



# Intellimas<sup>®</sup> Case Studies

# Case Studies

- Replacing a PLM costing function
- Salesman Sample Inventory Management
- Fabric and Garment Manufacturing Costing
- Catalog Pricing & Content Management
- Vendor Compliance Audits

# Intellimas Case Study #1

## Replacing a PLM Costing Function

### Client Description

Large specialty apparel retailer

### Business Problem

This company recently implemented a leading supply chain management (SCM) system. The system has comprehensive costing and RFQ functionality which can handle the product costing for this company but required the users to input data in a variety of screens in order to set up the quote and then fully cost the garment. This functionality was rolled out and immediately the end users complained that it required too many clicks and screens to get the job done. So the users stayed with the spreadsheets.

### Solution

We created a costing entity in Intellimas that retrieved styles from the SCM system. Freight and duty were driven off the SCM system tables so the users did not need to think about this. Requests were set up to hold various costing scenarios that are presented to the factory. Once a cost scenario is selected, LDP and retail price is sent back to the SCM system in order to close the loop.

### Business Benefits

1. Costing spreadsheets and an arduous SCM process were eliminated
2. End users can compare many quote scenarios at one time and select different ones for margin rollup purposes
3. Costing scenario selection and retail price changes are made in real time in seasonal costing meetings
4. One-click pivoting allows managers to slice and dice the costing and margins by product type, country, and other criteria.
5. Management reports were generated in their BI tool which allowed for ongoing costing analysis

The screenshot shows the Intellimas Costing application window. At the top, there is a menu bar (File, Edit, View, Actions, Help) and a search grid. The search grid has a search field containing 'Su'11 Womenswear' and buttons for 'Search', 'Clear', 'Save Search', and 'Remove Search'. Below the search grid is a table with columns for Field, Operator, and Field Values. The table contains two rows: 'Season = Summer 2011' and 'Division = Womenswear'. Below this is a section for 'Prod Type' with a dropdown menu. The main data table has columns for Status, Season, Style #, Tot Units, FOB \$, LDP \$, and MU %. The table is expanded to show 'Prod Type : Pant (4 items)' with the following data:

Status	Season	Style #	Tot Units	FOB \$	LDP \$	MU %
	Summer 2011	DC-727	2,000	10.50	10.99	86.68
	Summer 2011	DC-921B	12,000	15.00	15.71	85.52
	Summer 2011	DC-925	5,000	22.05	23.09	77.47
	Summer 2011	DC-927B	1,450	15.25	15.96	68.08

Below the main table, there are sections for 'Prod Type : Short (4 items)', 'Prod Type : Skirt (4 items)', and 'Prod Type : Top (8 items)', each with a plus sign icon to expand the view.

# Intellimas Case Study #2

# Salesman Sample Inventory Management

## Client Description

Mid-sized handbag wholesaler

## Business Problem

This company was importing many salesman samples each season. Once they came into their corporate office, the samples would be distributed to salespersons. They would then lose track of the samples because they had no system to manage them. These lost samples could have been reused or sold off in sample sales so this company was losing a ton of money because of this lack of tracking. They considered using their ERP system to handle samples with purchase orders and “customer” orders but this would have been too labor intensive.

## Solution

Intellimas was configured to handle the tracking of samples from the factory to the corporate office. Then we enhanced the entity so that internal users could receive the samples, transfer the samples to the salesman, and the update the inventory balance accordingly. Pricing was also associated with each sample order so that the value of these samples at each location could be reported.

## Business Benefits

1. Samples were a significant hit to the bottom line for this company and now they were able to immediately have a handle on where each sample was at any given time; in transit, at the corporate office, or with a specific salesman.
2. The business teams were able to keep up with the tracking because it was very easy to find and update style sample movement.
3. We created reports on top of this sample entity so they were able to use these in meetings or to help finance record accounting transactions.

The screenshot shows the Intellimas application window with a menu bar (File, Edit, View, Actions, Help) and a toolbar. The main window displays a table titled "Salesman Sample Tracking\Tracking by Color". The table has columns for Status, Design #, Description, Color, and Season. Below the main table, there is a detailed view for a specific sample with columns for Status, # pcs Requested, Ship Via, A/WB #, and Status. The data shows 10 pcs requested via HandCarry (Completed) and 12 pcs requested via Fedex (Partial). The status is Pending.

Status	Design #	Description	Color	Season
	DC-921B	Twill Capri	Baby Blue	Summer 2011
	DC-921B	Twill Capri	Black	Summer 2011
	DC-921B	Twill Capri	Bright Pink	Summer 2011
	DC-921B	Twill Capri	Heather Grey	Summer 2011
	DC-921B	Twill Capri	Tan	Summer 2011
	DC-921B	Twill Capri	White	Summer 2011
	DC-921B	Twill Capri	Yellow	Summer 2011
	DT-104	S/S V-Neck Tee	Baby Blue	Summer 2011

Status	# pcs Requested	Ship Via	A/WB #	Status
	10	HandCarry		Completed
	12	Fedex	13216559	Partial

# Intellimas Case Study #3

# Fabric and Garment Manufacturing Costing

## Client Description

Mid-sized vertical knit manufacturer and wholesaler

## Business Problem

This company was dealing with a very rigorous internal process to reply to retailer RFQ's. The process was handled on a spreadsheet that was passed to every department in order to come up with a quote. They were completely vertical so every cost of the garment, from yarn to outbound freight, needed to be accounted for in order to respond with a competitive price. The smallest error could cause a major loss on an order.

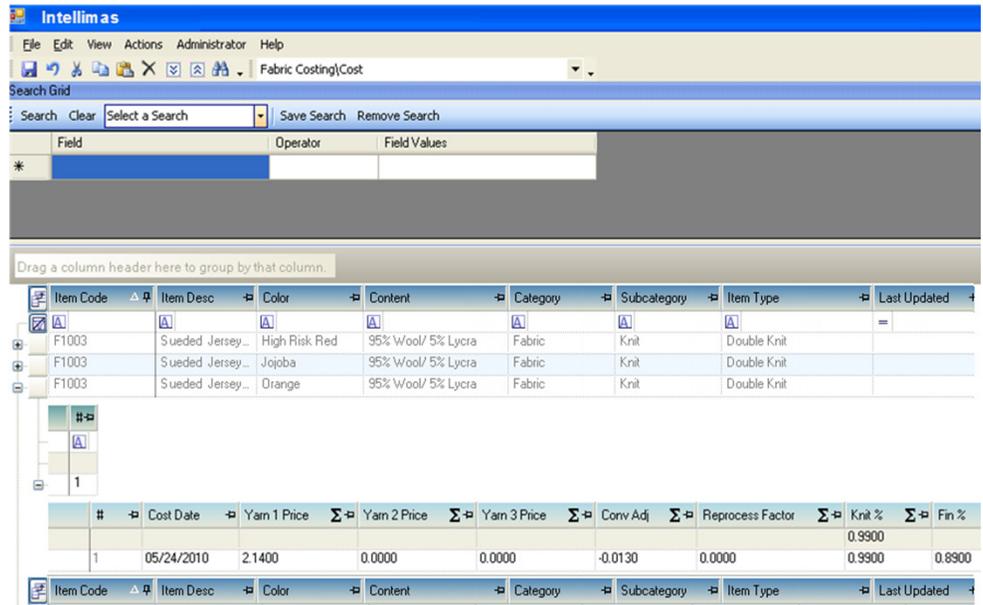
## Solution

We created several entities in order for our client to get the most accurate quote, as quickly as possible.

1. Fabric entity that accumulated cost for all aspects of fabric cost; yarn, dye, labor, etc.
2. Engineering entity which calculated garment labor costs based on plant labor rates and the estimated SAM's.
3. Style costing entity which retrieved the above costs and then added table driven landing costs in order to come with an estimated landed cost.

## Business Benefits

1. Quotes can be developed in 1/3 the time vs. the old method
2. A history is now available in the database which helps with future quotes.
3. Variations of the quotes (e.g. with different fabric qualities) are much easier to generate now
4. The accuracy of the quotes have improved because a manual process has been eliminated and much of the cost work-up is database driven.



# Intellimas Case Study #4

# Catalog Pricing & Content Management

## Client Description

Retailer of high quality performance apparel for dance and gymnastics

## Business Problem

Each and every business activity for this retailer is a lead up to building the catalog. The designers, pattern makers, product developers, costing staff, merchants, and marketing team all contribute to the product content for these very important books that get used almost exclusively in the selling process. All of this information was pieced together from many groups in a very large spreadsheet for each catalog. Keeping up with changes and ensuring accuracy was a massive headache.

## Solution

This company implemented a PLM system which helped them better manage the pre-production process, but they still needed to bring it all to one place for full content visibility, and allow the data to be extended with attributes that are only related to the catalog.

1. First an entity was created to help cost the garment with full manufacturing costs (direct labor, indirect labor, BOM, overhead, etc.)
2. Another entity was built to help price the garments in the various sizing to be offered. Both the costing and pricing entities allow for what if's in order to help maximize margins.
3. A catalog entity was built to retrieve design, product development, pattern, marketing, costing and pricing information from the PLM system and the other entities. Additional editable fields were added that were specific to the catalog.
4. When the season is finalized, the catalog data is then exported to Excel and used for the catalog copy.

## Business Benefits

1. A variety of information was pulled into one place, real time, and was extended with additional data specific to the catalog. They now have one version of the truth.
2. They now have a repeatable, standardized process. Accuracy of the data and the time to develop the content were greatly improved.
3. Management has visibility of the progress of the catalog and are alerted when costs change.
4. Margins can be better analyzed and maximized.

Status	Merch Group	Style	Image	Season	Cat Cd	Catalog Section	Division	CL	Page	PL	Order	Catalog Colors
	C216	C216		CC15	C5	BALLET	Curtain Call	SB - MTS Ballets	124	B	1	Blue
	C216L	C216L		CC15	C5	BALLET	Curtain Call	SB - MTS Ballets	124	B	2	Blue
	C247	C247		CC15	C5	BALLET	Curtain Call	SB - MTS Ballets	138		1	Orchid
	C232	C232		CC15	C5	BALLET	Curtain Call	SB - MTS Ballets	137	A	1	Burgundy, Ivory
	C230	C230		CC15	C5	BALLET	Curtain Call	SB - MTS Ballets	126		1	Teal
	C231	C231		CC15	C5	BALLET	Curtain Call	SB - MTS Ballets	141	B	1	Royal
	C233	C233		CC15	C5	BALLET	Curtain Call	SB - MTS Ballets	128		1	Black
	C235	C235		CC15	C5	BALLET	Curtain Call	SB - MTS Ballets	135	A	1	Gold

# Intellimas Case Study #5

# Vendor Compliance Audits

## Client Description

Young men's and women's apparel company

## Business Problem

The Audit Compliance business process was being managed in a large, specialized, environmental health and safety software application. However, due to a number of reasons (cumbersome multi-screen navigation, lack of security and reporting, to name a few), the client was unhappy with the solution. They turned to Singletree Technologies, knowing the success they've had with other uses of the flexible grid application, Intellimas, already supporting other business processes at this client.

## Solution

A new entity was configured to read in all vendor and factory level master data (no integration required) from another system which holds this information. In this case, each vendor/factory may have any number of audits performed, so a second level of data was set up to store who was performing the audit, along with many other attributes regarding the audit dates, notes and results. They also configured a 3rd level of data to capture the Finding Details, including status, severity, categories and groupings, corrective action plans, and any associated attachments.

## Business Benefits

As with many enterprise applications, the benefits to managing this business process in Intellimas include:

1. Security for the various auditor roles and factory responses
2. Access from anywhere with internet access
3. Reporting
4. Change tracking
5. Data validation

However, **what sets Intellimas apart is:**

1. A spreadsheet-like grid that users love
2. A unique ability to create a specialized application to support specific business processes for a fraction of the cost of purchasing large scale specialized applications for each business process
3. Ability to quickly modify configuration as the business process evolves

Party ID	Party Type	Party Name	COO	COO Description	Status	Recent Audit Rating	Gen Commodity	Factory Ind	CR Inspection
43654	FTY		ID	INDONESIA	ACTIVE	YELLOW	APPAREL	Y	Y
44493	FTY		CN	CHINA	ACTIVE	ORANGE	APPAREL	Y	Y
42471	FTY		CN	CHINA	INACTIVE	YELLOW	APPAREL	Y	Y
43261	FTY		CN	CHINA	ACTIVE	RED	APPAREL	Y	Y

Audit Company Name	Audit Company	Agent	Vendor	Audit Rating	Planned Audit D	Audit Date	Audit Reference No	Audit Status
				RED		11/14/2014	A00000001506	CONDUCTED

Finding Status	Finding Type	Finding Group	Finding Category	Finding Details
OPEN	SEVERE	INSPECTION AND COMPLIANCE	NON-TRANSPARENCY (CONFIRMED DOUBLE OR.	The compliance status of 'Overtime hours?', 'Overtime wages?' and 'Minimum wages?' could not be verified due to the following inconsistencies: As per review of CCTV records in office, it was noted that at least 5 workers worked in washing s...
OPEN	MINOR	OTHER HEALTH & SAFETY	OTHER H&S FINDINGS	It was noted that the factory had provided the occupational hazards factors testing report in 2014 for review, but the report did not include the items against chemical substance (Silk-screen printing and washing were available in the factory).
OPEN	MINOR	GENERAL HEALTH AND SAFETY	OCCASIONAL LACK OF MACHINE AND EQUIPME.	It was noted that a safety needle guard of one sewing machine was not used in sewing section; b) safety eye-shields were available for all over-locking sewing machines in sewing section, but 2 out of which were not used by workers.
OPEN	MAJOR	CHEMICAL SAFETY	IMPROPER CHEMICAL MANAGEMENT	It was noted that factory did not have safety facilities such as anti-leakage facilities for its dangerous chemicals stored in washing section.
OPEN	MAJOR	GENERAL HEALTH AND SAFETY	NO PROVISION OF PPE	It was noted that the factory provided cotton masks for workers who worked in silk-screen printing section.



# Other Applications for Intellimas

- Sample tracking
- Lab dip tracking
- Quality auditing
- Fabric testing
- Product testing
- PO tracking
- MRP
- Assortment planning
- Vendor compliance
- Shipment tracking
- Fabric liability management
- Material commitment tracking

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