



Apparel Manufacturer Needs Flexible Enterprise System

This Texas apparel manufacturer turned to Titan to decrease product development and deployment time throughout the enterprise.

New Product Introduction

"We have a strong array of product which sells throughout the year, but the business is rapidly growing with our seasonal items. We were faced with the daunting task of replacing 3,000 to 5,000 SKUs every six months. We simply couldn't manage the data with our existing systems anymore."

"We have a solid reputation that spans more than 50 years. We're not putting that on the line. The implementation had to be done right the first time and it must be done quickly."

"Our customers depend on us to have product available. If we don't have it in stock when they need it, then they simply order from someone and they may not order again during the season. We must be ready when they need product. Backorders are unacceptable."

The Need for Details

"Some folks don't realize the complexity of apparel manufacturing. For instance, when you see a shirt for sale oftentimes there are as many as 30 different SKUs involved. The shirt may be available in say, five sizes and six colors. Now you have 30 different items to design, cost, manufacture, and stock."

"It was fortunate for us, that Poiema has a strong manufacturing background."

"We had additional hurdles to overcome such as: employee pay, inventory control, edi interfaces with our customers, and accounts receivables."

Lofty Goals

Management's directives:

- 100% Integration with every aspect of the enterprise.
- Must be able to design and cost 3,000 to 5,000 finished goods twice a year.
- Complete redesign of all manufacturing floor paperwork.
- No manual data entry - anywhere.
- Labor collection must be quick, accurate, and painless.
- All machine operators are paid on a piece work basis.

- English and Spanish instructions within user interface.
- Complete payroll integration.
- EDI integration for all major retailers.
- Full MRP reporting on all levels including buttons and snaps!

Product Engineering

"You simply cannot afford to start the manufacturing process if everything isn't in place. We used Titan's Bill of Materials, Costing, and Purchasing system to prime the MRP run. From there it was a simple task to identify all of the items needed for manufacturing. It saved us a tremendous amount of time."

"In addition, our costing visibility was greatly improved. We were able to spot those areas where fabric utilization was higher than we previously thought. Better product information gave us better data which in turn helps us make better decisions."

Going Live

"Due to the failing of our existing system, we were required to go from concept to full production within 12 weeks. This included all training, data entry, forms, and modifications. Through every step of the way, Poima was there to hold our hand. When it came time for the cutover, it was a cinch."

Products Used

- Software: Titan
- Modules Installed: Accounts Receivable, Accounts Payable, General Ledger, Inventory Management, Order Processing, Purchasing, Bills of Materials and Routings, MRP, Production Activity Control, Data Collection, EDI, Payroll, and Titan Utilities
- Printers: Zebra / Genicom
- Scanners: Symbol / Monarch
- Users: 35 Concurrent / 200 Manufacturing
- Environment: Ultra clean manufacturing and distribution facility.
- Active Inventory Items: 6000+