

"Avery Dennison continues to benefit from the expertise of JMS, particularly in the area of customer service and supply chain management programs. Working with a results-driven company with such quick turnaround, allows us to take advantage of new business practices while others are still thinking about it."

*Jim Seafort, Avery Dennison V.P. Customer Service, Logistics, and eCommerce*

## Slashing Avery Dennison's inventory while improving customer service



Avery Dennison's self-adhesive technology and applications are an integral part of products used in virtually every major market and industry, with active product sales currently recorded in 89 countries worldwide.

As an organization, Avery focuses its efforts on double digit earnings growth along with improving sales. To help achieve these ends, there has been a recent flurry of acquisitions which required a solution that would install fast and improve the planning process for these new additions.

Executive, Jim Seafort, searched for a planning and forecasting package with a rapid implementation process and short learning curve.

What did Jim find? Jada Management's Supply Chain Planning solution with its graphical, intuitive user interface and built-in integration met the requirements.

### Why SCP from Jada Management Systems (JMS)?

JMS has created an easy-to-implement, easy-to-use forecasting and planning system that meets the needs for internal operations planning, sales forecasting, customer communication of forecast, as well as vendor managed inventory.

### What makes JMS different from other solution vendors for Avery?

- Always willing to change and available to meet customers' needs.
- Fastest ROI: Return on investment varied from 2 months to just short of 12 months.
- Allows for variable modes of input so you do not have to force your customers/partners to only use a specified format
- Incredibly flexible. JMS is flexible and responsive to changing business requirements.
- Very little/no IT support required to implement or support.

### Challenges:

- Price pressures due to competitive environment
- Cost reductions
- Fast response to changing customer demand

### Solutions:

- Increase velocity of planning cycle
- Optimize inventory turns
- Improve customer service

### Results:

- Improved customer service from 79% to 85%
- Improved inventory turns from 9 to 19
- Increased sales with customer partnerships

**Avery Dennison** is a Fortune 500 company with annual sales exceeding \$4.2 billion for 2002, and employing more than 20,500 men and women in more than 200 manufacturing facilities and sales offices in 39 countries around the world