ADVANCED PLANNING AND SCHEDULING
Planning is at the heart of most companies’ supply chain activities and is critical to meet business objectives on customer service, asset utilisation, operations costs and profit.

With increasingly complex supply chains, planners need to be able to assess multiple options to plot the course that maximises value for their business.

These decisions are incredibly complex, factoring in a huge number of variables with the need to respond quickly to any changes.
Today, advanced planning and scheduling systems have sophisticated functionality in all planning processes and the market has moved on significantly since the days of relying on ERP systems and spreadsheets. These developments have led to a crowded market with a wide range of solutions available. These systems vary in coverage and depth, making selection of the best fit, best price solution difficult.

The key question for companies when choosing an APS system is what is the business trying to achieve? Reviewing commercial and supply chain goals alongside the current landscape and trade-offs will help to identify the solution required.
We advise companies on the selection and implementation of APS systems. Our selection process considers system functionality, the business environment and the impact on staff, and our independence ensures that our clients choose the best solution for the business.

A successful programme goes beyond the technical aspects of an APS system, ensuring it is fully integrated into the organisation and optimising key trade-offs. Using our Assess Design Embed™ transformation approach, we make sure that the right transformation decisions are made at the right time by the right people. This generates better and faster results with sustained change and lower risk.

**WHY WORK WITH CRIMSON & CO?**

**Independent.** We continuously review the APS system market, digging deep to bring insight into the strengths and weaknesses of each solution.

**Rigorous process.** Our procurement and negotiation skills ensure that our clients get the best fit solution for the most value.

**Team of experts.** We consider more than the system aspects, applying our extensive supply chain knowledge to make the right selection and implementation decisions.

**Cost effective solution.** Through our approach we help our clients select and implement a system in significantly less time than traditional methods.
APS systems can deliver huge benefits for businesses, improving customer service, reducing transport costs and inventory, improving asset and staff utilisation, increasing profit and improving internal communication.

**BUSINESS WIDE BENEFITS**

- **20%** reduction in working capital
- **5%** increase in customer service
- **6%** reduction in logistics costs
- **Up to 3%** decrease in COGS

**IMPLEMENTATION BENEFITS**

- **10%** price reduction between bids & contracts
- **15%** faster implementation than in-house
- Typically postpone over **60%** of costs until successful go live
- **20%** quicker RFI and RFP selection steps

**TYPICAL BENEFITS SEEN BY OUR CLIENTS**

- **20%** reduction in working capital
- **5%** increase in customer service
- **6%** reduction in logistics costs
- **Up to 3%** decrease in COGS

[Link to more benefits]
Accolade Wines is a large global business comprising some of the world’s best known wine brands, which are sold in over 100 countries. Its vision was to move to an above market planning organisation, integrating all supply chain planning activities across three continents. The company wanted support in implementing an APS system alongside a major ERP upgrade and a new master data system.

We designed the future end to end planning processes, the functional specifications for the APS system and the processes across the APS, ERP and master data systems. We supported the business in all aspects of APS selection through to implementation, including a training and communication programme.

Achieved a 30% saving on the original proposal through negotiation and clear specifications

Finished goods inventory reduced by 17% in nine months

Reduced write-offs through reduction of batch sizes by an average of 15%

Selected the APS system and implemented it within the agreed timescale and budget
Drax is the largest power station in the UK and generates 7%-8% of the UK’s electricity. The company wanted to put in place advanced planning processes and systems to optimise their planning operations.

**About**

Drax is the largest power station in the UK and generates 7%-8% of the UK’s electricity. The company wanted to put in place advanced planning processes and systems to optimise their planning operations.

**Actions**

- We identified detailed requirements and the associated benefits, avoiding unnecessary supplier features and user ‘wish-lists’
- Through our independent experience and market knowledge we evaluated suppliers, including reference visits where relevant
- During the RFI and RFP process we focused on the benefits to the business and ensured that suppliers had a detailed understanding of the requirements so they could develop feasible project plans and fixed price responses

**Results**

- Over a 10% improvement on the initial offer through focused negotiations
- Deferred licencing and support costs, which made up 68% of the year one costs until after go-live
- Reduced risk in the selection process through supplier system demonstrations with client data at no extra cost
- Selected a supplier that met all functionality requirements
- Competitive fixed price bids due to the suppliers’ view of reduced project risk
Kraft Foods Australia manufactures the majority of its goods in market, with a growing international production capability particularly focused on biscuits. The business was facing challenges in harmonising processes, systems and teams following the merger of Cadbury and Kraft. There were many duplicate systems and no standard or agreed ways of working.

**Actions**

- Reviewed the legacy processes in each business to identify improvement opportunities
- Developed and implemented an IT system testing programme, transitioning from five systems to three (sales, demand and reporting)
- Prepared the business for a future SAP implementation

**Results**

- Full testing of over 300 Oracle Demantra test cases
- Accurate master data operating on the new platform on time
- New organisation structures implemented in line with the new demand process
- Manufacturing, sales and customer service levels maintained during the changeover
The team worked seamlessly with us identifying the right solution for our requirements and then expertly guided our implementation helping achieve our vision, deliver significant benefits and all for a cost less than initially expected.

Simon Williams
Chief Operating Officer, Accolade Wines

RFP for planning and optimisation system
The team were excellent, it was a very comfortable relationship, and the external Crimson perspective enabled us to focus on what was really important resulting in us selecting a best fit system for a reasonable cost.

Graham Backhouse
Head of Supply Chain, Drax

We were delighted with the work Crimson did for us, and in my 25 years in supply chain, I have not come across anyone as good as Crimson & Co in this area.

Richard Downes
VP Supply Chain, Rexam

From assessment through to implementation, Crimson's ability to operate at all levels, and to support us through the selection and implementation spoke volumes for the quality of the people they employ and the skills they demonstrate.

Graham Matthias
Supply Chain Integration Director, Tetra Pak
ABOUT CRIMSON & CO

Crimson & Co is a global supply chain consultancy that thinks differently. It stands shoulder to shoulder with clients as it develops outstanding supply chains, using deep operational experience and broad-based business skills to challenge, guide and implement.

Its strength is its consulting team, which it nurtures with care, and it has an approach and culture that its clients believe is unique. Crimson & Co has offices in London, Atlanta, Mumbai, São Paulo, Melbourne and Singapore.