

Customer Success Story

Glen Raven weaves a dynamic supply chain



Reduced inventories



Reduced forecast error by 50%



Improved service levels



Increased on-time deliveries



Created a single, integrated business and operating plan



Increased sales volume

Challenge

Glen Raven needed to grow top line revenue efficiently, increasing service levels to customers and without increasing inventories.

Logility Digital Supply Chain Platform

Logility helped the performance fabrics manufacturer transform its digital supply chain process including demand, inventory and supply planning.



Facts

Industry
Performance Textiles

Headquarters
Glen Raven, NC

Profile

Glen Raven is a global provider of innovative fabric-based solutions for applications in the awning, marine, furniture, flooring, protective, military and geosynthetic markets.

"With Logility, we have an integrated planning platform that enables Glen Raven to better serve our customers and grow our business efficiently."

Ajay Bhardwaj, Director of Planning - Custom Fabrics, Glen Raven

Glen Raven, a global provider of fabric-based solutions for the awning, marine, furniture, protective, military and geosynthetics, manages a supply chain, 43 production specifications and more than 12 million unique data points. The company coordinates global supply for regional markets including the US, France, China, India and Brazil.

As the company's volume grew, both organically and through acquisitions, manual planning methods became cumbersome and spreadsheets were no longer a viable way to synchronize supply chain resources. The planning complexity also continued to increase as the company offered a wider assortment, increasing SKU counts at every level in the Bill of Materials. In a business model that is largely make-to-stock, this change has huge implications on effectively managing inventory.

A Clear Goal

With a complex supply chain consisting of global suppliers, manufacturers and customers across several unique industries, Glen Raven had to change its supply chain processes and solutions to continue to deliver the service and high-quality products its customers demanded. The ultimate goal was to grow top-line revenue while carrying less inventory across the supply chain. Glen Raven director of planning Ajay Bhardwaj and his team began the search for an advanced, integrated supply chain planning system.

"Our goals were two-fold. At a strategic level, Glen Raven needed an integrated planning solution to become the solution of record. At a tactical level, the solution must enable us to improve forecast accuracy, supply chain visibility and management of working capital to grow the business efficiently," said Bhardwaj. The Glen Raven team evaluated several solutions and selected Logility.

"We now use Logility to model our entire supply chain including constraining key capacity resources and material availability. Logility gives us the ability to produce plans that are consistent, reliable and feasible."

Ajay Bhardwaj
Director of Planning
Custom Fabrics, Glen Raven

Logility Demand Planning™

provides visibility across Glen Raven's supply chain network to increase forecast accuracy and right-size inventory levels.

Logility Inventory Planning™

allows Glen Raven to improve inventory performance and customer support through demand and inventory plan alignment.

Logility Supply Planning™

enables Glen Raven to adjust manufacturing and inventory processes as changes occur in product demand.

Logility enables you to:

- Boost forecast accuracy
- Improve sales and operations planning
- Increase inventory turns
- Successfully plan and manage promotions
- Set time-phased inventory targets
- Easily collaborate with suppliers and customers
- Improve sourcing and production of private-labeled and branded products
- Reduce out-of-stocks

Building a Strong Foundation

Prior to Logility, Glen Raven used multiple planning workflows from different stand-alone applications. A big assumption was that forecasts were feasible from a material availability standpoint. Because several lines of its business share capacity and raw materials, it's a challenge to manufacture efficiently when peak sales or production cycles overlap. "Individual planners could unknowingly exacerbate the problem by issuing excess production orders or issuing orders earlier, which resulted in the

misallocation of valuable capacity or material resources, and negatively impacted service," explained Bhardwaj.

"We now use Logility to model our entire supply chain including constraining key capacity resources and material availability. Logility gives us the ability to produce plans that are consistent, reliable and feasible," Bhardwaj added.

One Plan, Positioned for Growth

Glen Raven realized significant benefits across the organization following the implementation of Logility. The company now operates on a single plan to facilitate its sales and operations planning [S&OP] process. Forecast accuracy measured by Mean Absolute Percentage Error [MAPE] improved by 50%, while the company continues to experience growth in its business. Additionally, Glen Raven saw further improvements in on-time delivery performance.

Today, the supply chain team can quickly provide the sales organization with a detailed statistical forecast at multiple planning levels. This visibility allows the sales team to add market intelligence which helps all teams develop a more accurate starting position for the annual business planning process. In addition, Glen Raven now has a monthly standard workflow that helps streamline its supply chain operations.

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About Logility

Accelerating the sustainable digital supply chain, Logility helps companies seize new opportunities, sense and respond to changing market dynamics and more profitably manage their complex global businesses. The Logility® Digital Supply Chain Platform leverages an innovative blend of artificial intelligence [AI] and advanced analytics to automate planning, accelerate cycle times, increase precision, improve operating performance, break down business silos and deliver greater visibility. Logility is a wholly owned subsidiary of American Software, Inc. [NASDAQ: AMSWA].

To learn how Logility can help you make smarter decisions faster, visit www.logility.com.