

Industry: Fitness Equipment

Fitness Equipment Company

Key Objectives:

- ◆ Improve supplier Performance
 - ◆ Provide buyers and suppliers with greater visibility
 - ◆ Gain greater collaboration
 - ◆ Establish an execution system to support Kanban and MRP planned orders.
 - ◆ Integrate with existing Oracle ERP
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CUSTOMER PROFILE:

This Fitness Equipment Company (FEC) designs, manufactures and sells fitness equipment and accessories for commercial and home fitness customers worldwide. FEC employs over 2,000 individuals and manages over half a billion dollars in annual revenues.

BUSINESS SITUATION:

FEC had a continuous improvement initiative that embraced many Lean principles including the implementation of an internal Kanban system. The FEC was ready to extend its initiative to its supplier base. Key supply chain objectives included improving its performance by providing its buyers and suppliers with greater visibility of demand and supply, a platform for collaboration and the establishment of an execution system to support its Kanban and MRP planned orders. Another key aspect of FEC's requirement was to have its solution integrate easily and effectively with multiple versions of its Oracle ERP system.

OUR SOLUTION:

After a rigorous evaluation of its supply chain management requirements and the various solution providers in the market, FEC selected Ultriva's Lean Suite featuring the [Collaborative Supply Portal](#) (CSP) with [Electronic Kanban](#).

Ultriva, Inc.

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Results:

- ◆ 5% Increase in shipping performance
- ◆ 13% Increase in Supplier on time delivery
- ◆ 28% Decrease in lead time
- ◆ 40% increase in inventory turns

About Ultriva Inc.

Ultriva empowers leading industrial, automotive, healthcare, aerospace and defense businesses to operate more effectively and collaboratively by providing real time visibility and targeted actionable intelligence into inventory and material flows. Ultriva's cloud-based platform leverages and seamlessly integrates with leading ERP and MRP systems, to deliver an end to end pull based replenishment model.

THE RESULTS:

Ultriva's [Collaborative Supply Portal](#) plugged the gaps in FEC's current ERP and planning systems and allowed them to collaborate with their global supplier base with a real-time view. Ultriva Lean Suite also easily integrated with the multiple versions of Oracle, their existing ERP, resulting in greater supplier collaboration and improved performances and improving supplier on time delivery by 13%. The ease of use for supplier adoption allowed FEC to go from a handful of suppliers on the same system to over 60 on Ultriva's CSP. FEC's supply chain is now operating as a consumption-based replenishment model, resulting in a 5% increase in shipping performance, a 28% decrease in lead time and 40% increase in inventory turns.

FEC also used the deployment of Ultriva as the basis to redesign its planning, procurement and receiving processes to eliminate non-value added work and to utilize bar code scanners to automate the release and receipt of material. This year alone, FEC has experienced over 3,000 hours of savings due to the implementation of bar code scanning at the receiving dock.

These efforts have provided FEC with a template to standardize these key business processes across its global operations. FEC started implementation of Ultriva in their main work center warehouse and currently are using it in two additional plants for a total of three sites.

