



# Consumer Products Migration from JDA to SAP APO

## A Single-Footprint ERP/APS Solution To Drive Bottom-Line Value

After making the strategic decision to move from a hybrid ERP and APS solution to a single-vendor footprint, business leaders with this U.S. sausage producer found themselves faced with a difficult decision — what to do first. With an outdated Manugistics planning solution, coupled with a de-supported software version, continued investment in the Manugistics solution (while embarking on a robust SAP implementation) was not a cost-effective option for the company for either the short or long term.

Implementing APO would provide the best cost alternative, while allowing parallel R3 design to occur. Applying focus on the SNP and DP modules would be a building block in a company-wide move to enhance both ERP and APS solutions, enabling the company to achieve new heights with a system ready to support them for the next decade and beyond.

Following client completion of the blueprint phase, Spinnaker's staff began a rapid yet thorough review and system configuration to support the demand planning effort. Within three months the application was configured, including inbound data feeds recycled from the existing Manugistics implementation, and detailed business scenario testing began.

“The well-detailed blueprint design and process documentation enabled rapid set up and design supporting all processes encompassing short-, medium-, and long-term planning, including VMI — a real tough nut to crack in the meat industry,” says Spinnaker's VP, John Sharkey.

“By implementing a solution which encompassed best business practice, and laying the framework for VMI planning, these business leaders achieved their goal of becoming not only a world-class sausage company, but a world-class company — period! Implementing APO was the first step in their monumental transformation. Spinnaker is proud to have been a bricklayer in building this new foundation.”

**About Spinnaker:**

Spinnaker is a supply chain services company that helps clients grow, manage risk, reduce costs, and improve customer service by developing world-class supply chain capabilities. Our services help clients develop the right supply chain strategy for their business challenges and implement the process and technology solutions to improve Demand/Supply Planning, Procurement and Sourcing, Logistics and Warehousing, and Reverse Logistics business performance. Spinnaker offers a unique service delivery model that combines the strength of deeply experienced management and technology consultants with a seasoned team of business process outsourcing (BPO) and 3rd-party logistics (3PL) professionals. Founded in 2002, Spinnaker has offices in Boston, Columbus, Denver, Houston, Memphis, Pittsburgh, London, and Singapore.

**Contacts Us:**

 Phone: 877-476-0576

 Email: [info@spinnakermgmt.com](mailto:info@spinnakermgmt.com)