

Logistics Development UK Limited

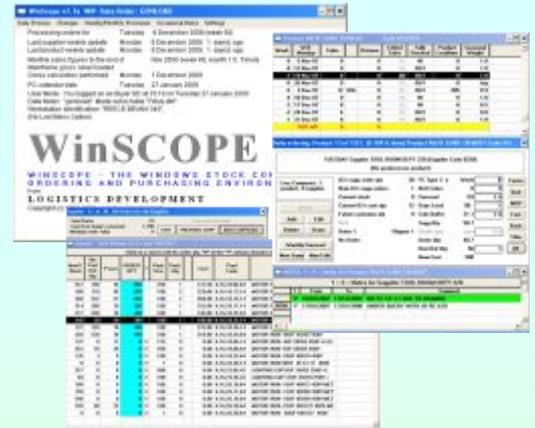
Delivering major supply chain improvements

Winscope

The reordering and purchasing system that achieves:

- High product availability
- Minimum stock holdings
- Lowest purchasing and supply chain costs
- Successful control of complex reordering problems

If you are not getting the results you need from your stockholding you need Winscope.



Achievements:

The largest medicines wholesaler in the UK

Winscope was originally developed on a mainframe to control the stocks of a £600 million turnover medicines wholesaler with a range of c14,000 products. Product availability rose to best in industry standards, stocks dropped dramatically releasing c £30million (in the 1980's) into the cash flow. This occurred whilst the company was achieving 20-30% annual growth.

The world's most famous prestige car manufacturers

Major improvements in the availability of spares for the world spares operation in the UK and the subsidiary unit in the US.

Persistent problems with spares availability from a range of 100,000 different parts and a stockholding of c £19 million lead to the installation of Winscope in 2001. The spares availability levels are now 98% on the current models, without excessive stocks. The number of staff controlling the reordering has dropped from seven to two.

Following this success this client recently installed our simulation system. We have trained one of their staff who has been modelling alternative tactics for their supply chain and tuning their Winscope system to further improve performance.

As with for all our clients we continue to develop and enhance Winscope adding new functionality on an annual basis.



The garden product industry

One of the most difficult industries to forecast demand in. It is highly seasonal, is affected by consumer spending habits, fashions for each season and the weather.

Several Winscope systems have been installed in this sector. The first involved merging two ranges and gaining control over the stockholdings of a new joint venture business. The manager responsible has now moved jobs and installed Winscope in the largest non horticultural garden products company in the UK. Winscope has considerably improved their ability to manage stock levels in order to meet demand.

A major veterinary products wholesaler

Sales growth follows dramatic improvement in product availability.

This company wished to raise their product availability from c95% to 98+% on a range of 20,000 products and a turnover of c £100 million without increasing the stockholding. Winscope was able to deliver this performance which resulted in an increase in business as customers gained the confidence to adopt single sourcing.

A speciality foods supplier and agent

Gaining control of stock levels and availability.

Following the acquisition of this business the new owners recognised that the stock levels were out of control and needed prompt attention to reduce stocks and still satisfy customer demand. Winscope was rapidly installed and the stock manager was so impressed that he has promoted Winscope ever since.

A specialist medical products supplier and an electrical/electronic products importer

Major reduction in stock holding.

This company supplies a wide range of prescription only medical products direct to PCT's, hospitals and Community Nurses as well as Pharmacies. Winscope replaced a very poor reorder point system leading to reduction in stock levels of c £1 million and improved availability levels into the high 90's%.

Based on these results the Director responsible then installed Winscope into a company that imports and stocks a wide range of electrical and electronic products. Winscope has successfully controlled their stocks for the last 10 years.



A major US multinational capital plant manufacturer

This recent Winscope installation now reorders the master spares stock holding for the EMEAR region (Europe, Middle East, Asia, Russia) – a major part of this \$9 billion turnover business's sales.

In the first year of operations Winscope has raised spares availability from the mid 80% levels to mid 90% levels and there is more to come. Following this success Winscope has now been tasked with reordering the World master spares stocks for machines produced in Italy.

How Winscope achieves these results

It:

- Interfaces fully with the other business systems.
- Rapidly wins the commitment of the users through excellent training, frequently on another similar clients site.
- Achieves seamless implementation through careful analysis of the client business and excellent initial set up.
- Uses sophisticated techniques to dynamically forecast demand supplier's lead times, safety stock levels and order quantities.
- Takes account of future known events, long range plans and individual seasonality at a sophisticated level incorporating overall business forecasts, if required.
- Schedules ordering to get the best performance, and minimum acquisition costs from the suppliers.
- Generates all necessary purchase orders/requisitions for relevant products on a daily basis. (A wide range of time intervals, at product level, can be used to deal with all the critical issues.)
- Where appropriate, automates the reordering process for products where human intervention is not needed. This removes much of the daily routine workload from the reordering/planning team.
- Focuses the Purchasers, Replenishers and Planners on the products where there is a real issue and provides them with the detailed information that they need to make accurate decisions.
- Facilitates the control of wide, difficult product ranges where product availability is the key.
- Operates on a multi-tiered basis to control stock holdings of the same products on several sites.
- Deals with bills of materials both in planning terms, and issues such as kitting.
- Transmits Winscope created purchase orders back to the main business system automatically.
- Tracks, and reports on its own performance, recommending set up changes.
- Records all user interactions for training purposes.
- Is set up using off line simulation and is heavily supported in both initial training phases and beyond.

Logistics Development's other strengths

Apart from providing and supporting Winscope, Logistics Development is also a major player in strategic logistics analysis, operational warehouse design and relocation. In terms of warehouses we have over 100 projects to our credit, many of which were Greenfield sites or major refurbishment/change exercises.

Please contact us for other brochures covering these aspects.