

SAMPLE COMPLETED NOMINATION FORM

Part One: Contact Information

Manufacturer Contact Information:

Each Nomination must be approved by a contact at the manufacturer where the project was implemented. If a project was implemented by a vendor, PR company or other third party, we will contract the manufacturer directly to confirm the information submitted before considering the nomination.

Note: A Managing Automation representative will reach out to the contact listed below to confirm their acknowledgment of this application submission.

Contact Name: Emily Sue Sloane	Title: CIO
Company: Winter Group	Address: 555 Sicamore Lane New York, NY 10004
Phone: 212-555-1234	Fax: 212-555-5678
Email: emilysue@wintergroup.com	

Executive Sponsor of Project

The executive-level individual at the manufacturing company who led sponsorship of the project:

Name: Same as above	Title:
Company:	Address:
Phone:	Fax:
Email:	

Nomination Submitted by:

- Manufacturer
- Vendor
- Client
- Other: (please specify) _____

We will use this contact as the primary point of contact for all communications regarding this nomination.

Your Name: Jeff Moad	Title: Executive Editor
Company: Managing Automation	Address: 5 Penn Plaza New York, NY 10001
Phone: 212-546-7895	Fax: 212-546-1230
Email: jmoad@thomaspublishing.com	

Part Two: Company and Initiative/Project Information

Executive sponsor of project

1. Manufacturing Company Information

Company Name: The Winter Group	Address: 555 Sicamore Lane New York, NY 10004
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2. Size of Company/Division (annual sales and/or number of employees)

Annual Revenues (please select)

- Over \$1 billion
- \$500 Million - \$1 Billion
- \$250 Million - \$500 Million
- \$100 Million - \$250 Million
- \$50 Million - \$100 Million
- 25 Million - \$50 Million
- 10 Million - \$25 Million
- 5 Million - \$10 Million
- \$1 Million - \$5 Million
- \$0 - \$1 Million
- Confidential

Number of Employees

- (please select)
- 1,000 or more
 - 500 - 999
 - 100- 499
 - 50-99
 - 20-49
 - Under 20

3. Industry - Select the business category or segment(s) in which your company does business.

- | | |
|---|--|
| <input type="checkbox"/> Aerospace & Defense | <input type="checkbox"/> Instruments & Controls |
| <input type="checkbox"/> Automotive OEM | <input type="checkbox"/> Medical Devices |
| <input type="checkbox"/> Automotive Supplier | <input type="checkbox"/> Metals – Fabrication & Assembly |
| <input type="checkbox"/> Chemicals | <input type="checkbox"/> Metals – Primary (Mills, Foundries) |
| <input type="checkbox"/> Consumer Packaged Goods – Beverage, Tobacco | <input type="checkbox"/> Oil & Gas |
| <input type="checkbox"/> Consumer Packaged Goods – Food Products | <input type="checkbox"/> Other Transportation (Railroad, Ships, Boats) |
| <input type="checkbox"/> Consumer Packaged Goods – House, Health, Beauty Products | <input type="checkbox"/> Pharmaceuticals |
| <input type="checkbox"/> Electrical Equipment | <input type="checkbox"/> Plastics & Rubber Products |
| <input type="checkbox"/> Electronics & Semiconductors | <input type="checkbox"/> Pulp & Paper |
| <input type="checkbox"/> Hi-Tech (Computers, Communications, Office) | <input checked="" type="checkbox"/> Textiles & Apparel |
| <input type="checkbox"/> Industrial/Heavy Equipment & Machinery | <input type="checkbox"/> Miscellaneous Manufacturing |
| <input type="checkbox"/> Other Non-Manufacturing (please specify) _____ | |

4. Products Made: What does your company manufacture? What is the main line of products made?

The Winter Group Inc. engages in the design, manufacture, and sale of wool coats and jackets, outerwear, and sportswear for women and men. The company offers outerwear in fabrics, including wool, wool blends, down, faux fur, leather, suede, denim, corduroy, microfiber, linen, rayon, nylon, and other natural and synthetic blends, as well as fibers.

5. What is the business/technology Initiative/project you are submitting for? State the full initiative/project name and provide a short description of the project itself.

Ecommerce enablement with legacy ERP & EDI

6. Project Overview. Please give an overview of the project/initiative.

Ecommerce Enablement was the fusion of a legacy ERP with a cutting edge EDI application that produced a fully automated, highly visible, real time Ecommerce environment. With the rapid growth of Internet based business opportunities, the existing EDI environment at The Winter Group required the seamless integration of a real time Ecommerce business model while maintaining the legacy business model. With the addition of the Ecommerce business model, The Winter Group is positioned to quickly react to industry commerce changes between new and existing business partners.

High visibility and minimal user impact were pivotal factors required to achieve the success of the project.

- The high visibility factor required alert and update messages to be designed to notify recipients of all critical decisions made by the software and database changes that impact production. These messages are passed to an application controller that performs selective distribution based on values queried from each process. This results in recipients receiving messages applicable only to their department or the specific customers they work with. Messages are delivered by email therefore maximizing real time visibility to the Ecommerce environment.
- Minimal user impacts were mandatory so the legacy business model could continue to function virtually undisturbed. Existing manual procedures were appended with newly designed front end modules that supported the option of running in unattended or manual mode. This approach lessened the user impact of change while creating and invoking a progressive Ecommerce environment.

The existing EDI platform consisted of the basic transaction sets:

- 850 (Purchase order)
- 810 (Invoice)
- 856 (Advance Shipment Notice)

Plus supporting transaction sets:

- 940 (Warehouse Shipping Order)
- 945 (Warehouse Shipping Advice)
- 753 (Request For Routing Instructions)
- 754 (Routing Instructions)

In order to comply with the architecture of Ecommerce additional transaction sets were implemented to augment the implementation of Ecommerce.

The additional transaction sets added were:

- 855 (Purchase Order Acknowledgement)
- 846 (Inventory Advice)

Both transaction sets above are systematically triggered and their contents automatically constructed.

In addition to new EDI transaction sets, CSV (comma delimited) files were introduced for maintaining product catalogs hosted by Ecommerce partners that are not 100% EDI capable. These data files are transmitted to FTP sites using the same communications application deployed for exchanging EDI data.

7. Initiative/Project Objective – What was the rationale for the initiative/project? What were its goals and objectives? How did the project support your company's overall strategy?

In order to maintain the demands of today's aggressive Ecommerce growth and economical challenges, enablement of Ecommerce integration has become the standard for the continued growth and success of supply chain manufacturers. For The Winter Group, failing to meet this initiative for their trading partners was not an option. Their commitment to outstanding quality, value and customer service has brought them to the forefront of the competitive outerwear industry and these values continue to be cultivated.

Most large retailers are becoming Ecommerce enabled and expect their suppliers to follow the trend. Meeting the demands of Ecommerce was no exception for The Winter Group. Beginning in late 2008 with a business model that was not Ecommerce capable, the mandate was quickly met for their first Ecommerce trading partner relationship.

The goal for the new business model was to create a foundation that supports progressive growth, high service levels and a business that sustains collaboration with the initiatives of other Ecommerce enabled partners.

8. Initiative/Project Scope – Which operations, processes, partners and customers were affected and how were they affected?

Ecommerce Enablement required the fusion of a legacy ERP with a modern EDI application to produce a fully automated, high visibility Ecommerce solution. By definition, Ecommerce demands quick throughput of order data, picking, packing and shipping. Prior to Ecommerce enablement, The Winter Group was primarily a batch oriented manufacturer, processing high volume orders with extended shipping windows. Staff was responsible for managing inventories required to satisfy the need of future orders.

Ecommerce Enablement impacted all levels of order processing. Order processing has become a 7 day 24 hour unattended process at The Winter Group. Order processing staff now arrives in the morning to find picking tickets already have been transmitted to remote warehouses for shipping, possibly already shipped and invoiced.

- Order entry
 - EDI purchase order transaction (850) handling was enhanced to allow event triggered, automated processing of orders from selective trading partners
 - Event triggered EDI order confirmation transactions (855) were introduced and included order acceptance codes and a wide array of reasons that orders could be rejected
 - The automation of adding new database records for Ecommerce customers was introduced at order entry time.
 - Event triggered EDI inventory change transactions (846) were introduced to update partners catalog when orders are booked
- Inventory allocation
 - Event triggered inventory allocation procedures were automated to work cohesively with the existing manual process, therefore expediting order throughput.
- Pick ticket and carton/package generation
 - Event triggered pick ticket and carton generation procedures were automated to bypass manual processing, therefore expediting order throughput
 - EDI pick ticket data (940) was designed to transmit automatically to a remote warehouse, triggered by the existence of transaction availability
- Packing and shipping
 - After packing, event triggered EDI shipping advices (945) are received and automatically processed to update order attribute changes, create an electronic bill of lading, invoice (systematic and EDI 810) and EDI Advance Shipment Notice (856)

Order data input at The Winter Group has become virtually non-existent and the execution of order processing routines for Ecommerce enabled trading partners has become automated to a point that exception handling has become the primary role for the handling of these types of orders.

Inventory management is now more demanding due to shorter shipping windows for Ecommerce type orders. Inventory levels must be more closely monitored to ensure immediate product availability. Coordination between manufacturers and importers must be more closely monitored to ensure the continuous and timely flow of product

With Ecommerce Enablement, trading partners of The Winter Group now experience real time throughput of orders, where an order can be available for picking within minutes of receipt. End users (the customer) now experience rapid execution of orders, delivery delays subjected only to the selected delivery method.

9. Initiative/Project Background – Describe the competitive trends in your industry and your company's competitive position prior to the project. How did these conditions impact your project?

Most major retailers have joined the dot com business community to compete for their share of Internet based sales. With this addition to the retailers business model, comes the expectation of their vendors to adapt to this model. The Winter Group was previously not capable of performing under this scenario to stay competitive. The need to meet the demands of the retailers and be capable to partner with potential new Internet based companies was necessary to stay competitive and grow with the changes happening to the supply chain. These industry conditions drove the need for a technology upgrade.

Timing was of the essence. The first new Ecommerce partner was ambitious to start trading with The Winter Group during the project design phase so adjustments to project priorities were successfully executed to satisfy the business demands without sacrificing the integrity of the project.

10. Initiative/Project Technologies Employed – What technologies were used to support this project? In each applicable category, below, indentify the product and vendor.

Design/Development (i.e. CAD, CAE, Product Lifecycle Management (PLM), Product Data Management (PDM))	
Products Used	Vendor
CAD, CAE, PLM	Microsoft Visio & Excel

Computer Hardware Platform – (i.e. Computer hardware system, Operating system; Database management system)	
Products Used	Vendor
IBM iSeries	OS400

Enterprise Applications Software (i.e. Enterprise Resource Planning (ERP) System; Supply Chain Management (SCM) System; Customer Relationship Management (CRM) System)	
Products Used	Vendor
ERP & SCM	ACS Optima

Control/Automation System (i.e. Programmable Logic Controller (PLC); Distributed Control System (DCS); control architecture)	
Products Used	Vendor
All control architecture provided by The Supervisor® and NeO Commerce	EDI Pros, Inc.

Networking/Communications Technologies: (Industrial Network, Wireless Network)	
Products Used	Vendor
N/A	

11. Project Timeline. When was this project undertaken and completed?

Project initiation was December, 2008 Final phase completion was December, 2009
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12. Achievements – What key business processes were improved with this project and how?

With Ecommerce enablement, all internal handling of orders has become automated so information throughput occurs in a matter of minutes, providing all edits have passed ERP requirements and trading partner compliance tests. In the event of exceptions, email alerts are sent to the applicable recipient(s) so issues are resolved in a timely manner. Inventory levels are automatically reported to sales staff and the trading partner as each order is processed and weekly inventory recaps are submitted on a scheduled basis. All Ecommerce based functions are executed using an application controller that monitors and reports all configured activities, and deploys a 7/24/365 scheduler creating a real time processing environment. The features of Ecommerce enablement not only satisfied the requirements for Ecommerce, but augmented the application environment so all legacy processing models can easily migrate to an automated lifecycle.

13. Return on Investment – What was the cost of the project in terms of financial and other resources? What specific hard and soft benefits did your company realize from the project? Where possible, provide information on financial returns and metrics on specific process improvements.

Overall financial cost was approximately \$60,000 for outsourced resources during the 12 month duration. Internal resource impacts were minimal, therefore immeasurable.

Improving existing and developing new customer relationships created opportunities for current and future sales growth. Without Ecommerce Enablement, new dot com trading partner relationships would not be possible and business growth would be flat or declining. Sales revenue from Ecommerce based orders began in March of 2009 and has been on a steady incline since that time. The measurable return on investment from increased sales revenues is expected to be realized within 24 months of March, 2009. Other operational cost reductions recognized as a result of the automation aspect of this project will impact the estimated ROI window.

Business functions improved through the implementation of Ecommerce Enablement:

- Visibility of systems operations
 - 100% improvement
- Order throughput
 - Created option to process using a single scheduled task rather than from manually controlling through multiple departments
 - Reduced data throughput from receipt by 75%
- Customer satisfaction
 - Satisfied list of partners waiting for Ecommerce enablement
- Ability to add new Ecommerce customers
 - 100% improvement
- Labor efficiency
 - Significant movement toward minimizing hands on data input and processing
- ERP life span
 - Extended by 5-10 years

PART THREE: Progressive Manufacturing Award Categories

For Which Disciplines Are You Submitting?

You may choose to enter this project in one category or multiple categories. If your nomination is accepted in multiple categories, it will be considered for the Progressive Manufacturer of the Year award as well as the Progressive Manufacturing 100 Award. Editors may change selected categories when appropriate.

Managing Automation will determine a primary category for each nomination, based on your selection and our review of the nomination. Candidates for the progressive Manufacturer of the Year Awards will be selected by the judges from among all nominees

Please select the category that you would like your project to be considered for. Description of the categories can be found via our website at <http://www.managingautomation.com/awards/categories.aspx>.

Please choose both the categories that you would like your project to be considered in and the sub-categories that best describes your project.

Business Model Mastery

- Model Replacement
- Model Addition
- Model Overhaul
- Other

Education & Training Mastery

- Corporate Training Initiative
- Professional Development
- Advocacy and Awareness
- Other

Customer Mastery

- Order Management
- Service & Support
- CRM Development
- Other

Innovation Mastery

- Product Lifecycle Management Deployment
- Digital Factory
- Breakthrough Product
- Other

Operational Excellence

- Continuous Improvement
- Wireless Networking
- Automation Platforms
- Other

Leadership Mastery

- Leadership Development Program
- Sustainability Leadership
- Industry Leadership
- Other

Data & Integration Mastery

- Enterprise Intelligence
- Enterprise Integration
- Enterprise Applications
- Other

Supply Network Mastery

- Demand Planning
- Sourcing
- Supply Chain Execution
- Other

PART FOUR: Payment Information

There is a **\$250** fee per nomination submission. Payment must be submitted along with the nomination form in order to be considered. You will receive an email notification that your form has been submitted and payment has been processed within 48hrs upon receipt.

No refunds will be issued.

If you have been provided with a nomination code, please enter it here: _____

Pay with Credit Card



Enter your billing information

Name (as it appears on credit card)	
Credit Card #:	Expiration Date:
Signature:	
Billing Address:	Contact Name:
Phone	Email

**PLEASE EMAIL YOUR COMPLETED FORM TO
awards@thomaspublishing.com**

Thank you for submitting your project for the 2011 Progressive Manufacturing Awards!

PM100 winners will be announced in February 2011 and recognized at the **Manufacturing Leadership Summit**, May 9-11, 2011 at the Breakers Hotel in Palm Beach, FL.

If you have any questions please contact us at summit@thomaspublishing.com.