



MEBC Implements Turn-Key JDA Solution for Mid-Market Tire Retailer & Wholesaler with Omni Channel Distribution Operations

Industry

Sales Intensive

Mid-Market, North American Tire Retailer & Wholesale Distributor

Challenges

With e-commerce, wholesale, and retail store operations dispersed throughout the East Coast, our client, Kauffman Tire, Inc., was challenged with satisfying customer demand with limited inventory planning capabilities. Their intended goals were to improve supplier relationships while also establishing a more robust demand and supply planning infrastructure.

Kauffman Tire, Inc., a rapidly expanding tire retailer and wholesaler with more than 50 retail stores, e-commerce platform, and multiple distribution centers across 7 states, partnered with MEBC to deploy JDA Demand, Fulfillment and Order Optimization via JDA Cloud Services.

Project Footprint

- 50+ retail locations and e-commerce website
- 14 wholesale distribution centers

Solution

- JDA v7.8 Demand
- JDA v7.8 Fulfillment
- JDA v7.8 Order Optimization
- JDA Cloud Services
- MEBC SOS Services



Client Results

- Strengthened the Role of the Demand / Supply Planner
- Improved Forecast Accuracy and Inventory Efficiency
- Improved Supplier Relationships, Facilitated by Improved Demand Forecasting

MEBC's Turn-Key JDA Planning Solution to Deliver Faster Client ROI

MEBC partnered with this client to specifically provide a turn-key JDA supply chain planning solution. To facilitate this rapid deployment of JDA, MEBC utilized elements of our award winning implementation approach – the Agile Deployment Methodology (ADM) & MEBC Toolkit™.

Like many other mid-market organizations tracking towards significant growth, our client recognized the need for JDA's advanced supply chain planning capabilities. However, they also had many concerns about the cost (both time and resources) of a complex software implementation project.

Kauffman Tire, Inc.'s initial reservations were largely driven by their relatively manual supply chain planning processes, and limited resources and available data. However, during the course of discussions and project discovery, we introduced them to MEBC's Turn-Key methodology, facilitated by our Toolkit™. Our approach, while flexible for each client experience, is built upon a few key principles:

1. Promotes the out-of-the-box functionality of JDA to reduce complexity and keep customization contained.
2. Reduces the design "churn" so often experienced in software implementation projects that creates project team fatigue and obviously increases costs.
3. Rapidly delivers a *usable* solution, accepted by stakeholders.

Legacy System Replacement

Phase one of this project began with replacing most of the planning capability provided by our client's existing, home-grown systems. Multiple custom planning systems separately provided limited planning functionality. During a dual-phased project approach, we were able to rapidly deliver a data driven planning solution capable of the following:

- Enabled an automated process for updating inventory taking into consideration On Hand, In Transit and expected replenishment through Purchase Orders.
- Increased planning work-load efficiencies which allowed for a new focus on inventory rebalancing between distribution centers.
- Provided regional planners with up-to-date information to support daily planning and vendor order cycles.



"This new planning solution provides us with the capability to support a progressive segmentation strategy for the various tires [size, brand name, vehicle use, etc.] currently inventoried by our stores to better support customer needs and reduce inventory."

-- Client Project Lead

Implementing the Foundation for a Modern Supply Chain Planning Organization

One of the many reasons our clients select MEBC as their JDA implementation partner is because of the *Core Solution* that we ultimately provide as a key deliverable during system design. A client specific Core Solution is essentially the key output of the design work we perform during the "Solution Confirmation" phase of the MEBC ADM approach.

During this phase of the project MEBC's Architects and Solution Consultants begin with MEBC's Core Model for JDA that is foundational to our ADM program. From there we work through a series of focused design workshops to build and configure our client's uniquely designed Core Solution. Typically we find that MEBC's Core Model is approximately an 80% fit to our client's requirements.

It is the remaining 20% that we refine during workshop with our client during the Solution Confirmation Phase. Whenever possible, we model our client's data during the solution confirmation phase in order to provide the 'real world' perspective on their business.



The MEBC unique implementation approach provided this client with specific value, under a difficult timeline to enable:

- Turn-key JDA supply chain planning solution; complete with standardized business processes, facilitated by the MEBC Toolkit™, providing standardized workflows and planning views;
- Harmonization of planner responsibilities;
- Shift in planner's priorities to focus on forecast accuracy rather than adequacy of vendor orders made possible by JDA Order Optimization.

MEBC Sustainment Support to Achieve Future SC Planning Maturity

Our client selected JDA Software and MEBC to improve their supply chain planning capabilities to support today's business with a desire to start laying the foundation for future growth and enhanced planning capability. With their planning system in production, and an eye on their future, our client has partnered with MEBC to provide Sustainment, Operations, and Support (SOS™) services. MEBC's SOS™ services are provided as a customizable program to support our client's, post implementation of JDA. Specifically for this client MEBC SOS™ will be providing regular services for the following:

- Ongoing support to augment our client's technical team working with JDA Cloud Services – focusing primarily on performance tuning and health checks.
- Supply Chain Planning best practices knowledge transfer to client resources.
- Advisory support to recommend enhancements and opportunities to introduce new functionality from JDA Software.
- Support for master data management.
- System testing and issue resolution including the use of MEBC's Issue Tracking dashboard.



www.mebcglobal.com

info@mebcglobal.com

(866) 775-3002

About MEBC, Inc.

Founded in 2002, MEBC is an **employee owned** professional services organization. We focus on providing world class supply chain planning system implementation and advisory services to global leaders in manufacturing, sales, distribution, service, and sourcing intensive industry verticals.

As a **JDA Alliance Partner** we have performed **over 60 client project engagements**. Our unique implementation approach – **MEB Toolkit™ & Agile Deployment Methodology** - has won **three consecutive awards for innovation and client success**. We have also been recently recognized by Gartner as a leading JDA implementation partner.

MEBC is headquartered in the suburbs of Philadelphia, PA with partner ventures in South America and in Europe to support our global clients. Learn more at www.mebcglobal.com.