

* South African project



Masaryk University

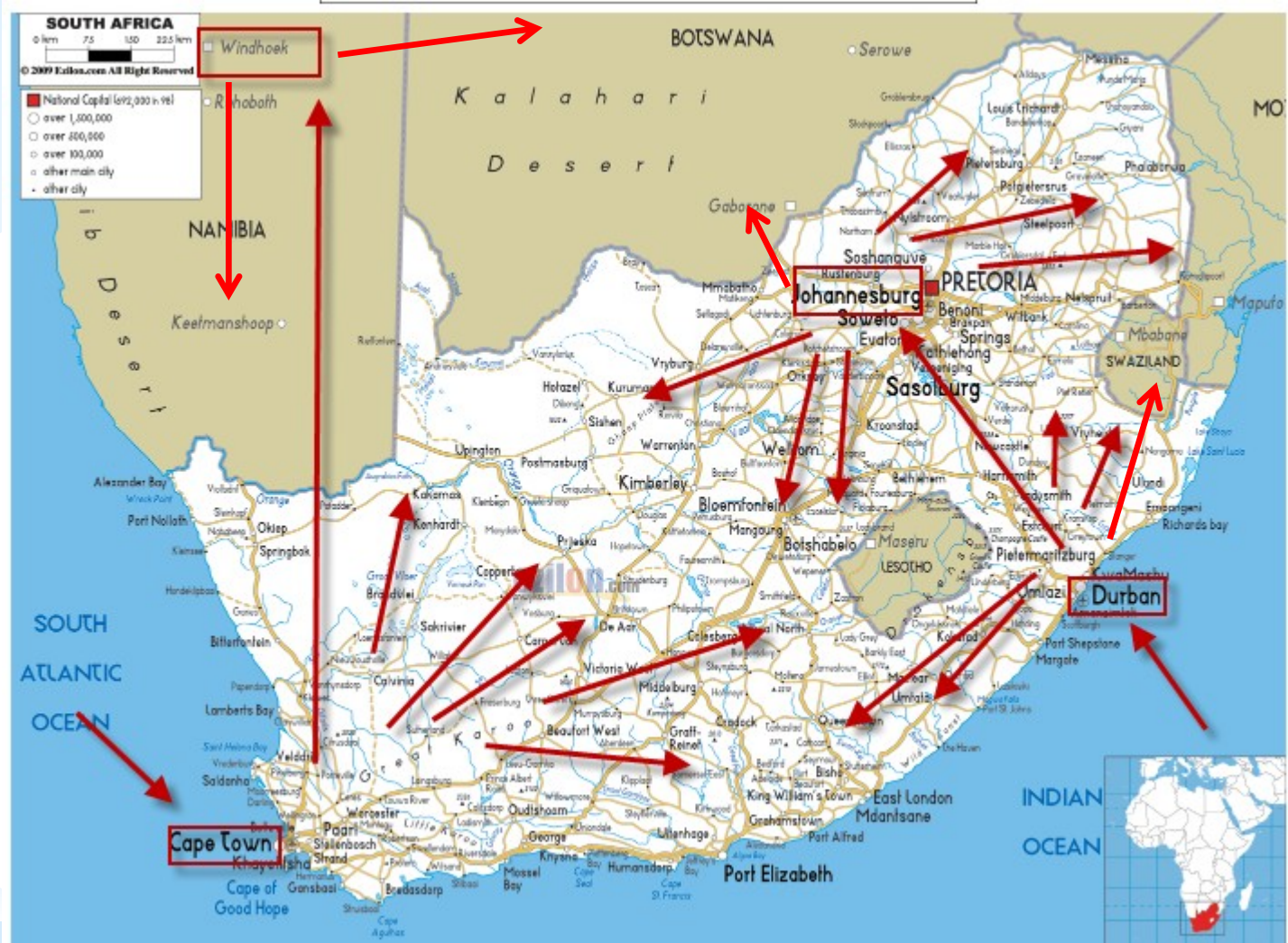
Faculty of Economics and Administration,

Department of Business Administration

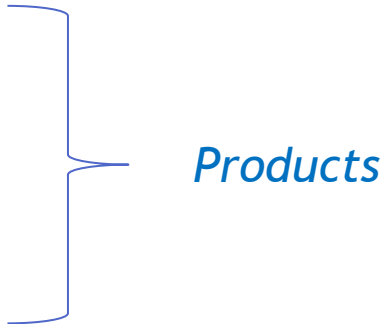
Ing. J. Skorkovský, CSc.



* 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 M² 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



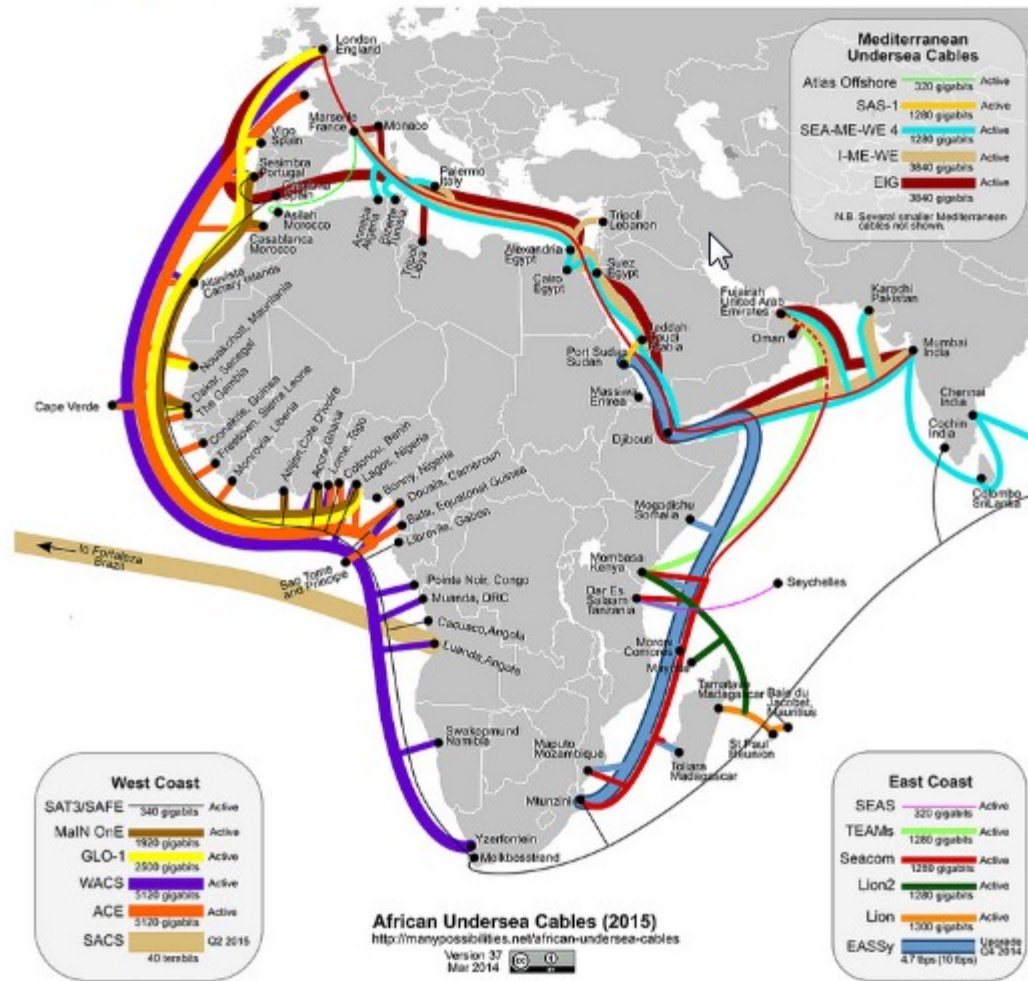
Quality Management Island



One Solution ● One Database ● All Microsoft



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

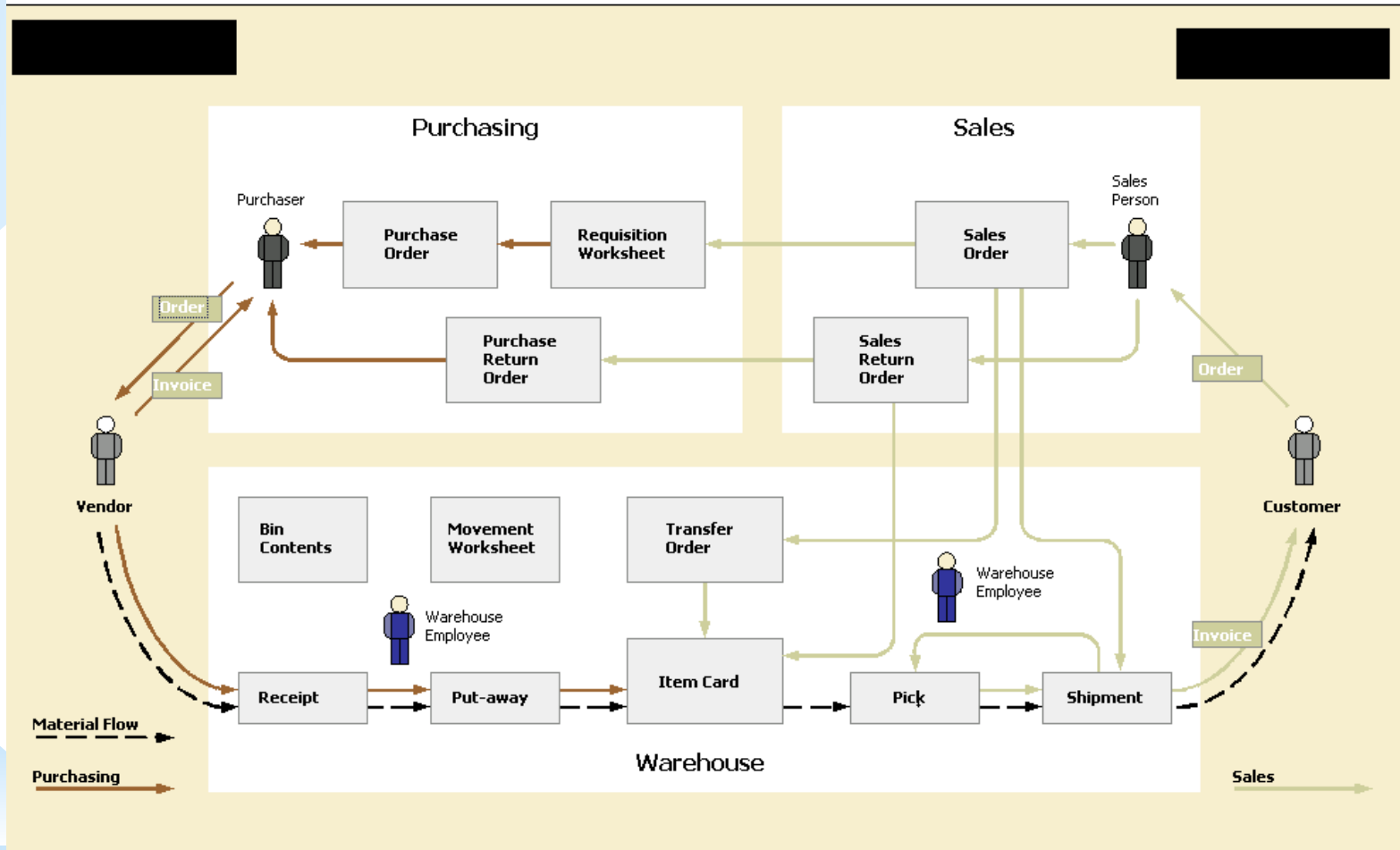


Efficient warehousing

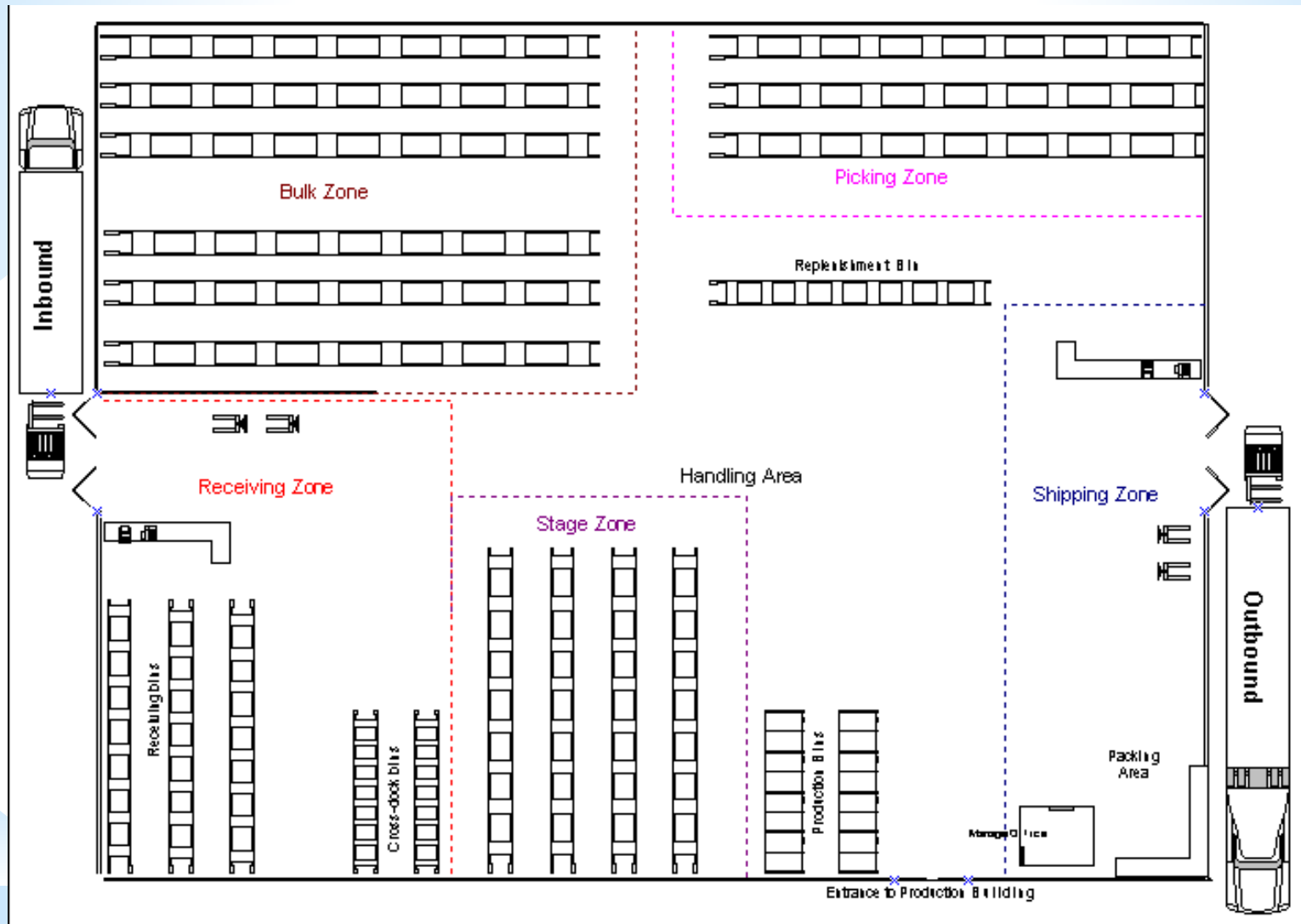
-(only a few examples)

- * 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



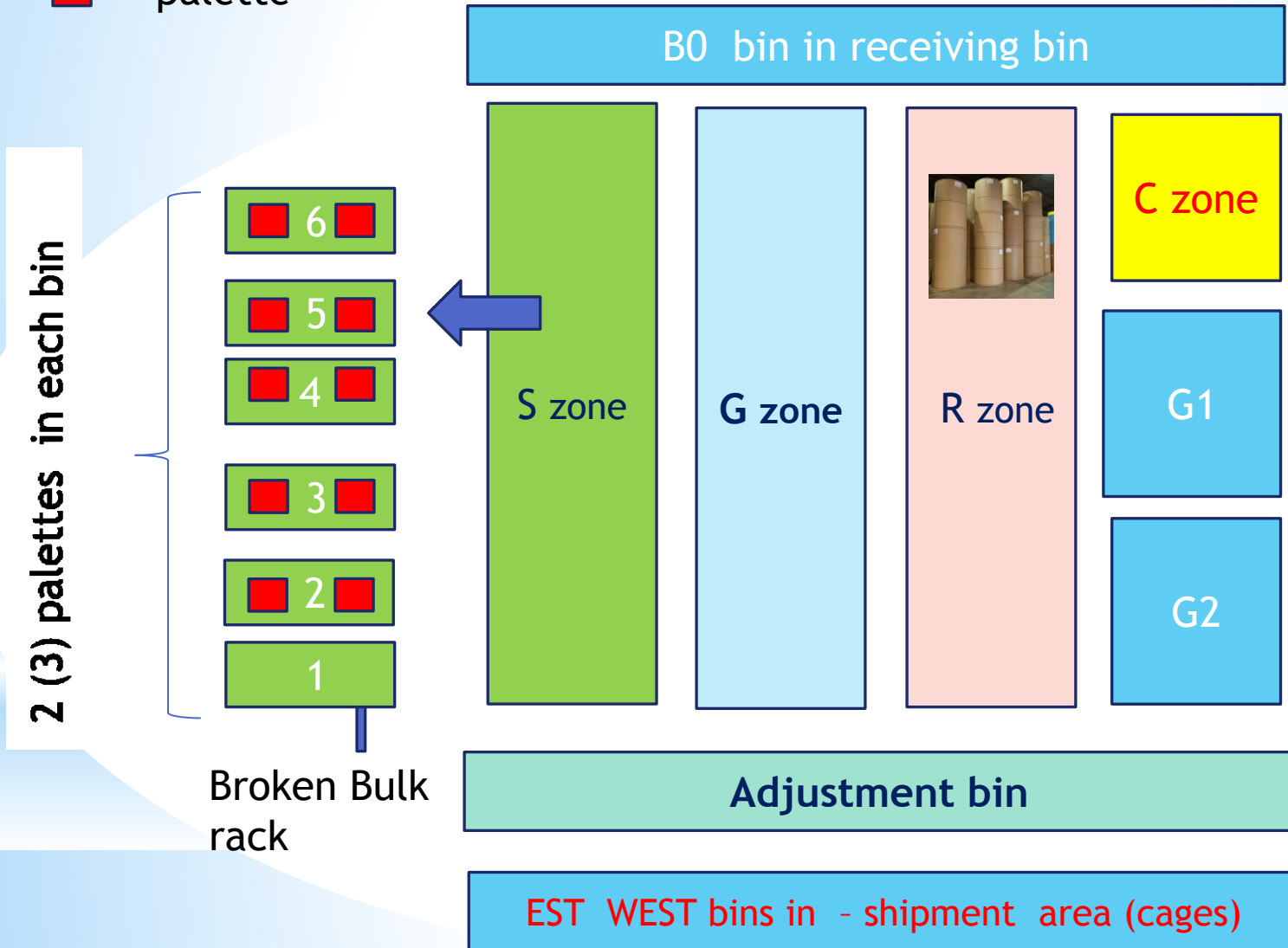
*Warehousing





* **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 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

Job Manager Activities (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

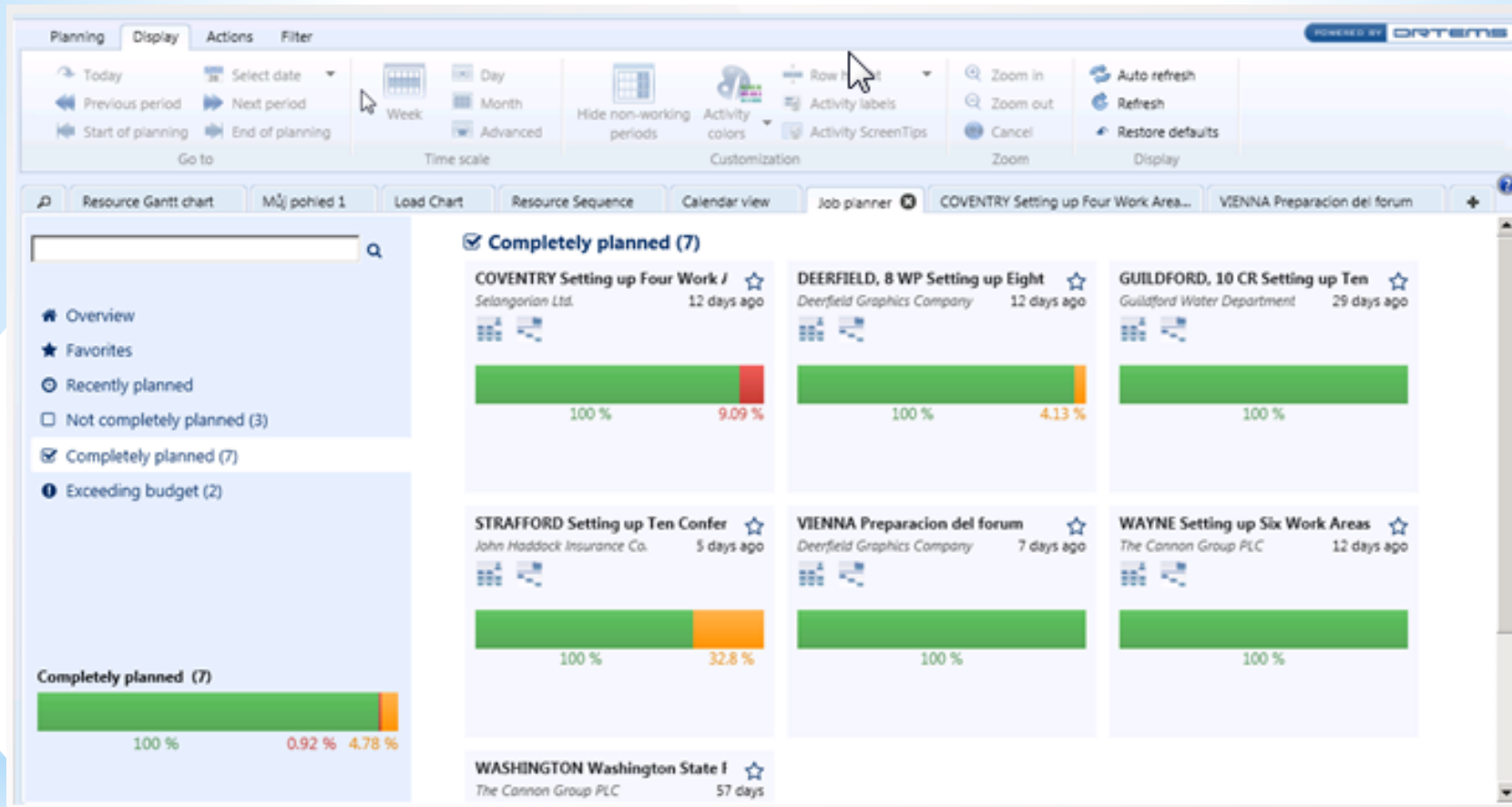
My Notifications (Bottom):

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

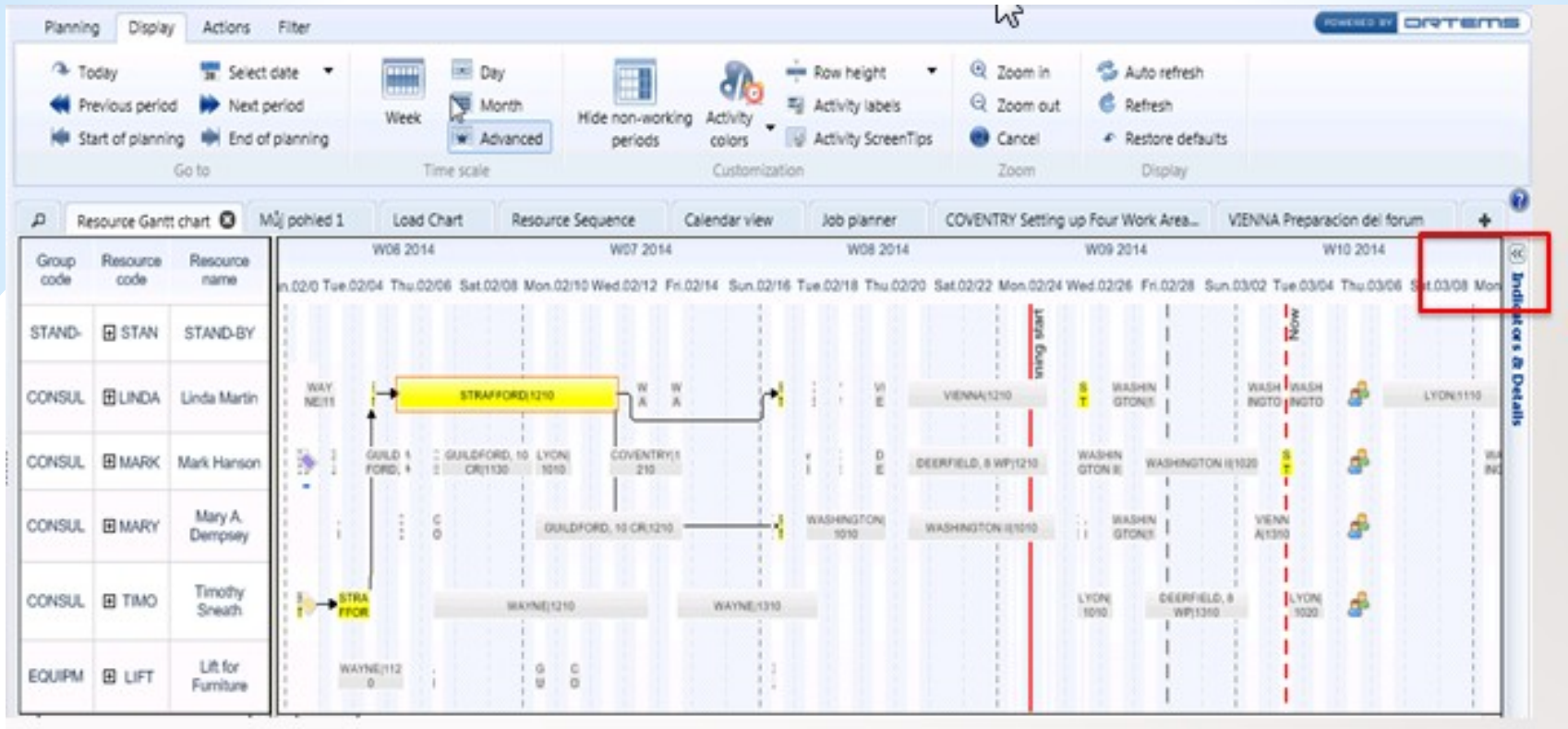
Right Panel Components:

- 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.
- 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.


*Resource planner tool

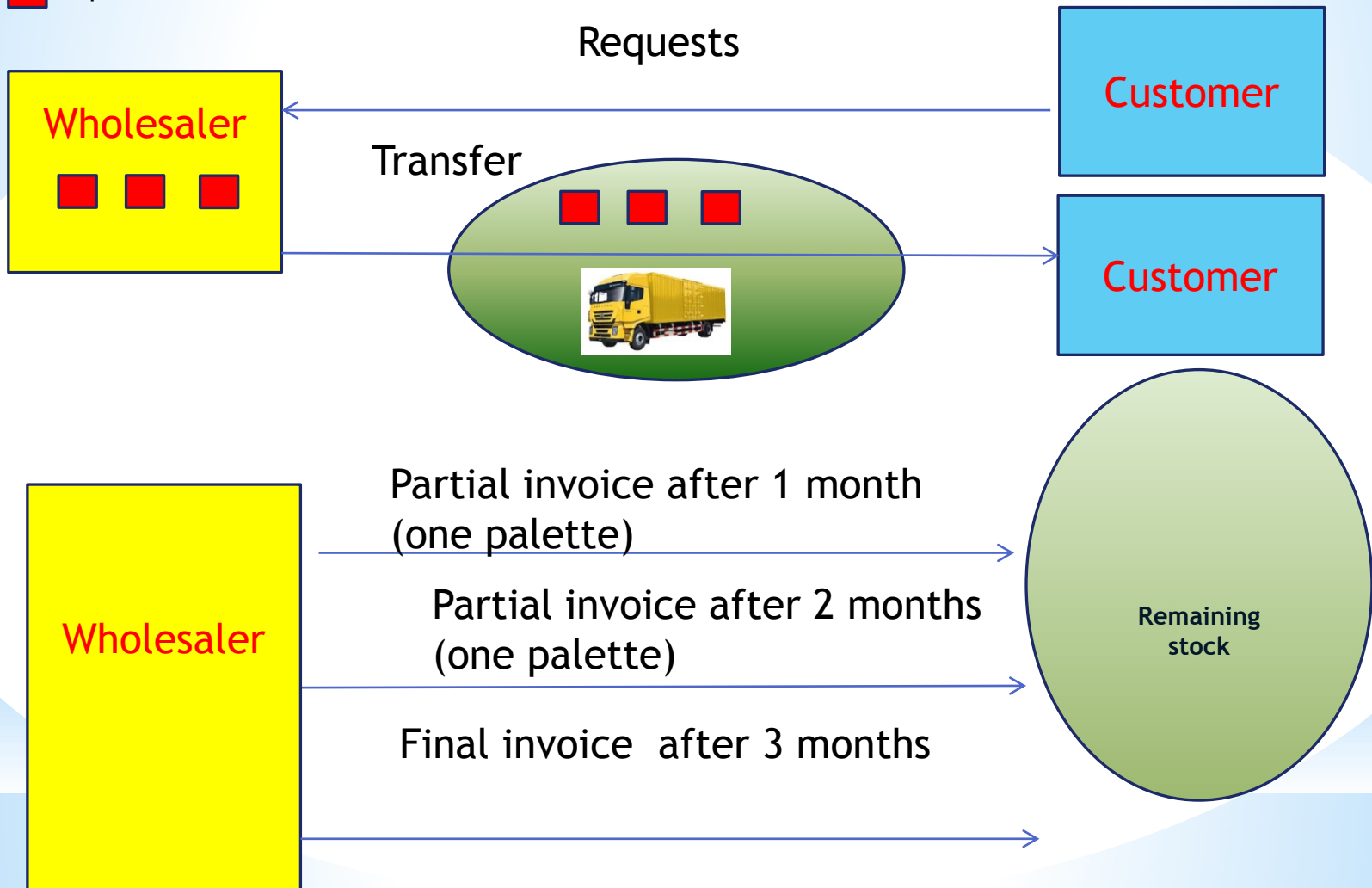


*Resource planner tool



* 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.

FEC Selection - Order POE0000017 - FEC13

DOMOVSKÁ STRÁNKA CRONUS International Ltd. ?

Refresh Find

Page

Opened from Purchase order (MS Dynamics NAV 2013)

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
- *

*Project Management I.

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

*Project Management II.

- * Capacities of the teams unbalanced
- * Underestimation
- * Language barriers (especially understanding)
- * Budget excess (reasons will be explained)
- * Quantity of locations
- * Low margin
- *

* Implementation

- * Data transfer
- * Setup of the system
- * Role Tailored Clients- profiles, Approvals
- * Tests
- * Evaluation
- * Change management
- * Sharp start (Namibia and SA)
- * Closing project
- * Next stages

