



Panduit Benefits From Novel Use of Pan-Pro SCO/VMI System

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Panduit Corp. needed a solution. “How could we do a better job of understanding our currency exposures around the globe?” asked Mark Stelmar, Panduit’s Corporate Controller. Struggling with a mismatch between manual forecasts from manufacturing and sales, Panduit knew there had to be a better way. But did this mean yet another project that had to wait for one of businesses’ scarcest resources, Information Technology?

“We needed a way to produce statistically valid forecasts of our various currency exposures, as a balance to the inherent biases in consensus forecasting, but we didn’t want to make a large investment in becoming forecasting experts”. “With spreadsheets, manufacturing and marketing consensus forecasts, we had information, but how reliable could it be? Panduit’s executives wanted a closed process; controllable and repeatable.”

The solution to Panduit’s requirement was already available. As a Pan-Pro client, Panduit had a sophisticated forecasting system in place, ready to meet their business need. “Pan-Pro is known for their superior supply chain optimization systems, but the full automation of their system makes it easy to overlook the best of breed forecasting and forecasting enhancements embedded in their software, said Bernie Westapher, Senior VP of Panduit. Consulting with Panduit’s finance group, Pan-Pro proposed to pilot this novel use of the system, and to help Panduit exploit Pan-Pro’s capabilities.

Pan-Pro’s Supply Channel Optimization program contains embedded state of the art statistical forecasting, and proprietary features to enhance the usefulness and validity of forecasts.

“Forecasts are great planning tools, but there is always a risk with relying on forecasts alone. With Pan-Pro’s proprietary ‘range of variation’ metric (RAD) and an assessment of the quality of the historical data, we help in understanding the range of that risk” said Thomas Kozak, President of Pan-Pro.

Mark said “with Pan-Pro, I was able to deliver: pilot results for my management team in 2 days, and after 2 months of seeing the value of Pan-Pro’s forecasting, we have gone from pilot to production”.

PANDUIT is a leading, world-class developer and provider of innovative networking and electrical solutions. For more than 50 years, *Panduit* has engineered and manufactured end-to-end solutions that assist our customers in the deployment of the latest technologies. Our global expertise and strong industry relationships make *Panduit* a valuable and trusted partner dedicated to delivering technology-driven solutions and unmatched service. Through our commitment to innovation, quality and service, *Panduit* creates competitive advantages to earn customer preference. To learn about Panduit and their SCO / VMI program, contact:

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Pan-Pro L.L.C is a leading provider of automated Supply Channel Optimization and replenishment systems for manufacturers operating in industrial/commercial industries. The core value of the Pan-Pro solution is in improving sales via optimal product availability while eliminating costs for the entire supply chain. To learn about Pan-Pro’s SCO program, RAD, IDO™, VMI and the Pan-Pro Client Community, contact:

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