save Field Values

Database Name Action Name

Table Name Operation Name

Rows 1-2 of 2

	Table Name	Description (Tables)	Description	Action Name	Operation Name
	sa_f	Areas	Dismiss Help	wms_sa_f.dismiss_help	update
	sa_f	Areas	Get Help	wms_sa_f.get_help	update

Home > Get Help > Task

Get Help

Auto-fill with ...

Area

Helper Assigned **No**

Over the Too Many Picks Threshold **Yes**

Schedule this task

Clock Options

At (hour minute)

Between the hours of and

Every hours

Every minutes

Daily Options

Once on

Every day

Every weekday



Platform-Based Automated Action Examples

- Direct a specific operator's picked orders to QA when customer reports more than X errors in past Y days until quality improves
- Alert inventory control to recheck item dimensions of specific items picked into overridden container sizes in last week
- Notify transportation carrier of projected trailer swap time when 10% trailer capacity remaining

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Agility

- Simplify the user experience
- Absorb increasing complexity
- Reduce IT dependence
- Pro-actively manage exceptions
- Predict trends
- Support advanced decision making
- Reduce overall costs

SIMULTANEOUSLY



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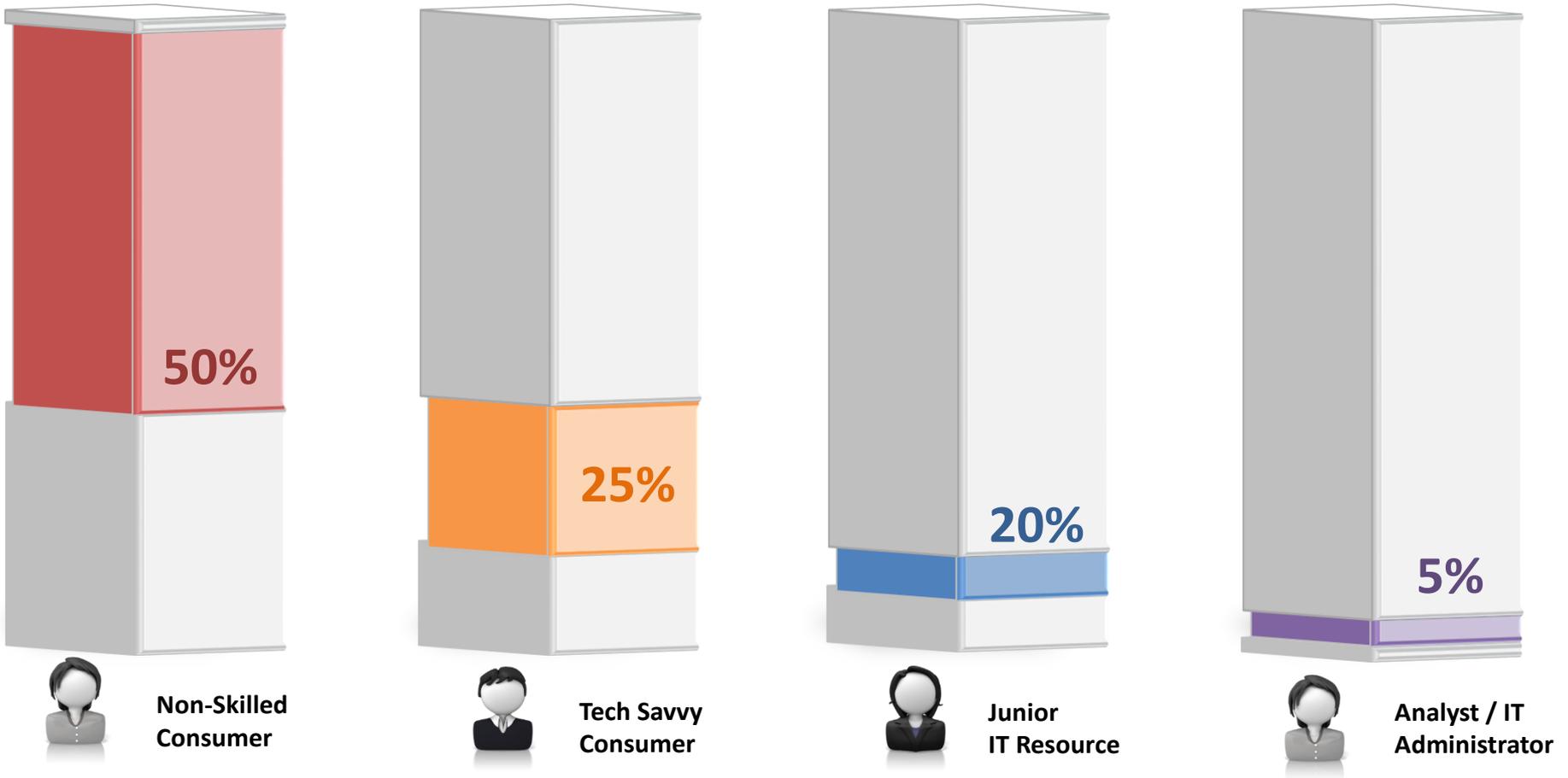


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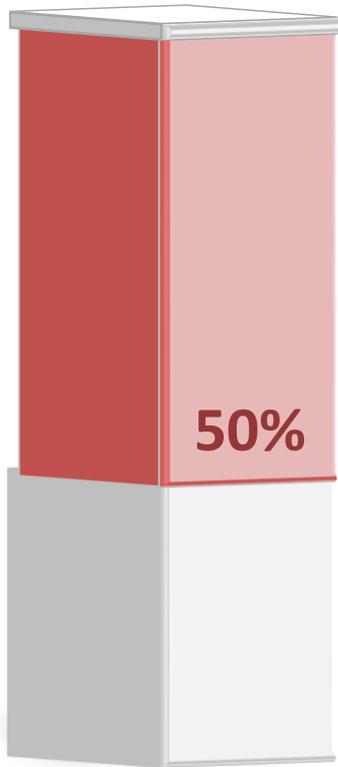
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Adaptable Platforms – Flexible with Less Skills





Non-Skilled Consumer

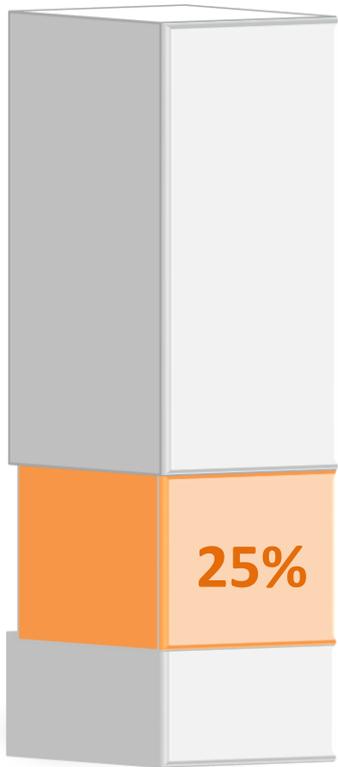


Non-Skilled Consumer

- Add / subtract / position screen content
- Choose form for each element
 - text, graphics, tabular, graphs, timelines
- Include math calculations
 - Totals, subtotals, max, count, groupings
- Personalize sort order of data
- Copy and create new views as needed
- Jump in/out of consumer applications
 - Google maps, Excel, LinkedIn
- Change operations through parameters



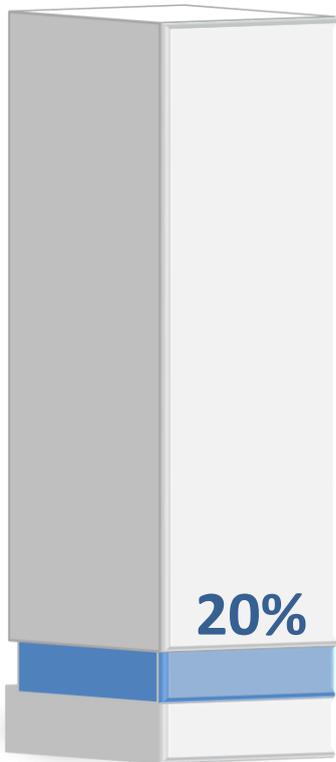
Tech Savvy Consumer



Tech Savvy
Consumer

- Combine existing data into new data elements
- Configure new visual representation
- Create, add, modify visual images
- Define new business rules including decision logic
- Create/share new content
- Solve problems with intuitive analytics
- Create advanced alerts and reports
- Copy / change workflows

Junior IT Resource (Non-Programmer)



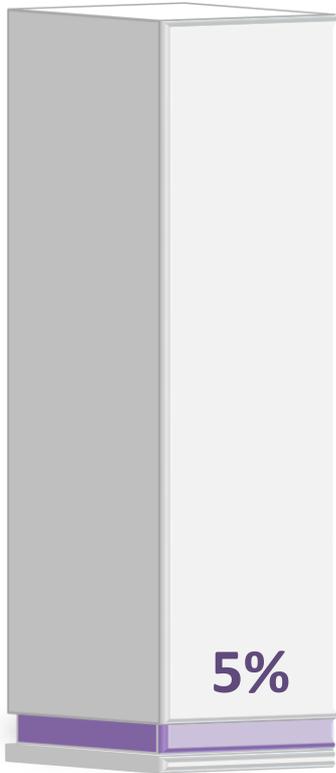
- Create and deploy advanced visual content
 - Dynamic, contextual, exceptions only
- Merge data from multiple applications
- Configure and add new data elements
- Deploy complex, contextual rules
- Manage new and changing integrations
- Support easy version upgrades
- Enforce data-driven security



Junior
IT Resource



Analyst / IT Administrator



- Create new, complex tables and data relationships
- Combine complex data across multiple applications
- Build unique mini-applications
- Support other user levels on advanced skill areas



Analyst / IT Administrator



Adaptability – What to Expect

- Accept the reality that tomorrow is unknown
- Embrace technology that adapts with less IT
- Leverage consumer technology advances
- Adapt or become irrelevant

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EASE Your Supply Chain Pains

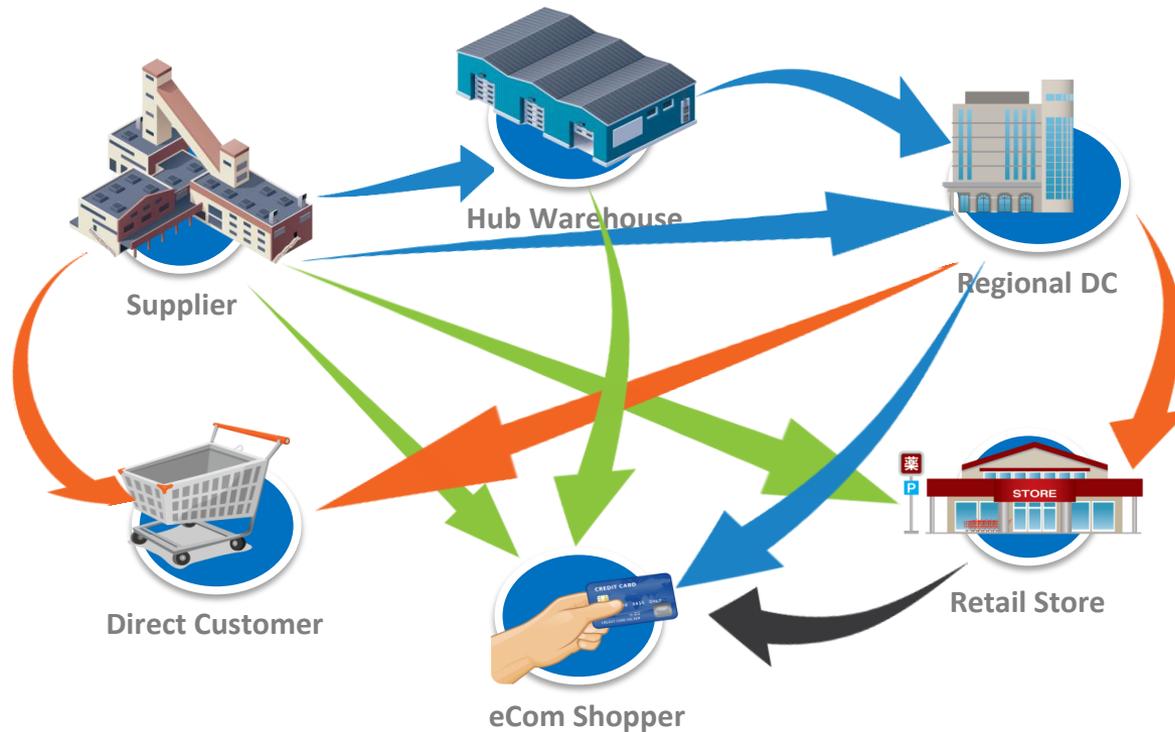
E_xecute

A_dapt

SCALE

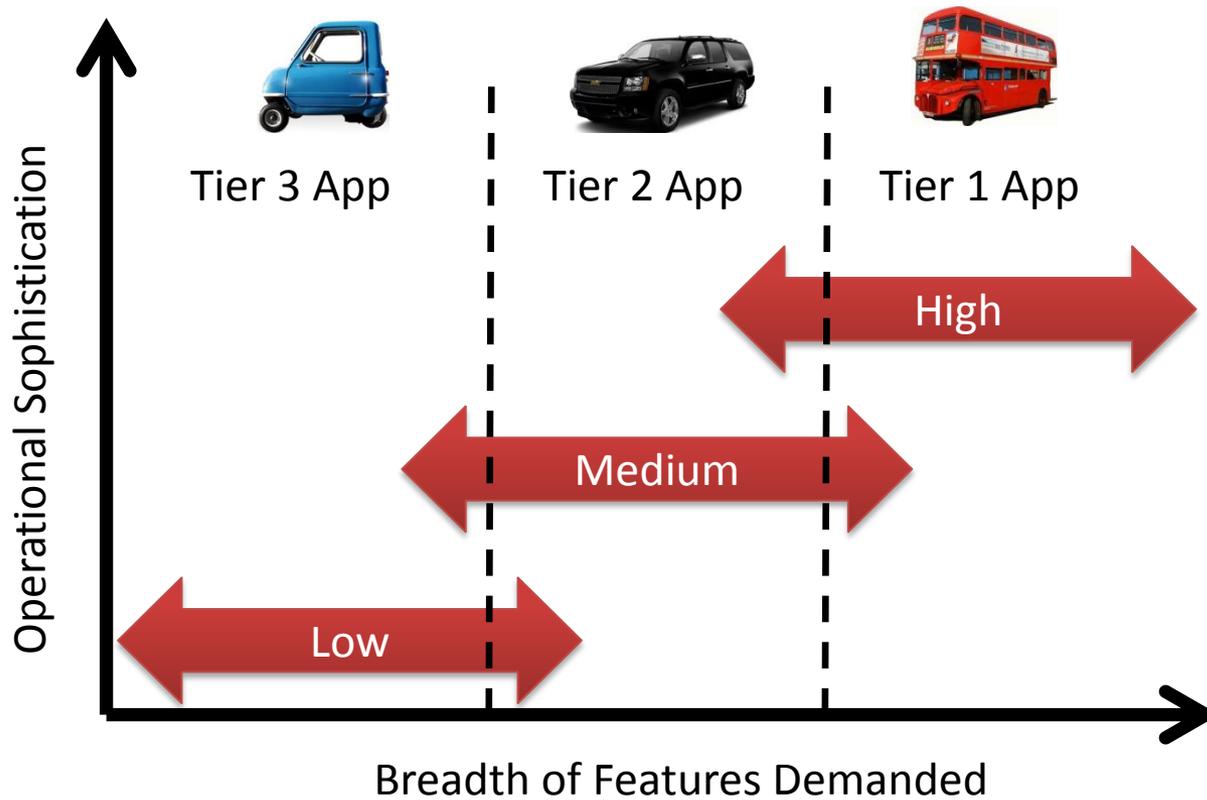
E_xtend

Scale - Supply Chains are Complex



Extreme Size and Complexity Variability

Traditional Solutions - Based on Size





Challenges Scaling *Up*

- Technology
 - Low cost based on shared versions or old technology
 - Not built for expansion / adaption
 - Not automation friendly
- Functionality
 - Lacks task segregation / optimization features
 - Limited breadth / flexibility in core features
 - Unable to simultaneously optimize various methods

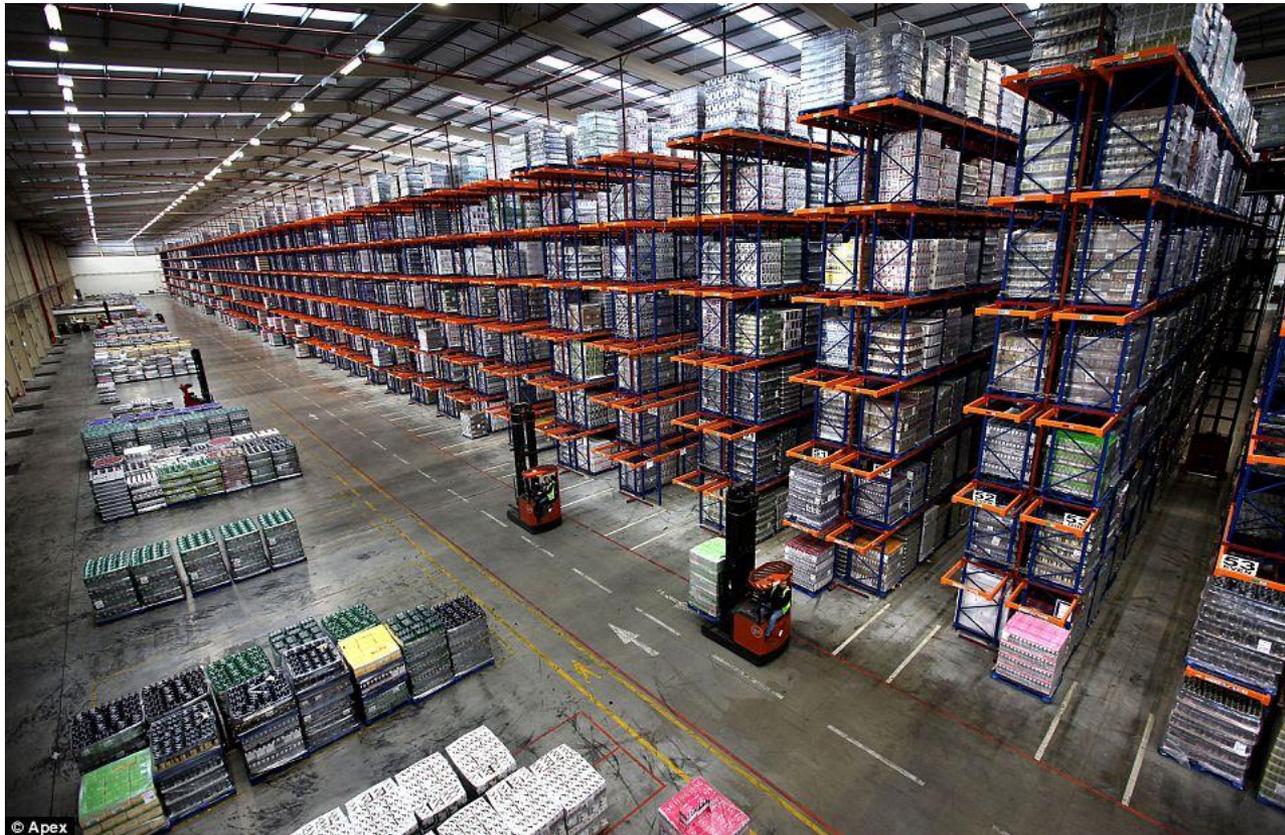


Challenges Scaling *Down*

- Technology
 - Too heavy/costly for small and micro sites
 - Required infrastructure
 - Required technical/super user skills at all sites
- Functionality
 - Optimized for complexity vs. simplicity
 - Forced features and operational steps
 - Hard to execute in more 'manual' modes

FIND WHAT'S
NEXT.

Historical Solution – Largest Pain Points Only





Historical Impacts

- Application Rollouts
 - Operations with large benefits early
 - Full rollout not cost justified
- Non-Implemented Sites
 - Manual work-arounds / lack of visibility
 - Lack of standardization
 - Increased TCO for multiple IT solutions

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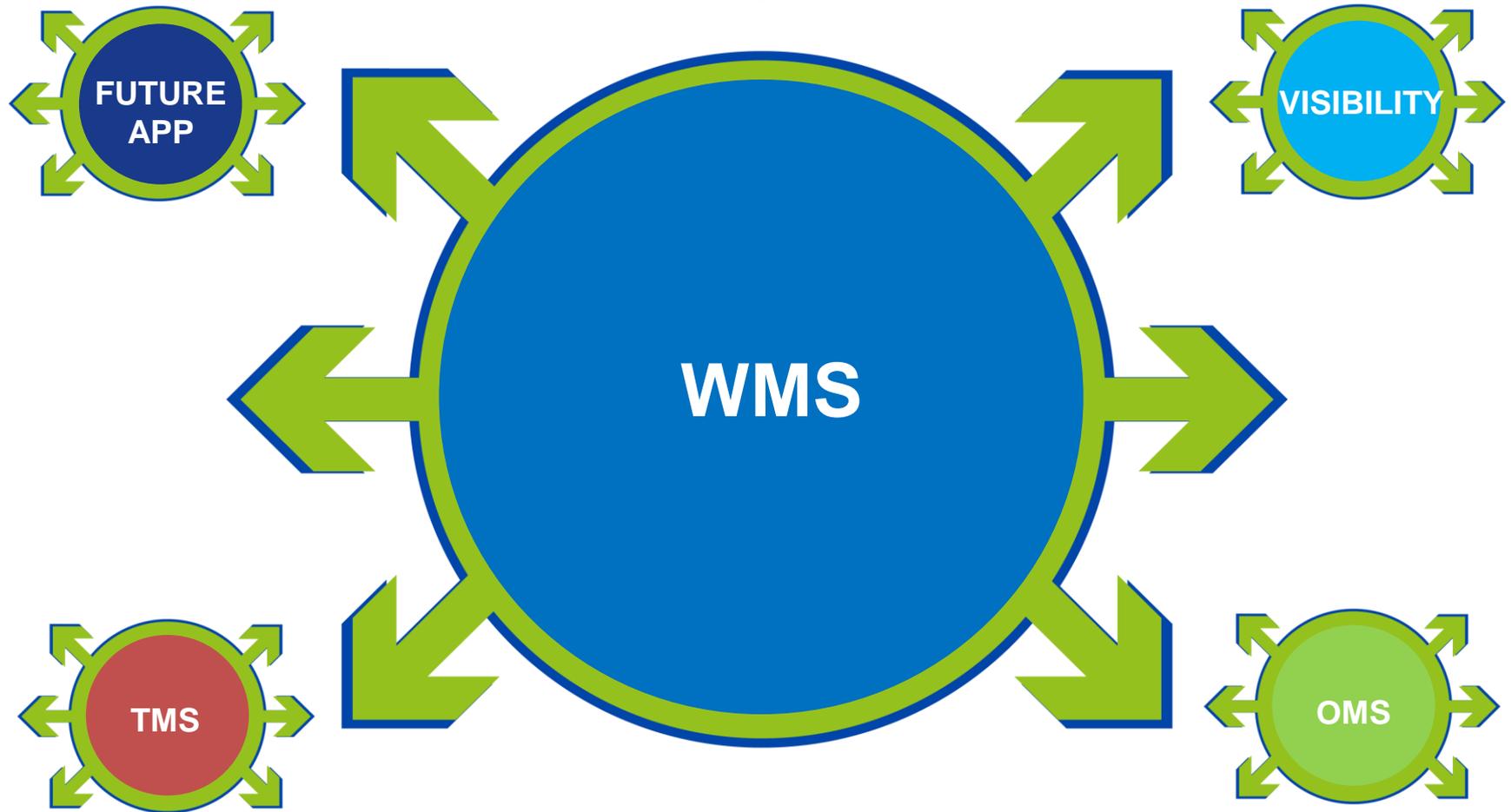


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Bi-Directional Scalability Platform





Scalability – What to Expect

- Some operations will grow
- Some operations will shrink

- Some internal operations will expand geographically
- Some internal operations will contract with geo-partners

- Scalability is critical in two directions
- Scalability must support both extremes simultaneously

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EASE Your Supply Chain Pains

E_xecute

A_dapt

S_cale

EXTEND

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Extend – The Competitive Edge

- Differentiation means unique
- Unique may not yet exist
- First to market has the advantage

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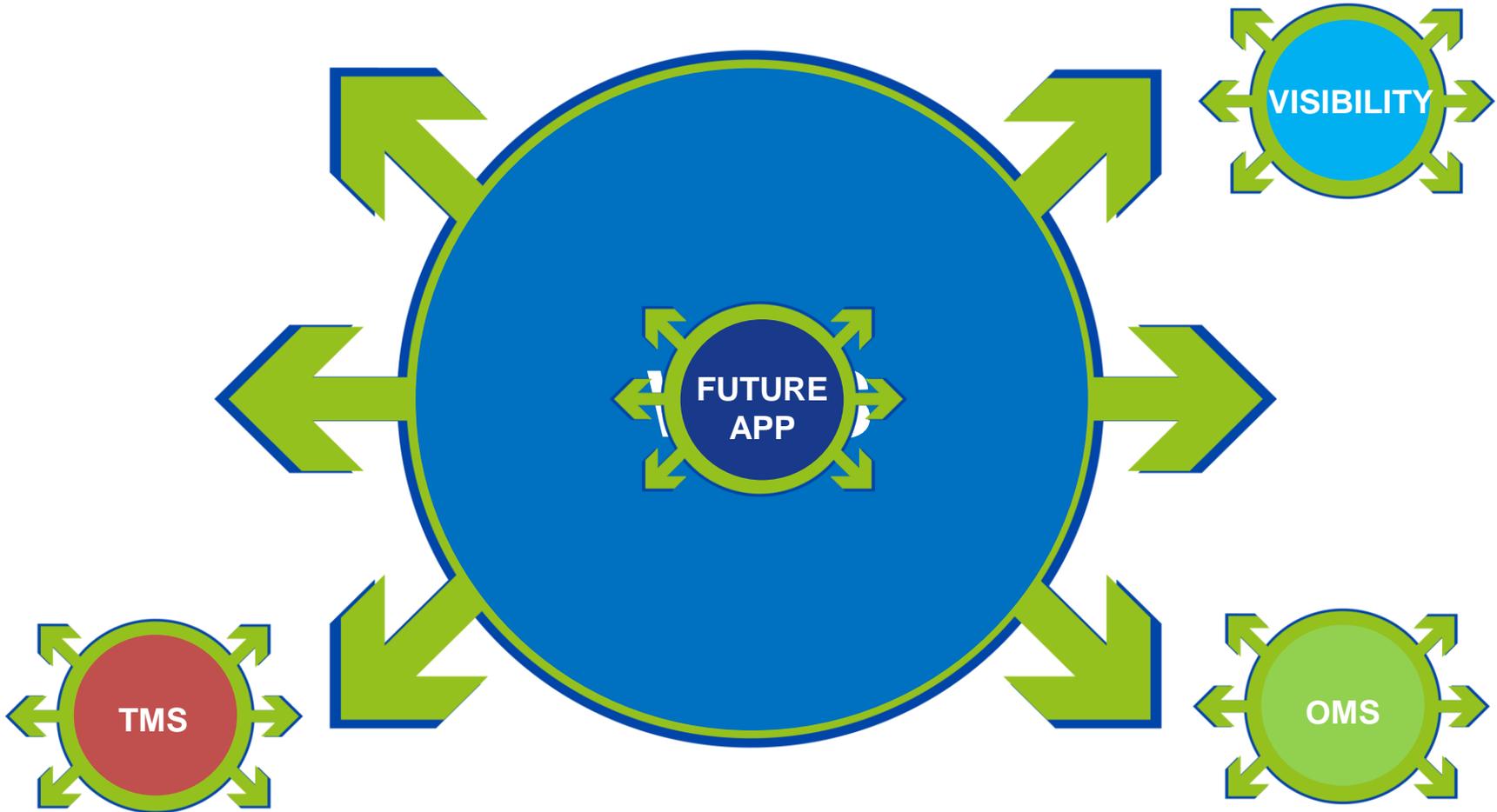


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Extendable Platform





Extend – What to Expect

- Differentiation drives competitive success
- Differentiation requires unique solutions
- Competition is always catching up or changing the game
- Extending solutions is key to survival
- Time to market is crucial
- Time to operationalize solution is more crucial

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EASE into Your Future Supply Chain Solution

Execute – deploy solutions that fit both feature and connectivity

Adapt – embrace only the most adaptable platform solutions

Scale – demand bi-directional scaling platforms and solutions

Extend – the gold nuggets are platforms that differentiate

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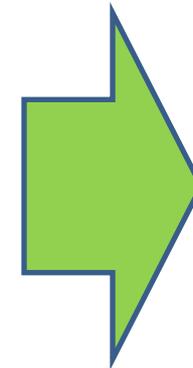
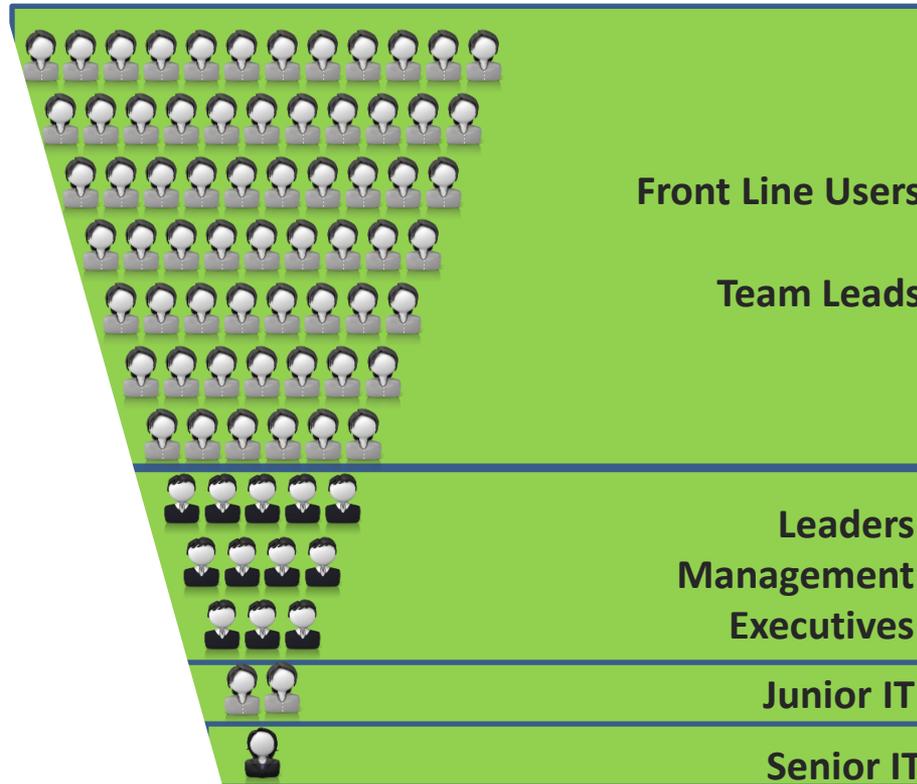
Give the Power to Everyone to Adapt

Execute

Adapt

Scale

Extend



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