

# \* South African project



**Masaryk University**

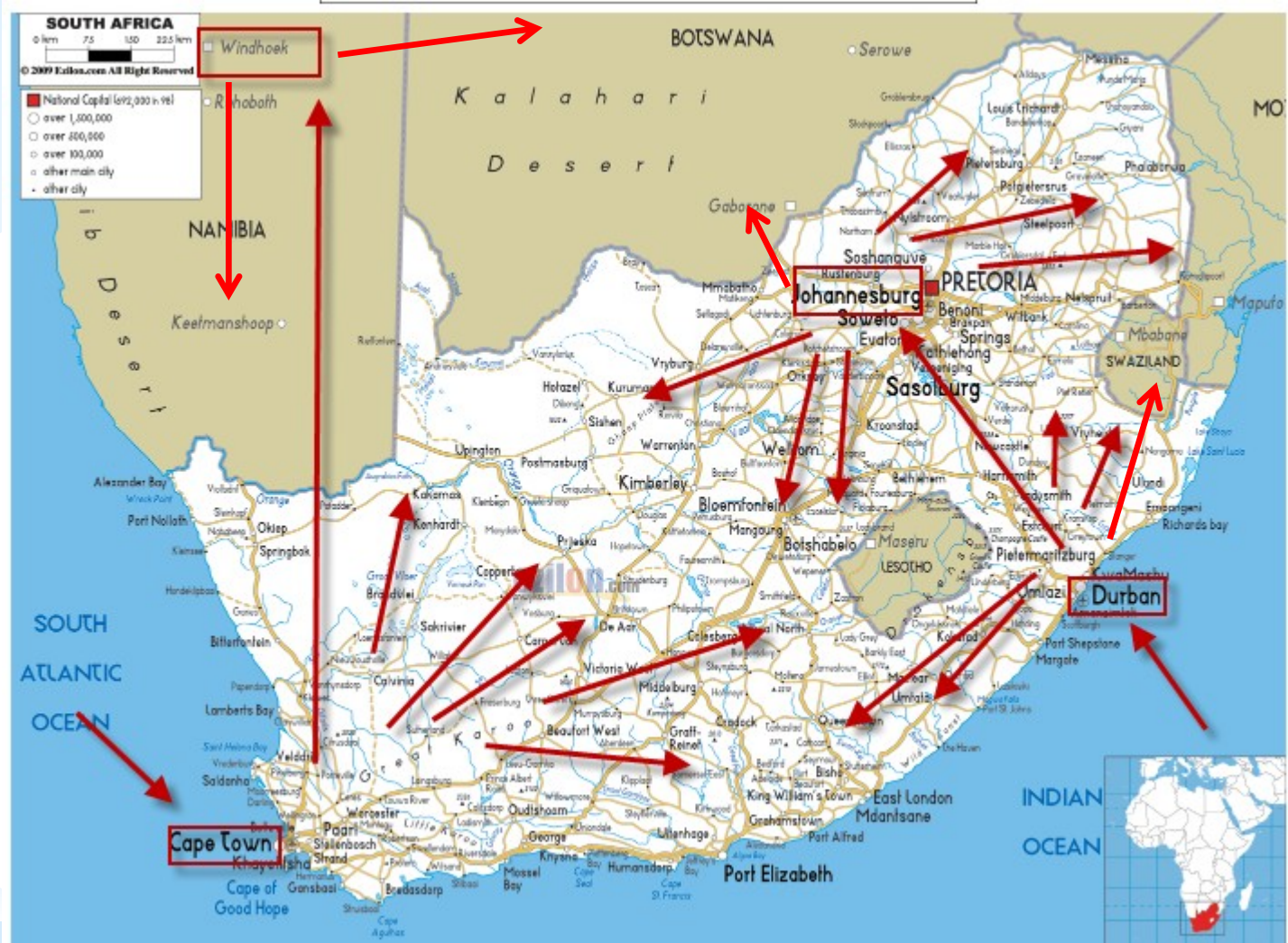
Faculty of Economics and Administration,

Department of Business Administration

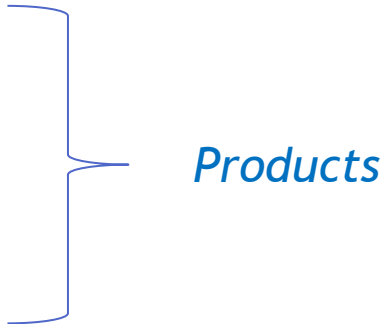
Ing. J. Skorkovský, CSc.



# \* Wholesale-paper-warehouse management-ERP



# Basic business specification

- \* 100 000 Tones per Year
  - \* *Carbonless papers*
  - \* *Cast coated papers and Board*
  - \* *Coated papers*
  - \* *House brands*
  - \* *Office papers*
  - \* 5000 locations in HQ and 40 000 M<sup>2</sup> warehousing space
  - \* 50000 customers
  - \* 90 vehicles
  - \* FEC trading (Forward Exchange Contracts)
  - \* Hundreds of employees
  - \* Heterogeneous IT system with **every day synchronization** of data in HQ and subsidiaries
  - \* High volume-low margin type of business
- 
- Products*

# Basic requirement

- \* One database only (MS SQL)
- \* Modern IT technology ensuring :
  - \* Fast access to data providing on-line information any time
  - \* Easy upgrades
  - \* Mobile technologies (BAR code readers,..)
  - \* Quick response to business partner requirements
  - \* Multidimensional analytic tool->reporting to support decision making process
  - \* Efficient warehousing (inbound and outbound operations)
  - \* On-line reporting (warehouse status, accounting, cost control,.....)

# \* Isolated Data Islands

Accounting  
Island



Marketing  
& Sales  
Islands



Island of  
Deliveries



Quality  
Management  
Island

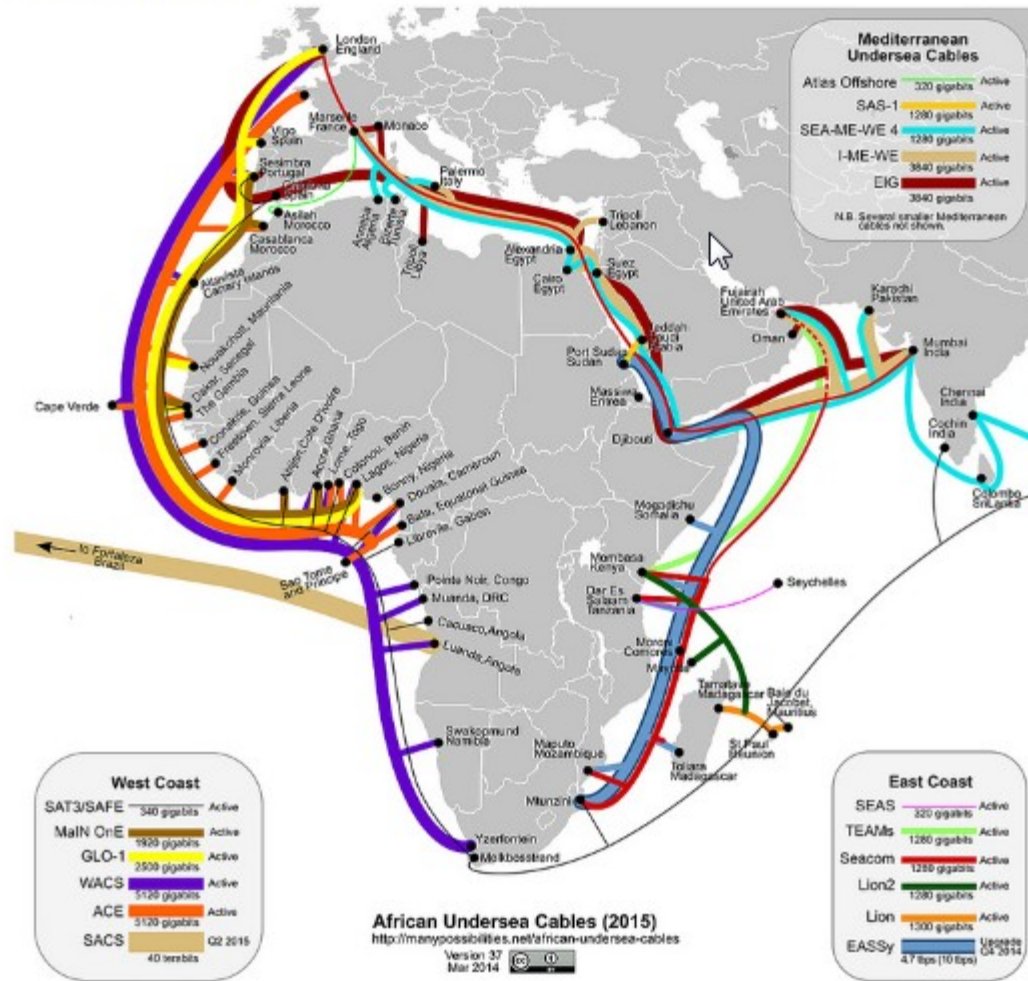


# One Solution ● One Database ● All Microsoft





# Communications limits (band width, stable connection...)



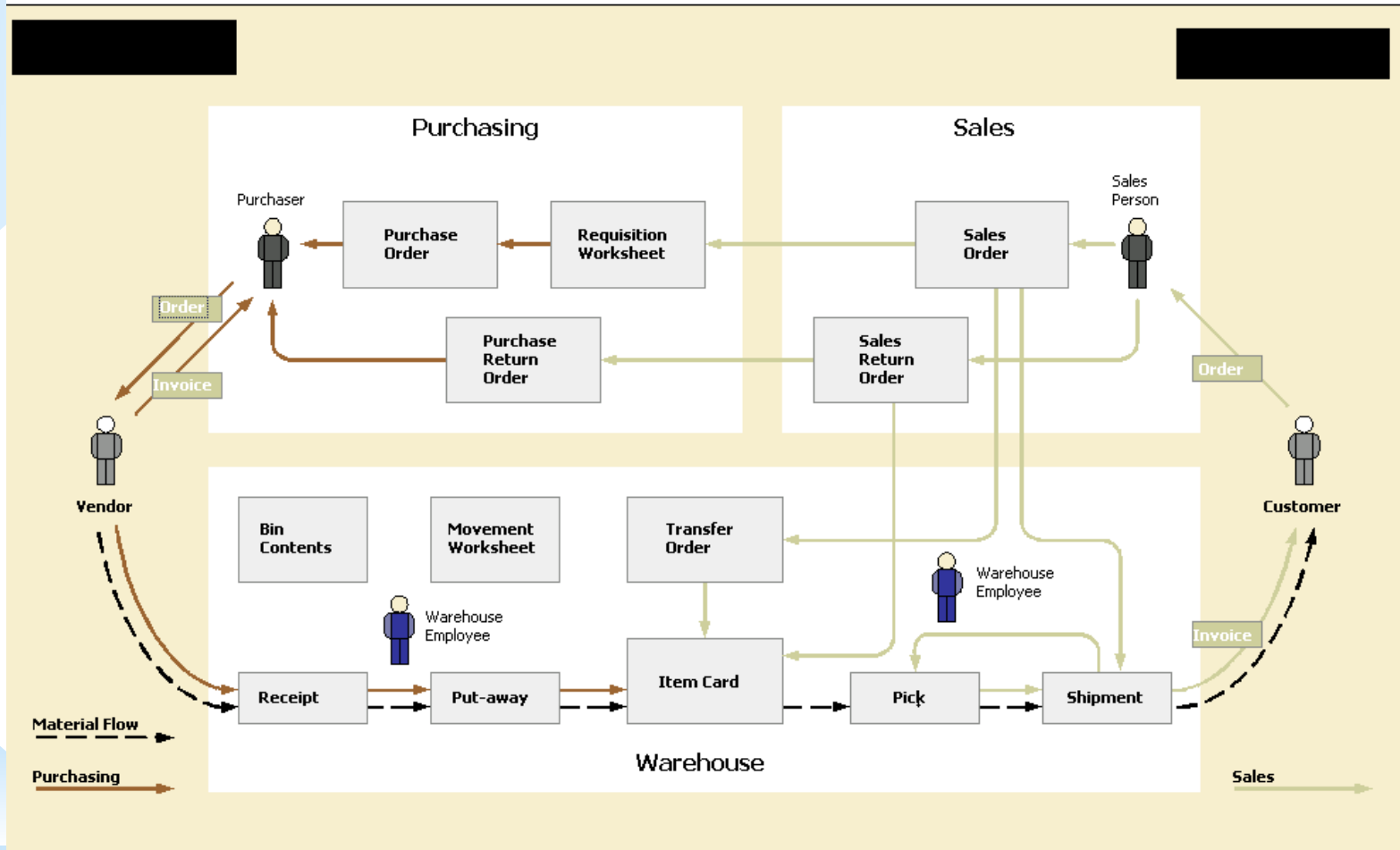
# Efficient warehousing

-(only a few examples)

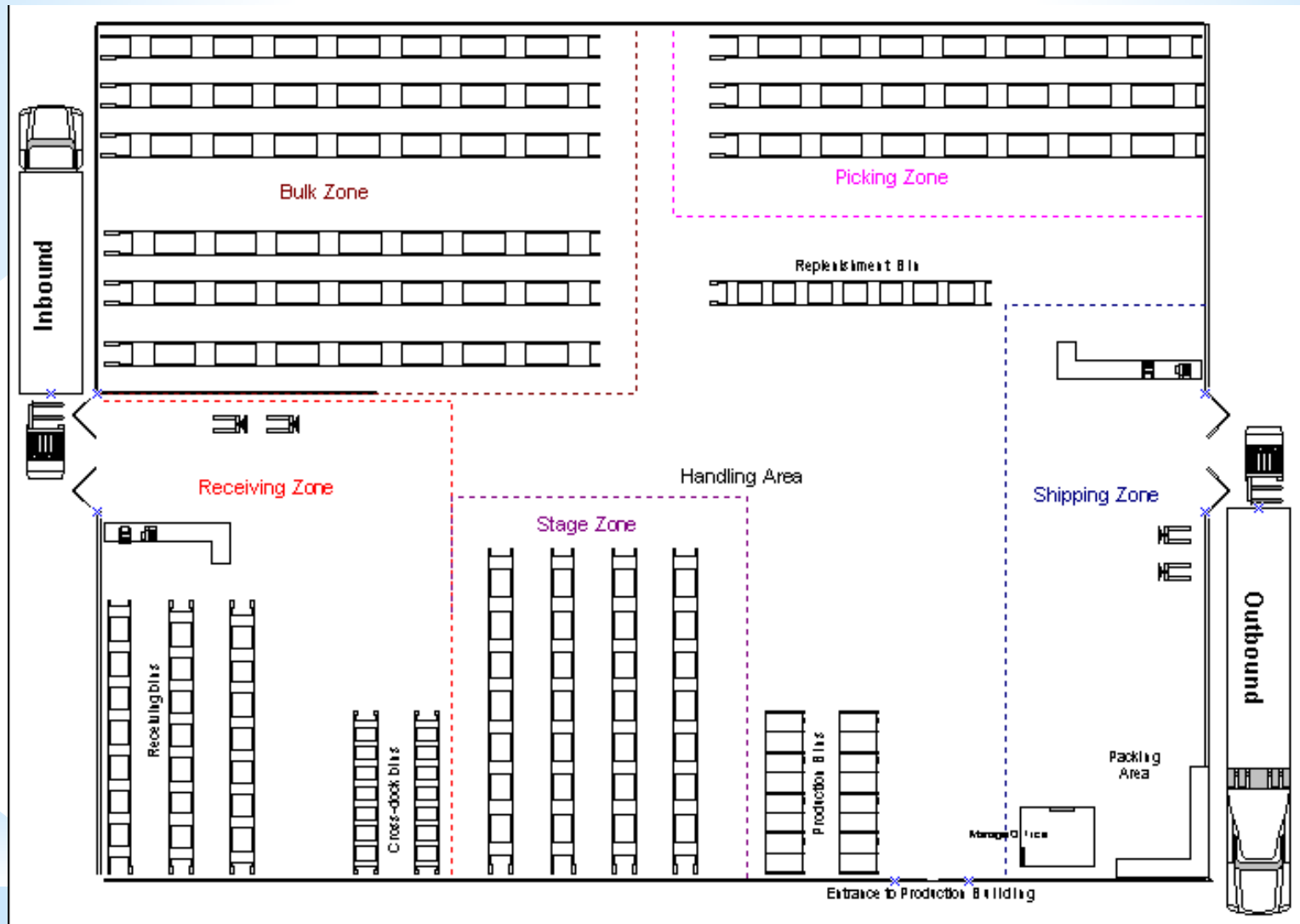
- \* Receipt bins (area where lorries are unloaded)
- \* Put-away to bins (racks) based on zones definition
- \* Capacities of the bins (racks) - (weight, size)
- \* Cross docking (from inbound are directly to outbound area)
- \* Transfer between location (HQ and subsidiaries)
- \* Picking slips (from rack to shipment area)
- \* Shipments area (bins, cages)
- \* Transport planning
- \* Credit limits and overdue payment check
- \* Invoices, Credit memos,....
- \* Claim management



# \*Warehousing



# \*Warehousing





# \*Project management

- \* Budget <-> Quote and contract
- \* Planning of resources and task control
- \* Planning tools - see following slides
- \* Reporting
- \* Change management
- \* Project Risks
- \* Consignment stock
- \* CPM, PERT, CCPM - will be mentioned later

# \* MS Dynamics NAV used for project planning

The screenshot displays the MS Dynamics NAV interface for 'CRONUS Combo Demo 2013 R2'. The main window is titled 'Role Center - Job Manager'. The interface is divided into several sections:

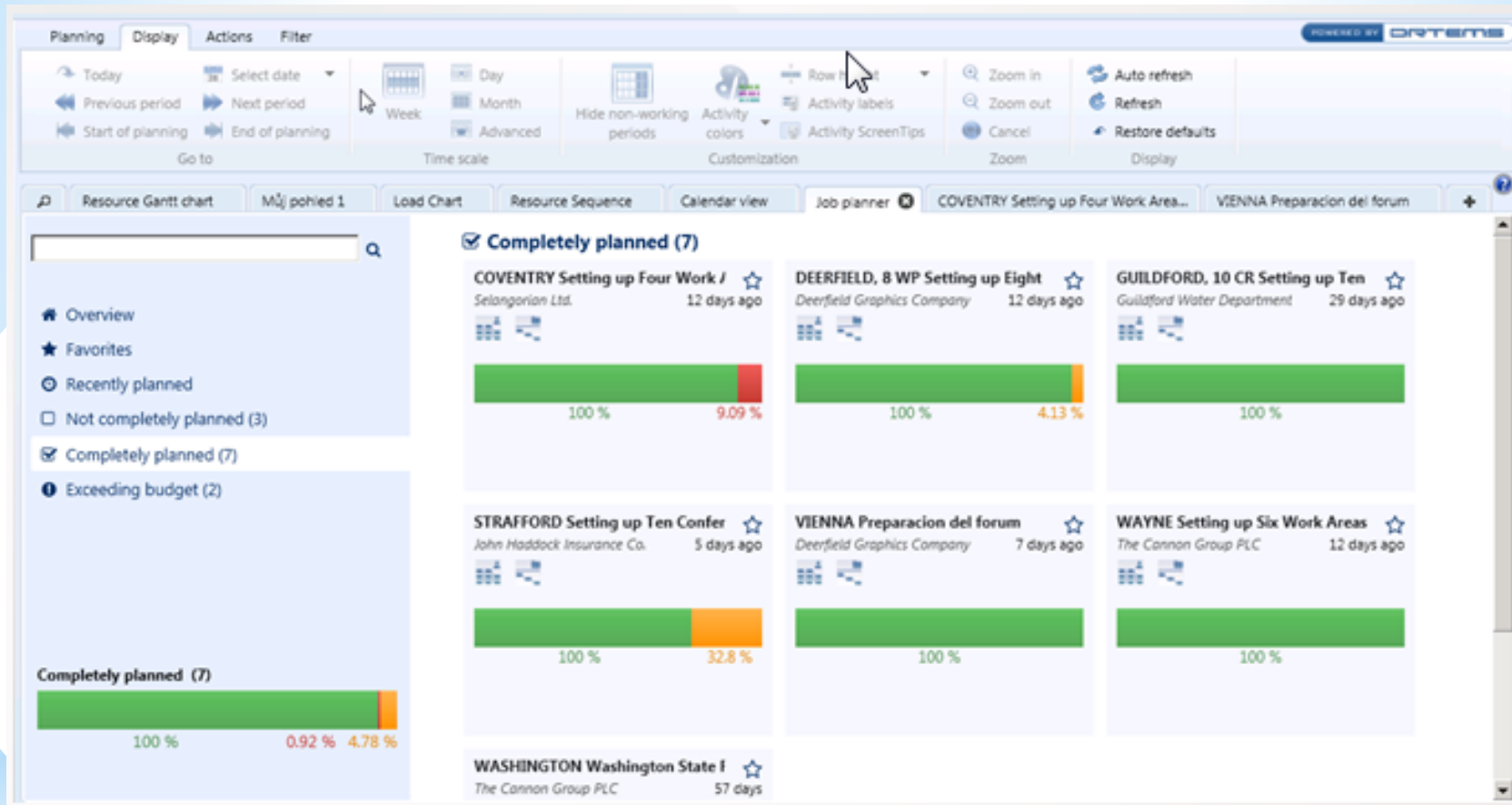
- Job Manager Activities:** A central dashboard with three main categories:
  - Jobs:** Includes 'Planning Jobs' (2), 'Quote Jobs' (6), and 'Order Jobs' (50). The 'Planning Jobs' tile is highlighted with a red box.
  - Sales:** Includes 'Sales Quotes' (12), 'Sales Orders' (64), 'Sales Invoices' (4), and 'Sales Cr. Memos' (1).
  - Purchases:** Includes 'Purchase Quotes' (3), 'Purchase Orders' (27), 'Purchase Invoices' (1), and 'Purchase Credit Memos' (0).
- My Job Estimate to Actual:** A bar chart showing estimates versus actuals for job numbers 1006-01, 5010-01, and 5010-02.
- My Jobs:** A table listing job details.
 

Job No.	Description	Description 2	Start ...	Status
1006-01	Sub Job For SQ No.1006	Custom Material Hand...	2/3/2014	Order
5010-01	Cannon Group Master...	Finished Good #101 (J...	2/3/2015	Order
5010-02	Cannon Group Master...	Custom Material Hand...	10/7/2...	Order
- Customers per Salesperson:** A bar chart showing customer counts for salesperson codes DC, JR, and PS.
- My Customers:** A table listing customer information.
 

Customer ...	Phone No.	Name
10000	317-846-6025	The Cannon Group PLC
20000	317-846-6025	Selangorian Ltd.
- My Notifications:** A table showing recent notifications.
 

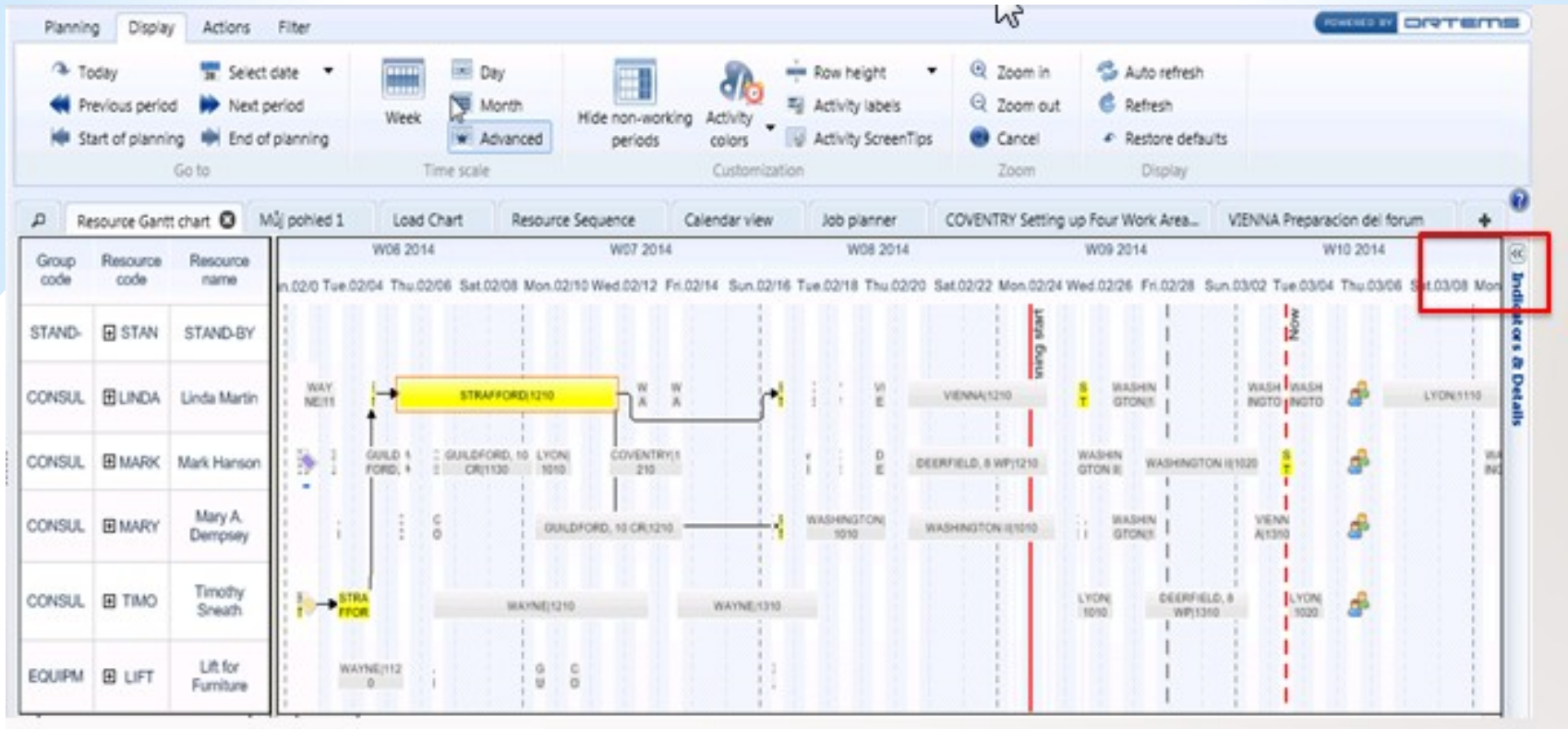
From	Created Date	Note	Page
CCSNET,RICK	3/28/2014	Check the Subcontract Expenses on this Job please.	Job Card - 1006...

# \*Resource planner tool




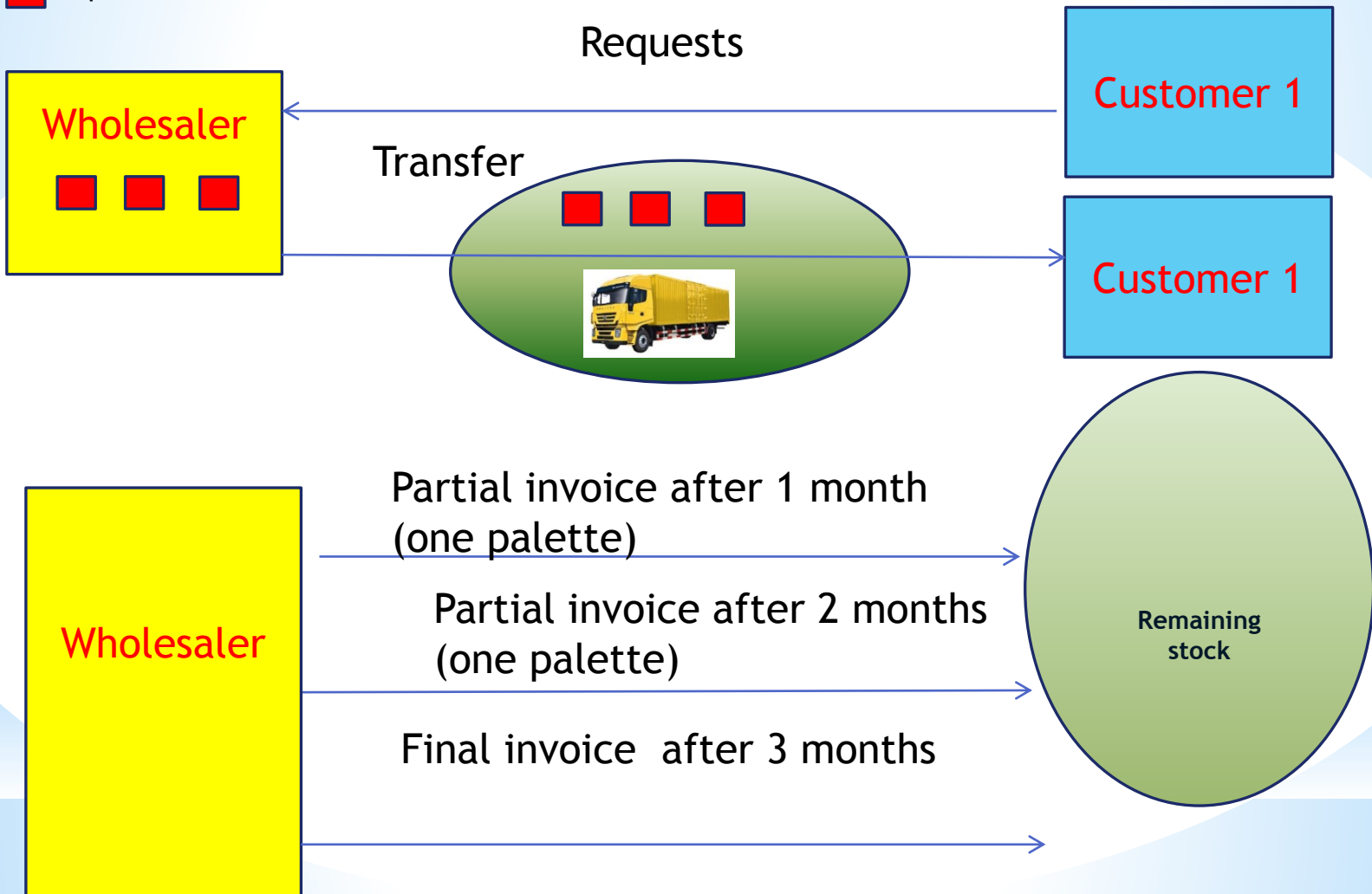


# \*Resource planner tool



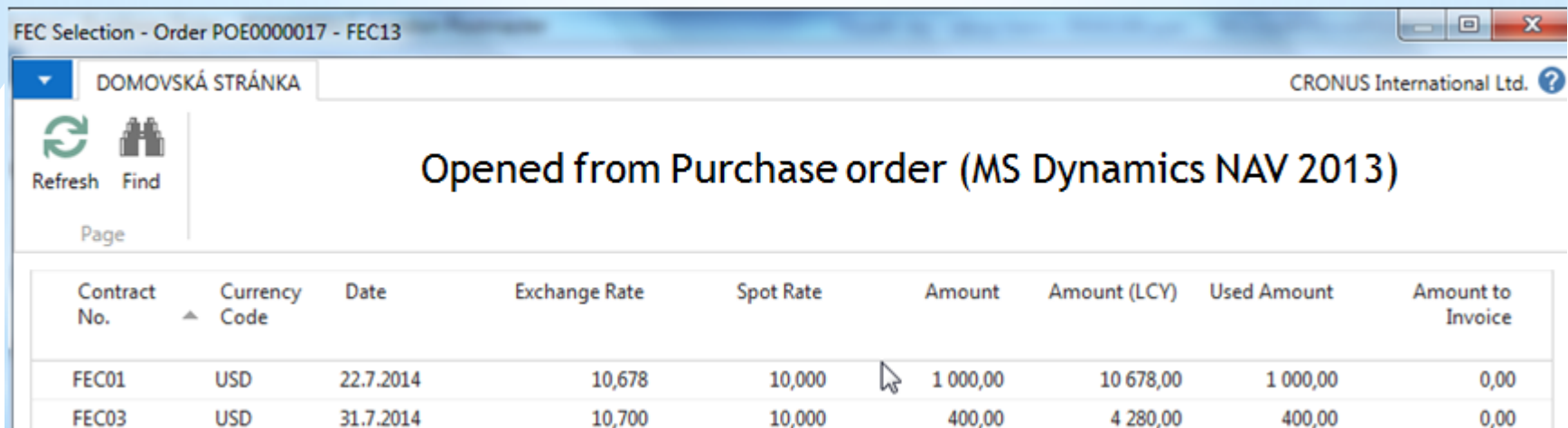
\* **Consignment stock-one of many problems which have to be solved (benefits)**

 = palette



# \* Forward Exchange Contract

A special type of foreign currency transaction. Forward contracts are agreements between two parties to exchange two designated currencies at a specific time in the future. These contracts always take place on a date after the date that the **spot** contract settles, and are used to protect the buyer from fluctuations in currency prices.



Contract No.	Currency Code	Date	Exchange Rate	Spot Rate	Amount	Amount (LCY)	Used Amount	Amount to Invoice
FEC01	USD	22.7.2014	10,678	10,000	1 000,00	10 678,00	1 000,00	0,00
FEC03	USD	31.7.2014	10,700	10,000	400,00	4 280,00	400,00	0,00

Problem of SA economy : volatile exchange rate (ZAR)=Rand->US Dollar/EUR  
In last fews months the local currcceny Exchange rate went 25 % down

# \* Training

- \* Materials
- \* Key users
- \* Training plans
- \* Examination
- \* Change management
- \*

# \*Project Management I.

- \* Data transfer (current system->new system)
- \* Setup of the system (will be shown in seminars)
- \* Tests (data validity)
- \* Evaluation
- \* Change management
- \* Sharp start Step by step in subsidiaries and HQ
  - \* Namibia, Durban, Cape Town, Johannesburg
- \* Closing project

# \*Project Management II.

- \* Capacities of the teams unbalanced
- \* Underestimation
- \* Language barriers (especially understanding)
- \* Budget excess (reasons will be explained)
- \* Quantity of locations
- \* Low margin
- \* .....



# \* Implementation

- \* Data transfer
- \* Setup of the system
- \* Role Tailored Clients- profiles, Approvals
- \* Tests
- \* Evaluation
- \* Change management
- \* Sharp start (Namibia and SA- 3 different locations)
- \* Closing project
- \* Next stages

