

CUSTOMER SUCCESS: JM INDUSTRIAL SUPPLY

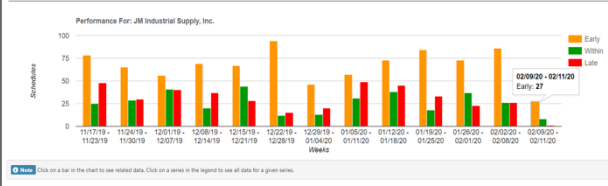
Real-Time Forecast Synchronization with Available-to-Promise (ATP) with Suppliers

Founded in 1984, JM Industrial Supply (JMIS) provides quality maintenance, repair and operations material to manufacturers such as Caterpillar. Before JMIS began using ActiVate, they struggled to reconcile all the orders and changes with the multiple forecasts they receive from the Caterpillar locations (48) each day. Matching supply to demand while keeping JMIS' suppliers updated with the numerous forecast changes was a challenge. Scaling for continued growth required an automated solution to meet growing customer demands.

“ActiV has made a positive impact on our operations and we’re happy with how the software has helped streamline our processes.”

— **Rich Scovil, General Manager**

Shipping Performance



Multi-tier Digital Platform

With ActiVate, JMIS synchronizes forecasts from Caterpillar in real-time. JMIS then shares those updated forecasts with their suppliers, matching supply to demand across their supply chain.

ActiVate’s automated data processing not only translates data formats, but it also normalizes trading partners data allowing those partners to maintain their unique part number. The cloud-based solution automatically synchronizes demand forecasts and enables dynamic demand planning.

Using the ActiVate platform, JMIS quickly responds to the growing number of purchase orders and related changes

and/or new business requirements from Caterpillar, as well as adding enhanced business processes. ActiV’s agility and ability to support JMIS contributes to JMIS’ success with their customers and suppliers.

How It Works

JMIS’ suppliers use ActiVate to review forecasts, make updates to purchase orders, create and print shipping labels. Once the supplier prepares the shipping label from the portal, the system triggers a notification to JMIS. JMIS then updates the PO in their ERP system, ActiVate then sends the ASN and invoice to Caterpillar. Throughout the process the platform generates Alerts to notify JMIS of changes which are prioritized by importance—changes to forecasts, updates from suppliers, cancelations, etc. JMIS then filters the alerts before sending notification to its suppliers.

Impressive Results

JMIS replaced their EDI with ActiVate’s digital messaging, lowering operating expenses by eliminating EDI charges. Better yet, by providing suppliers real-time visibility to forecast changes, they can dynamically match supply to demand and ensuring available-to-promise accuracy. With the complexity and volume of the forecast changes, JMIS can now manage and grow their business with Caterpillar and other customers.

Learn how you can swiftly sense, coordinate, optimize and manage your end-to-end supply chain with ActiV’s economical, multi-enterprise platform. Visit www.ActivTech.com today.