

【Application Note】

Procurement, Sales and Inventory Management System

Problem and solution

■ Current operation

Electronics manufacturer X is exporting products manufactured in their Japan factory. They have 20 Sales offices overseas, which report their 3-month sales plan based on past sales performance in Excel spreadsheets to the Tokyo HQ as an email attachment. HQ then uses these reports to plan manufacturing and export quantities.

■ Problem

There is no uniform Excel reporting format; thus, HQ staff must manually aggregate reports, which takes time. Also, since the current system manages past sales performance, manual comparison is required for sales and manufacturing planning.

■ Solution

Lucida Insight prepares and displays a uniform planning sheet for the overseas sales offices. Each office utilizes that sheet to input their plan, which can then be browsed at HQ. Adding to that feature, Lucida Insight enables planners to display past sales performance collected from an existing database with the plan.

■ Effect

HQ efficiency for sales, manufacturing, and export planning has significantly increased.

Spreadsheet sample

■ Procurement/sales/inventory plan sheet

	A	B	C	D	E	F	G	H	I	J	K	L	M	N
1			End of March 2003		April 2003 (set)						May 2003 (set)			
2		Labeled Price	Inventory		Procurement		Sales		Inventory		Procurement		Sales	Invent
3	Product		Plan	Actual	Plan	Actual	Plan	Actual	Plan	Actual	Plan	Actual	Plan	
4	AAA1.000	272.43	100	90	110		100		110		100		100	
5	AAA1.001	283.06												
6	AAA1.002	291.87									50		50	
7	AAA1.003	286.70	200	160	100		200		100		100		100	
8	AAA1.004													
9	BBB1.005	700.44												
10	BBB1.006	105.63	200	175	200		200		200		250		250	
11	BBB1.007	102.29												
12	BBB1.008										100		100	
13	BBB1.009													
14	BBB1.010													
15	CCC1.011													
16	CCC1.012	152.23	340	310	300		300		340		340		340	
17	CCC1.013													
18	CCC1.014													
19	CCC1.015	1,311.68												
20	CCC1.016	1,316.46												
21	DDD1.017													
22	DDD1.018													
23	DDD1.019													
24	DDD1.020													
25	DDD1.021	2,220.01												