

# SUCCESS

## technology@work

Providing Revolutionary IT and Supply Chain Solutions

*We are committed to expanding supplier diversity and doing business with companies with a history of success and a culture of speed and flexibility.*

### **Business Challenge**

*Dell wanted to streamline their manufacturing supply chain through consolidation of more than 40 suppliers and the use of electronic management tools.*

### **Technology Solution**

*WWT developed a single-supplier solution utilizing wireless technology, B2B systems integration and a robust back-office infrastructure.*

### **Payoff**

*Dell saw immediate consolidation of supply chain management and control, leading to cost savings, operational efficiencies and better visibility and control of entire supply chain.*

### **World Wide Technology Successfully Consolidates Dell's Supply Chain**

For many years, Dell's manufacturing supply chain, which uses more than forty (40) different suppliers, was without central management and control. In addition, tracking, coordinating and accounting for materials was a cumbersome manual process.

WWT responded to Dell's needs with a multi-year contract to provide Vendor Managed Inventory (VMI) services for Dell's manufacturing and distribution facilities. WWT is now responsible for the procurement, inventory management and distribution of expense material incorporated into Dell's finished goods. Materials are delivered to the Dell manufacturing site just-in-time after replenishment signals are generated by WWT Site Coordinators using Radio Frequency (RF) devices.

Demonstrating their deployment speed and flexibility, WWT had created a completely new process for Dell, and deployed

that new process just two months following award of contract.

WWT successfully implemented this program by utilizing process analysis and technology to communicate information in a real time manner. WWT's suite of web-based e-Business tools is at the heart of the solution. A member of Dell's supply chain management team noted, "Our new program with World Wide has created new efficiencies and simplicity in our supply chain. Consolidating supply chain management with a single entity has eliminated a lot of waste."

The previous model had each supplier managing their own inventory in the Dell facility with a buffer stock in the supplier's distribution centers. This new process, with an independent party managing all supply chain issues, has created a large reduction in necessary labor and has positively impacted Dell's bottom line.

### **At a Glance**

- 70% reduction in procurement labor
- 30% reduction in accounting labor
- Consolidation of more than 40 suppliers into a single supply source
- All order processing and tracking converted to e-Business platform
- Dell realizes full Continuity of Supply



World Wide Technology, Inc.

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