

# \* South African project



**Masaryk University**

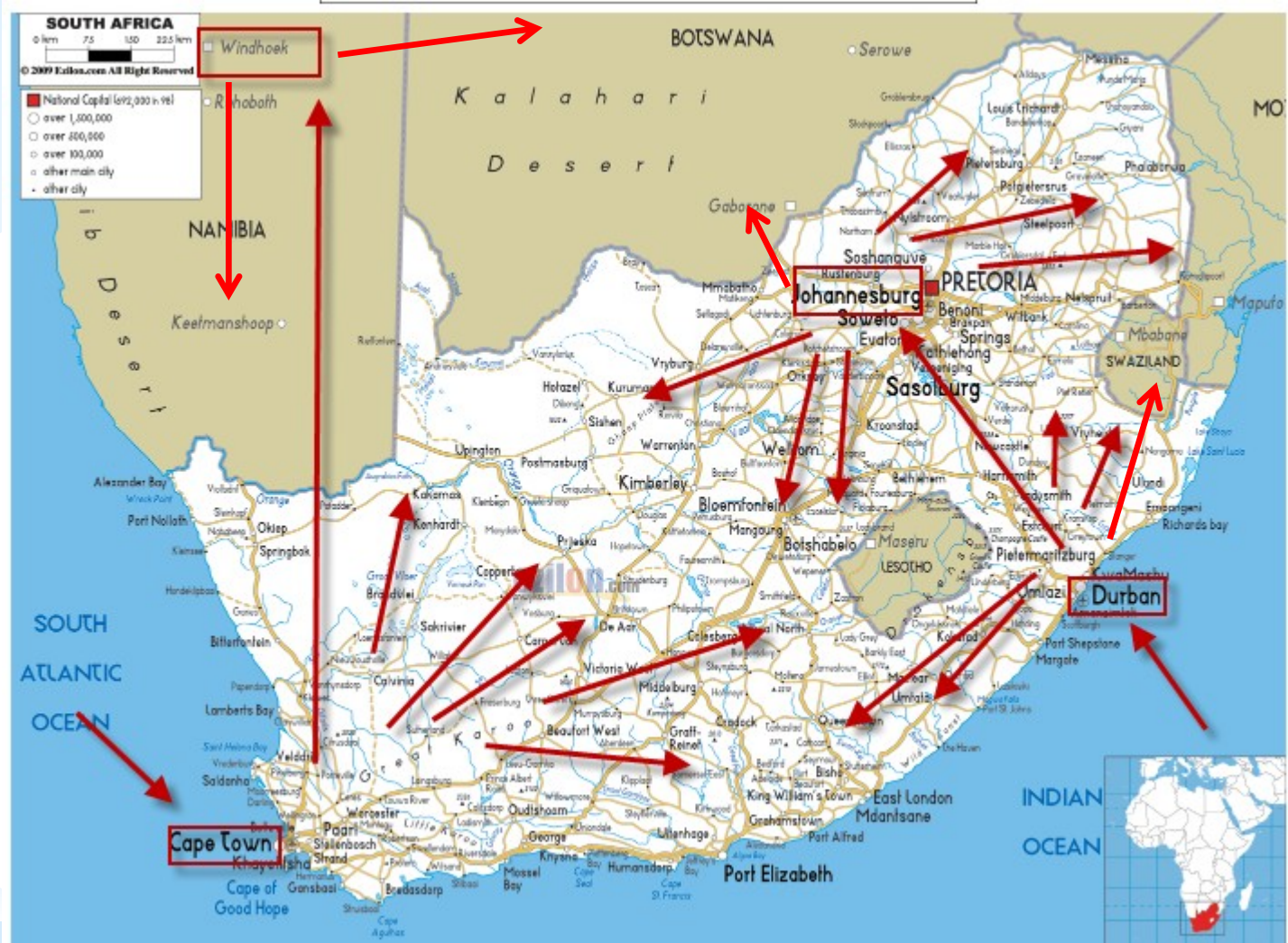
Faculty of Economics and Administration,

Department of Business Administration

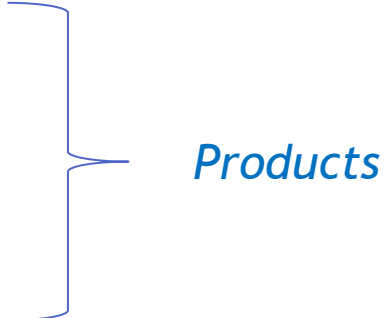
Ing. J. Skorkovský, CSc.



# \* 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



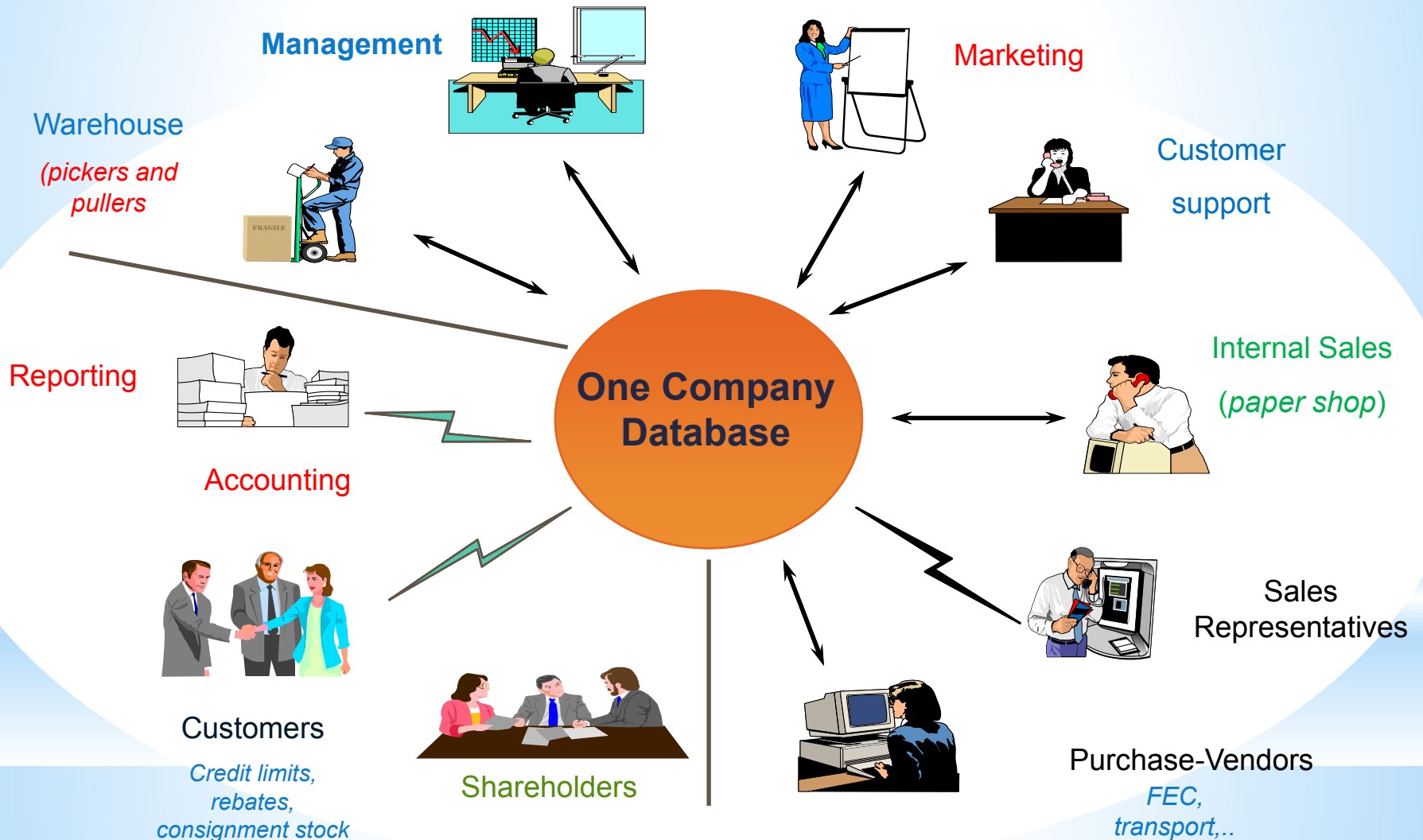
Island of Deliveries



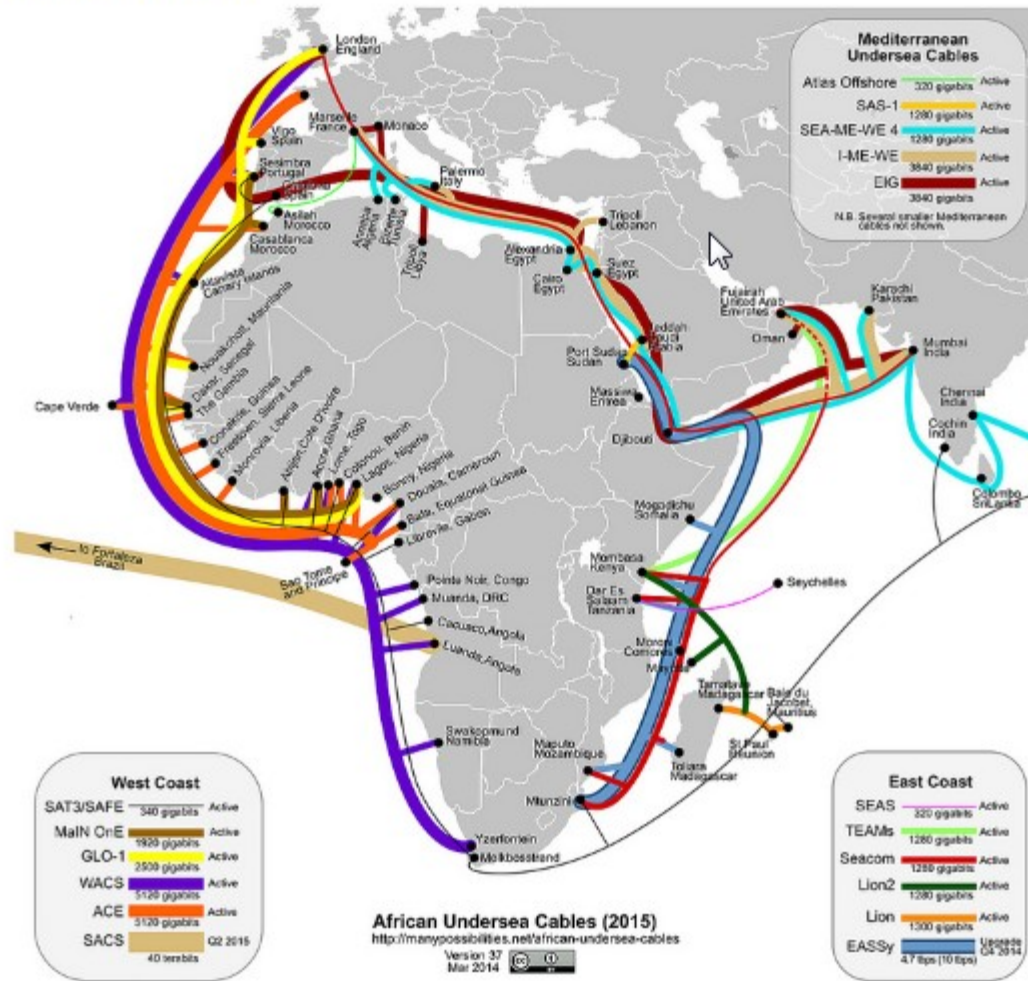
Quality Management Island



# One Solution ● One Database ● All Microsoft



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



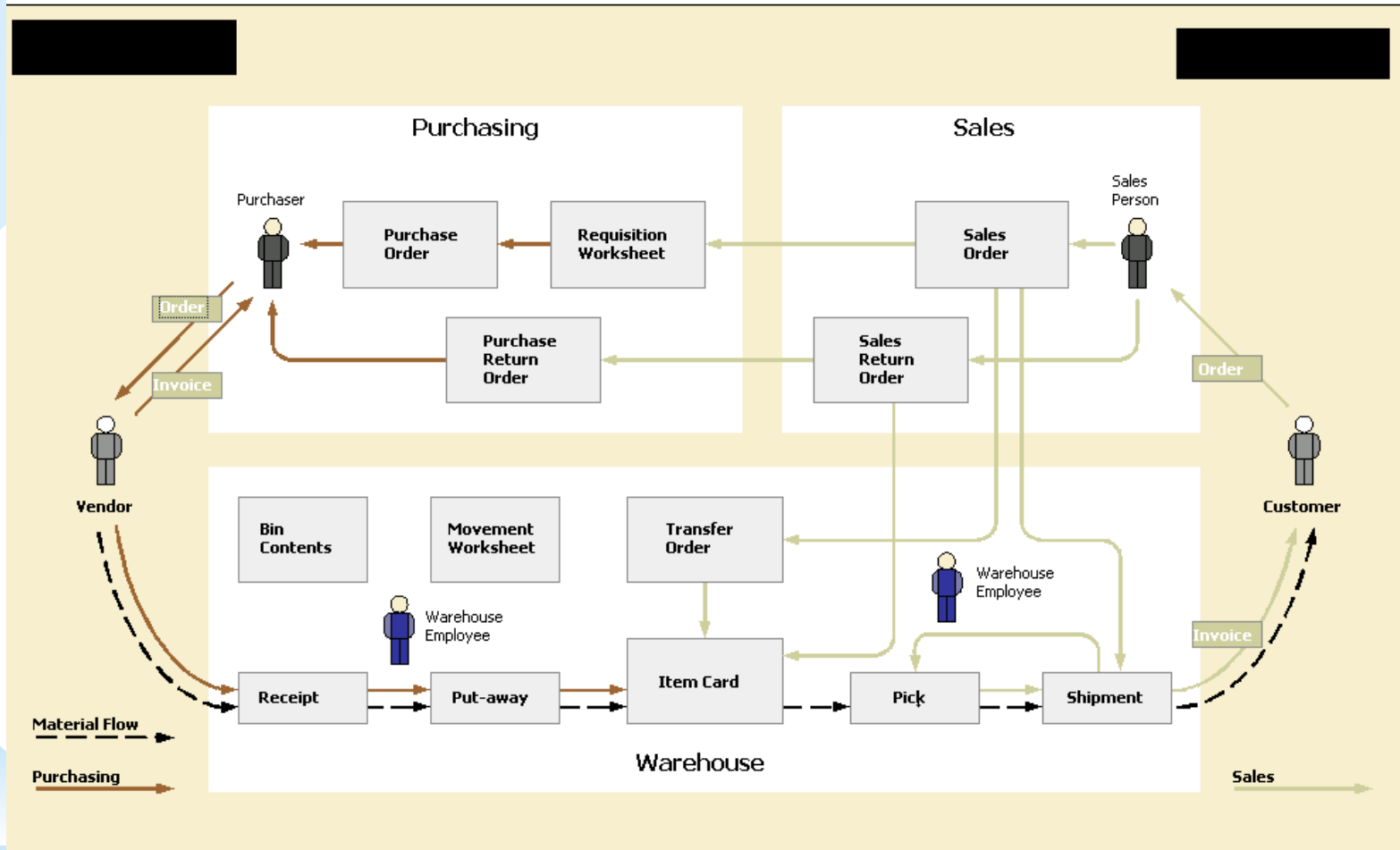
# Efficient warehousing

-(only a few examples)

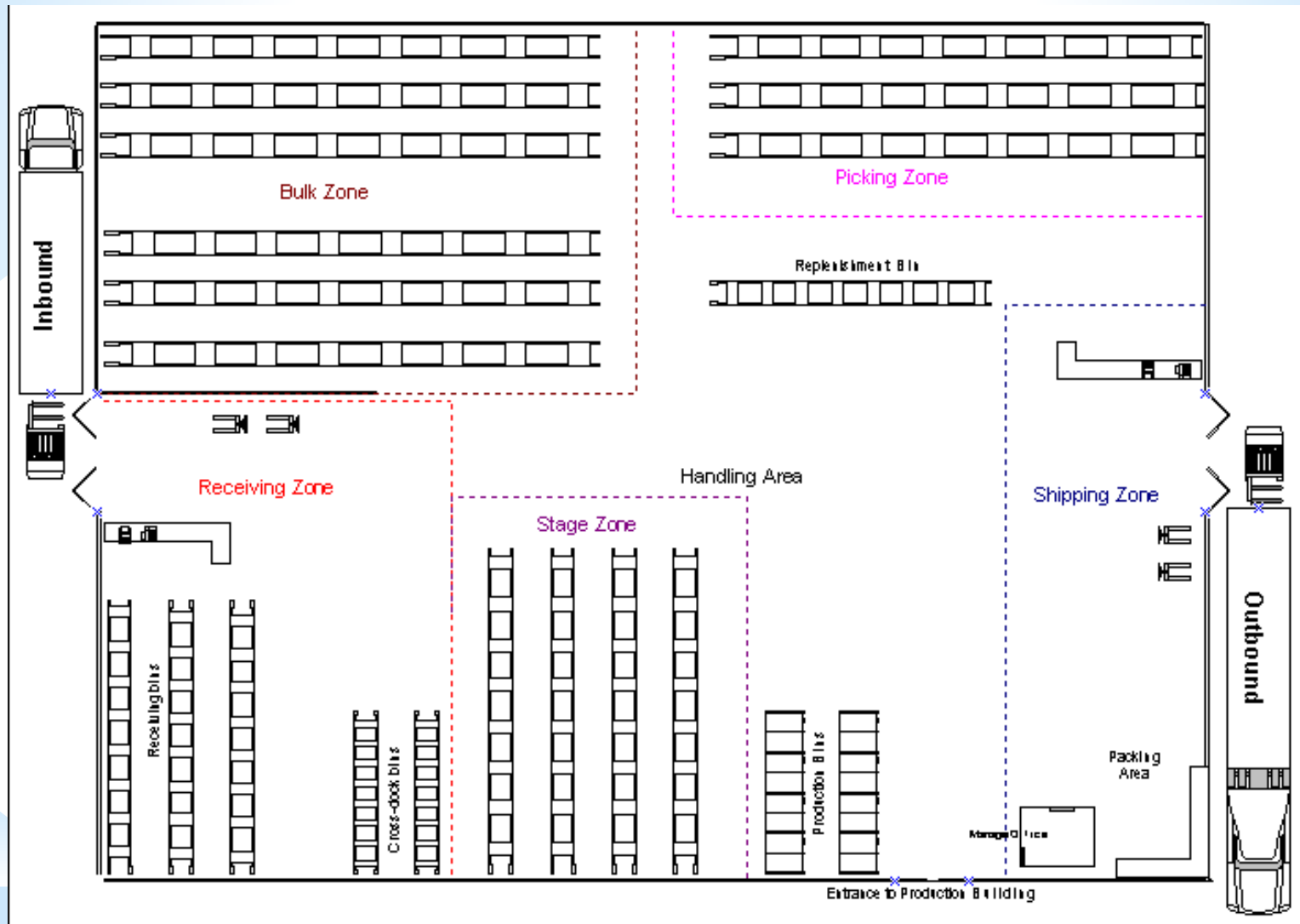
- \* Receipt bins (area where lorries are unloaded)
- \* Put-away to bins (racks) based on zones definition
- \* Capacities of the bins (racks) - (weight, size)
- \* Cross docking (from inbound are directly to outbound area)
- \* Transfer between location (HQ and subsidiaries)
- \* Picking slips (from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



# \*Warehousing



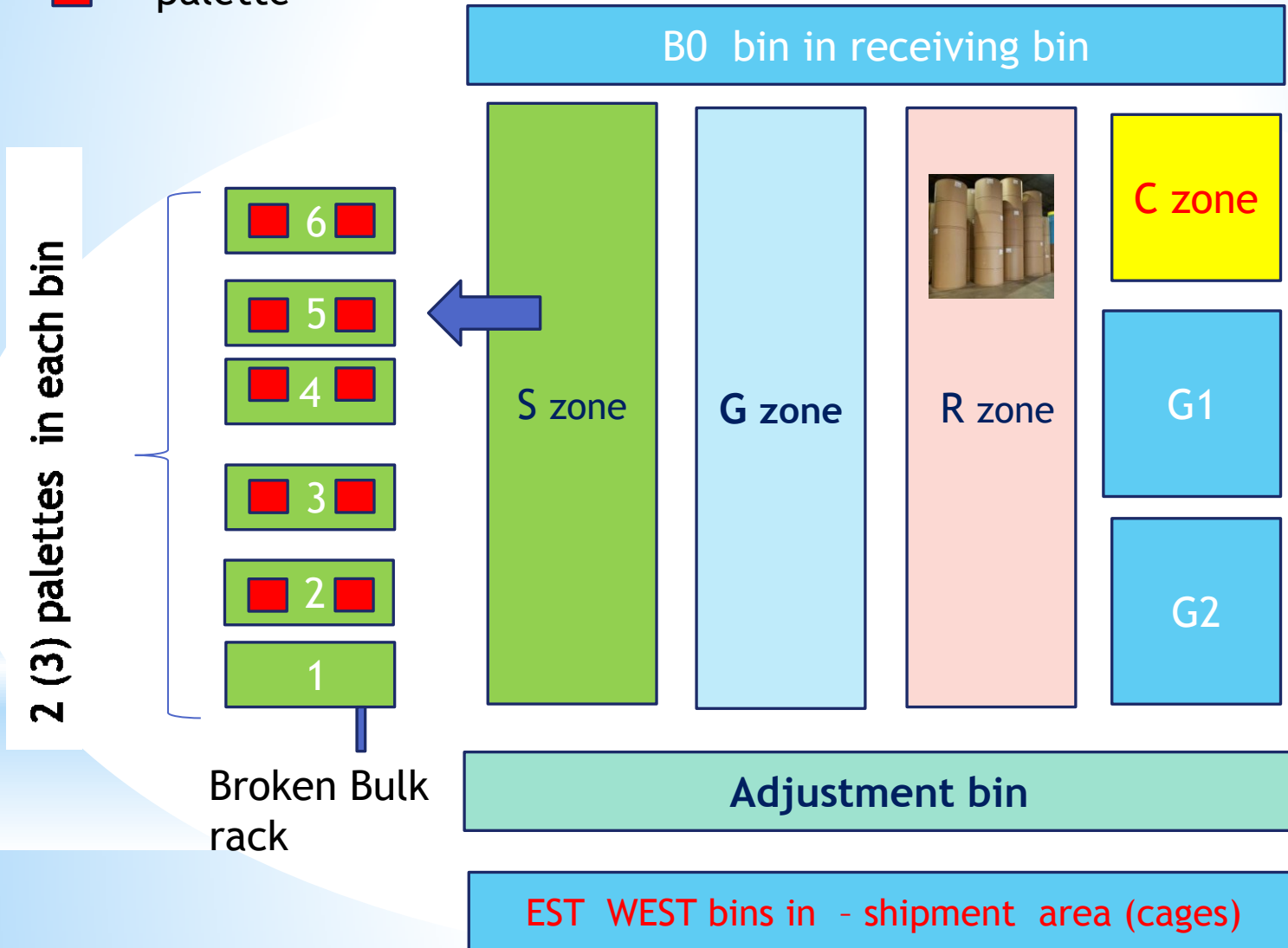
# \*Warehousing





\* **Design** (S=Sheets, R=Reels, G=Graphics,  
C=Cutting, G=Guillotine)

■ = palette



# \*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

# \* Resource planner tool

The screenshot displays the 'Role Center - Job Manager' dashboard in the CRONUS Combo Demo 2013 R2 application. The interface includes a navigation menu on the left, a central dashboard with various activity tiles, and several data visualization components on the right.

**Navigation Menu (Left):**

- Role Center (highlighted)
- Jobs
  - Planning Jobs
  - Quote Jobs
  - Order Jobs
- Contacts
- Customers
- Vendors
- Items
- PlannerOne Resource Planner
- Earned Rev. Worksheet
- Requisition Worksheets
- Job Journals
- Job G/L Journals
- Recurring Job Journals
- Completed Jobs
- Job Registers
- Sales Quotes
- Sales Orders
- Home
- Job Analysis
- Inventory
- Resources
- Posted Documents
- Departments

**Dashboard Tiles (Center):**

**Jobs:**

- Planning Jobs: 2 (highlighted)
- Quote Jobs: 6
- Order Jobs: 50

**Sales:**

- Sales Quotes: 12
- Sales Orders: 64
- Sales Invoices: 4
- Sales Cr. Memos: 1

**Purchases:**

- Purchase Quotes: 3
- Purchase Orders: 27
- Purchase Invoices: 1
- Purchase Credit Memos: 0

**My Notifications (Bottom):**

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

**Right Panel Components:**

- My Job Estimate to Actual:** A bar chart showing estimates vs actuals for Job Numbers 1006-01, 5010-01, and 5010-02.
- My Jobs:** A table listing jobs with columns for Job No., Description, Description 2, Start Date, and Status.
 

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 customers with columns for Customer ID, Phone No., and Name.
 

Customer ...	Phone No.	Name
10000	317-846-6025	The Cannon Group PLC
20000	317-846-6025	Selangorian Ltd.

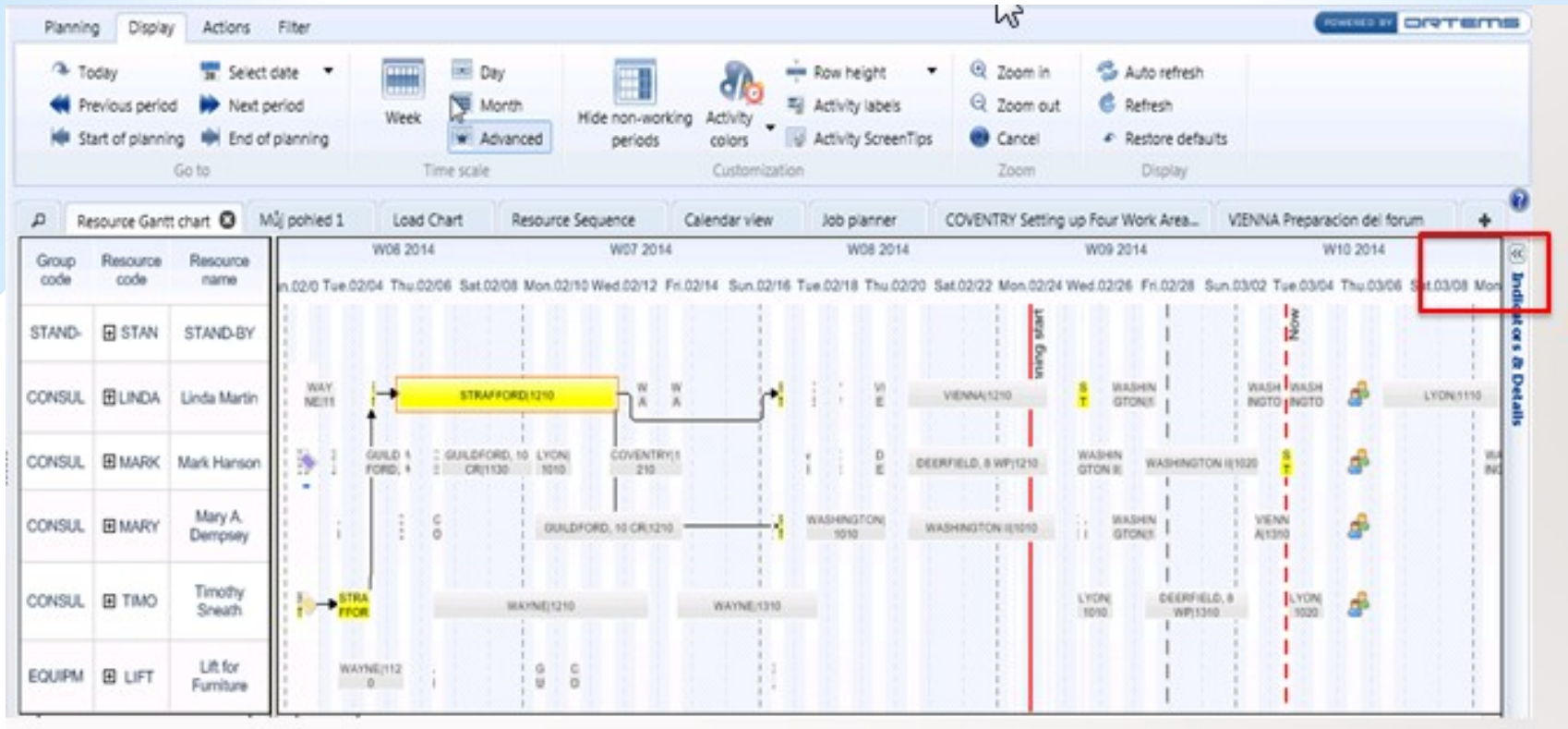
# \*Resource planner tool

The screenshot displays a resource planner tool interface. At the top, there is a navigation bar with tabs for 'Planning', 'Display', 'Actions', and 'Filter'. Below this is a toolbar with various icons for navigation and customization, including 'Today', 'Select date', 'Previous period', 'Next period', 'Start of planning', 'End of planning', 'Go to', 'Time scale' (Week, Day, Month, Advanced), 'Hide non-working periods', 'Activity colors', 'Activity labels', 'Activity ScreenTips', 'Zoom in', 'Zoom out', 'Cancel', 'Zoom', 'Auto refresh', 'Refresh', and 'Restore defaults'. The main area shows a list of projects, each with a progress bar and a percentage of completion. A sidebar on the left provides navigation options: Overview, Favorites, Recently planned, Not completely planned (3), Completely planned (7), and Exceeding budget (2). The 'Completely planned (7)' section is currently selected.

**Completely planned (7)**

Project Name	Company	Days ago	Progress	Exceeding Budget
COVENTRY Setting up Four Work /	Selangorian Ltd.	12 days ago	100 %	9.09 %
DEERFIELD, 8 WP Setting up Eight	Deerfield Graphics Company	12 days ago	100 %	4.13 %
GUILDFORD, 10 CR Setting up Ten	Guildford Water Department	29 days ago	100 %	0 %
STRAFFORD Setting up Ten Confer	John Haddock Insurance Co.	5 days ago	100 %	32.8 %
VIENNA Preparacion del forum	Deerfield Graphics Company	7 days ago	100 %	0 %
WAYNE Setting up Six Work Areas	The Cannon Group PLC	12 days ago	100 %	0 %
WASHINGTON Washington State f	The Cannon Group PLC	57 days	100 %	0.92 % 4.78 %

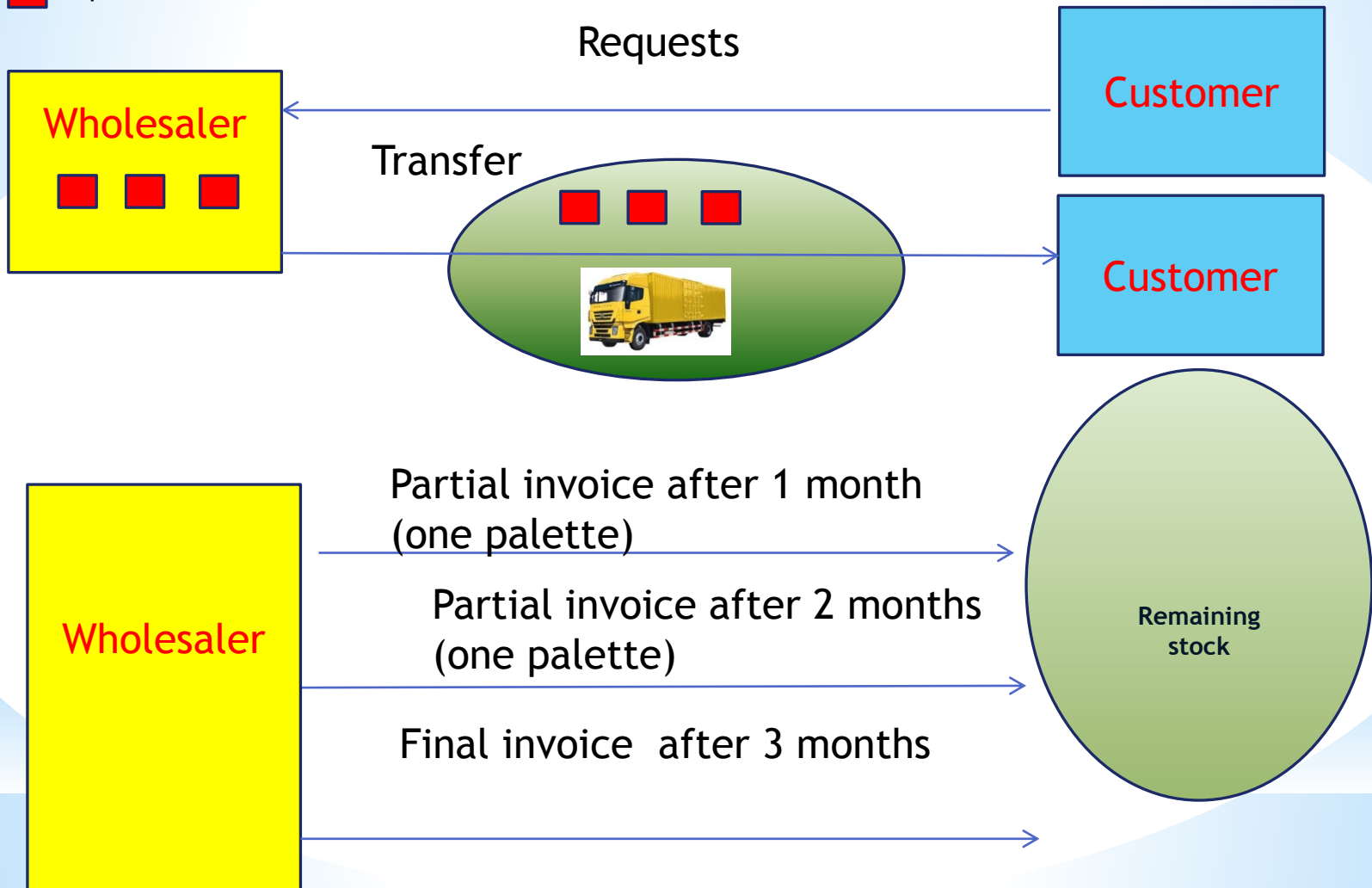
# \*Resource planner tool





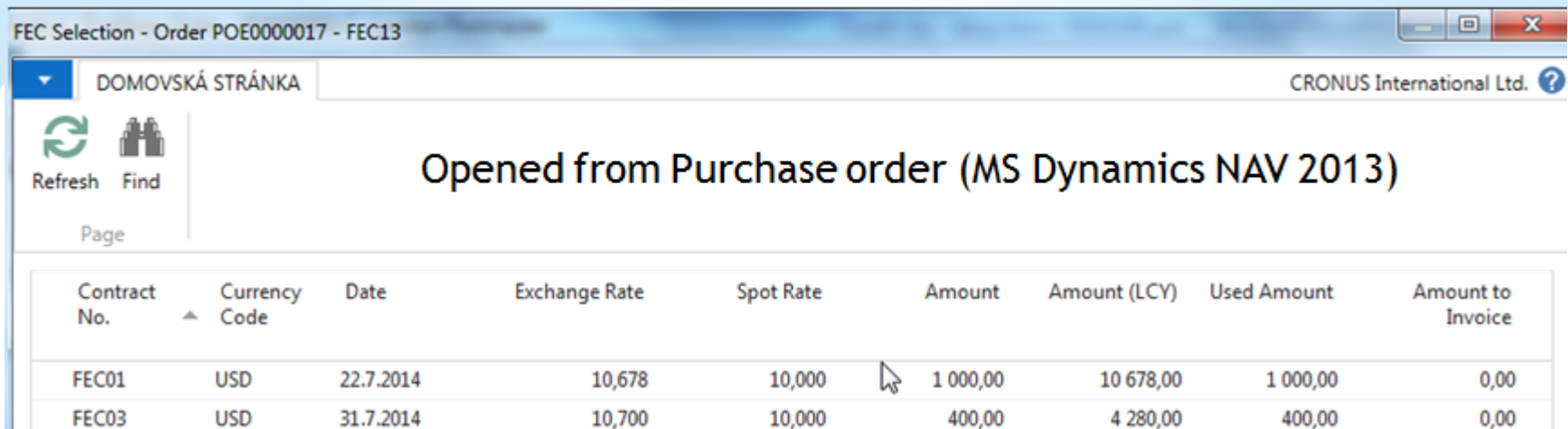
# \* Consignment stock (benefits)

■ = 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

# \* Training

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

# \*Implementation

- \* Data transfer
- \* Setup of the system
- \* Tests
- \* Evaluation
- \* Change management
- \* Sharp start
- \* Closing project