

Maximising the Potential of Systems Integration

David Smith

Macmillan Distribution (MDL)



MACMILLAN

Macmillan Distribution (MDL)

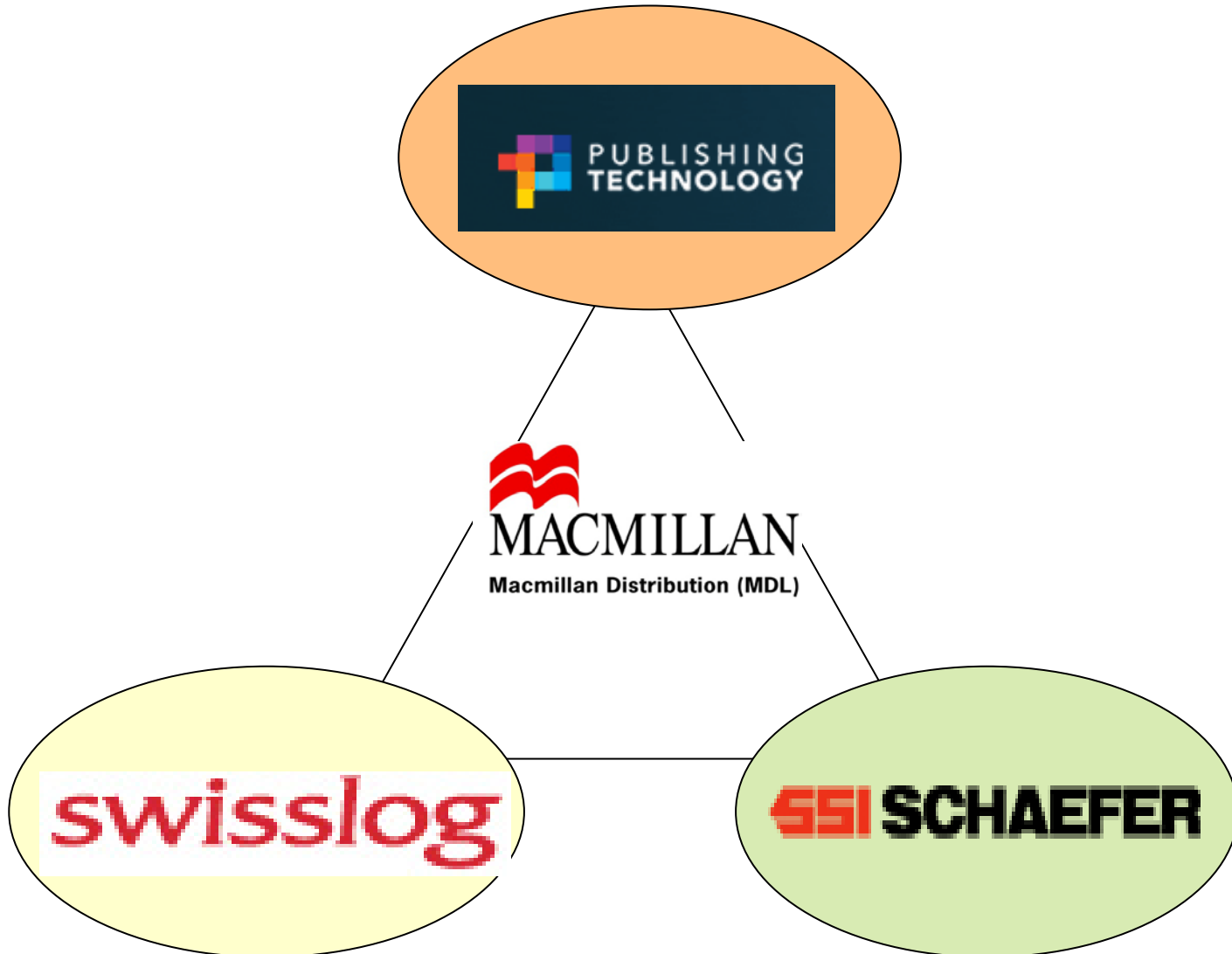
Systems Integration



MDL's profile

- 50% Macmillan, 50% Third Party
- 45000 ISBNs or editions in stock
- 6000 ISBNs – printed on demand
- 56 million books shipped
- 5.2 million order lines

Subsystems



MDL's Commercial System



Warehouse Management System



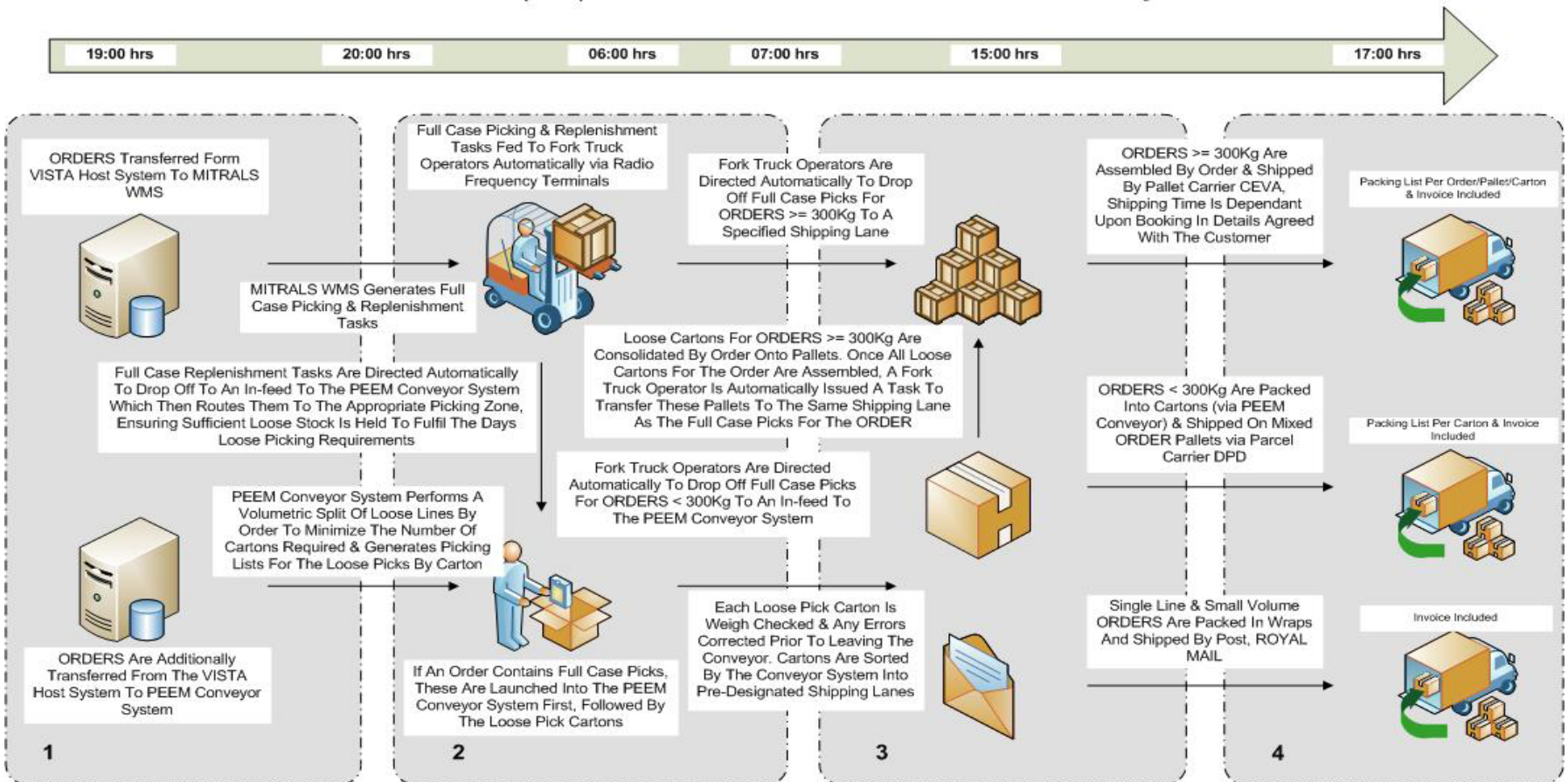
Order Forwarding Conveyor



Integrating Systems



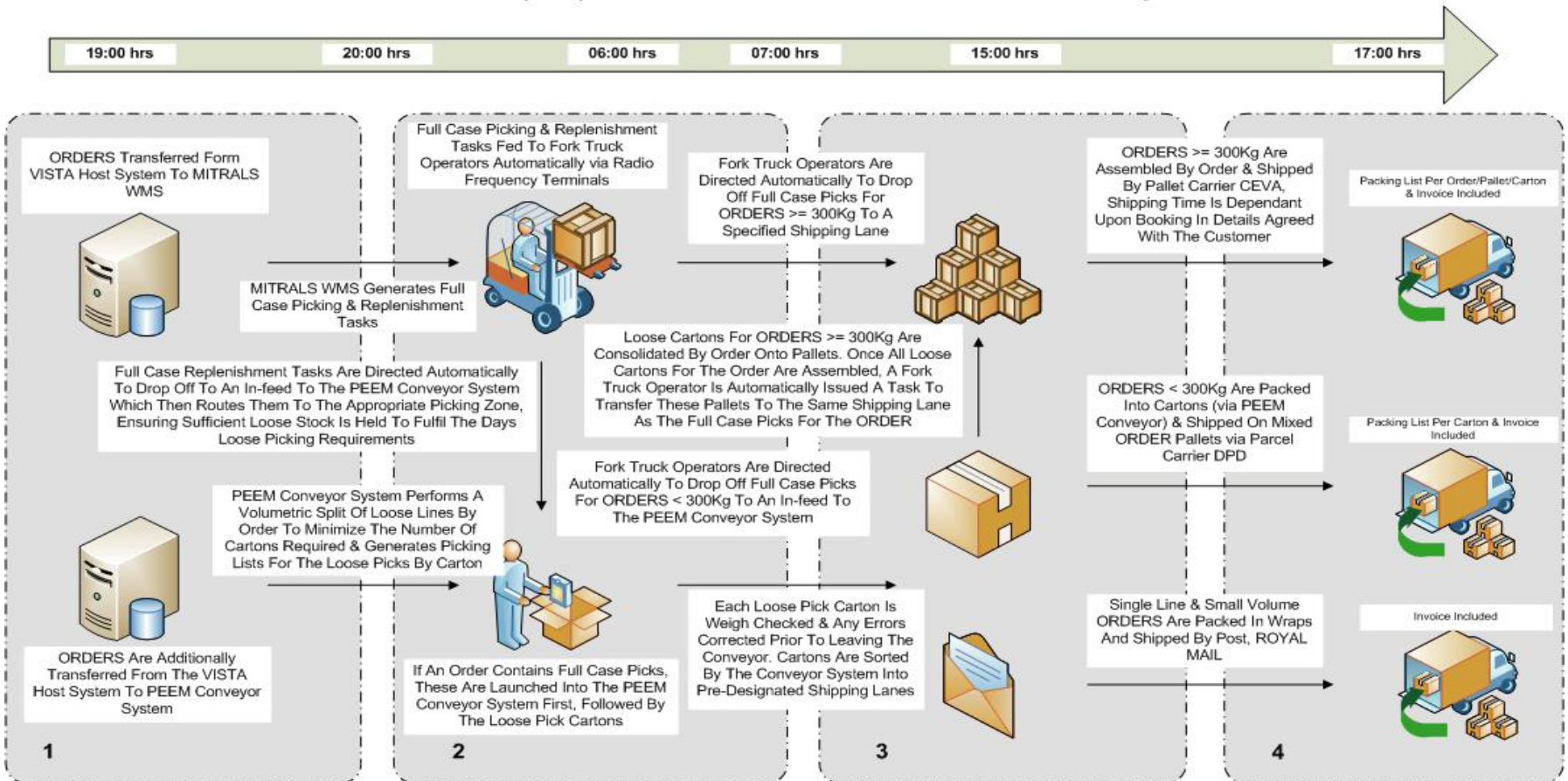
MACMILLAN DISTRIBUTION (MDL) – Swansea Distribution Centre – Workflow For 'Key Account' ORDERS



Integrating Systems (Swisslog)



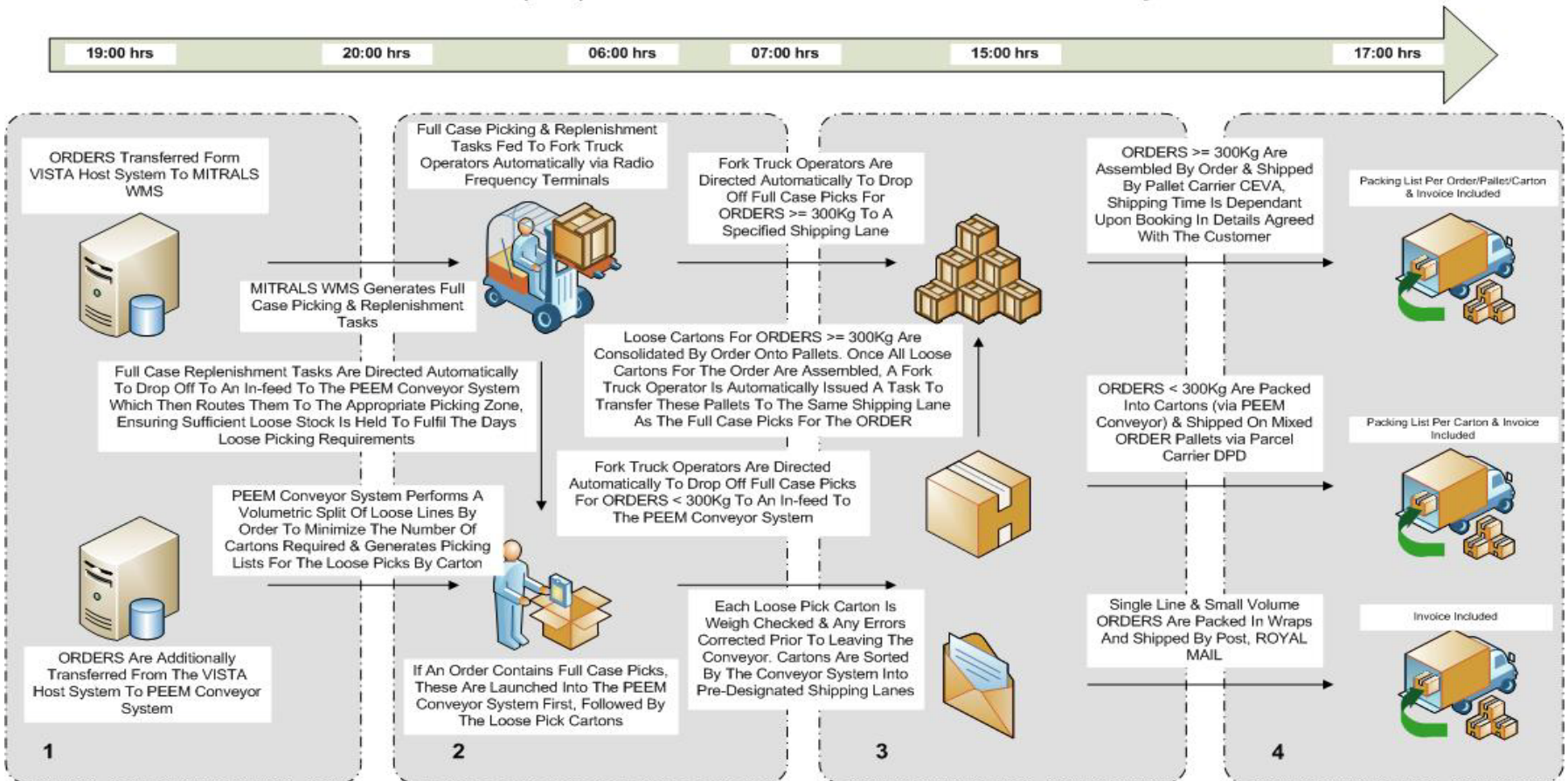
MACMILLAN DISTRIBUTION (MDL) – Swansea Distribution Centre – Workflow For 'Key Account' ORDERS



Integrating Systems (PEEM)



MACMILLAN DISTRIBUTION (MDL) – Swansea Distribution Centre – Workflow For 'Key Account' ORDERS



Where is My Order ?



Order & Payments To:-
MACMILLAN DISTRIBUTION (MDL)

Telephone +44 (0) 1256 329242
Fax (Home) +44 (0) 1256 812521
+44 (0) 1256 812558

ADVISE NOTE

NUMBER

57352373

Vista Client Menu System

File Edit Action Help



Invoice : 5273977 Fwd Ctns: 10 Ord Stat: Complete Date: 18-05-10
Carton/Sbn: Blk Ctns: 1 Ord Type: Large Site: Swansea

310422
millan Direct
56 302699

CARTONS

Crt	Empty	Full
001	0	
002	0	
003	0	
004	0	
005	0	
006	0	
007	0	
008	0	
009	0	
010	0	
011	0	



Fwd Ctns: 10 Ord Stat: Complete Date: 18-05-10

18-05-10 Finish Date: 19-05-10
8:22:56 Finish Time: 11:34:42

Carton Data

Pick Lines : 0024
Pick Books : 0039
Parcel No : 216448799767
Trackback : 068457512N

Misc Data

Inv Ctn : N
Run Mode : DAYEND
Launch Zone: Order Launch

Select

Exit

<< Previous

Next >>

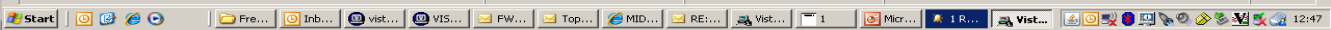
BOOKS
LINES
WEIGHT 6.941
CARTONS 1
INV. DISTR. 100000

BRICK
TYPE
SPOOL FILE NA

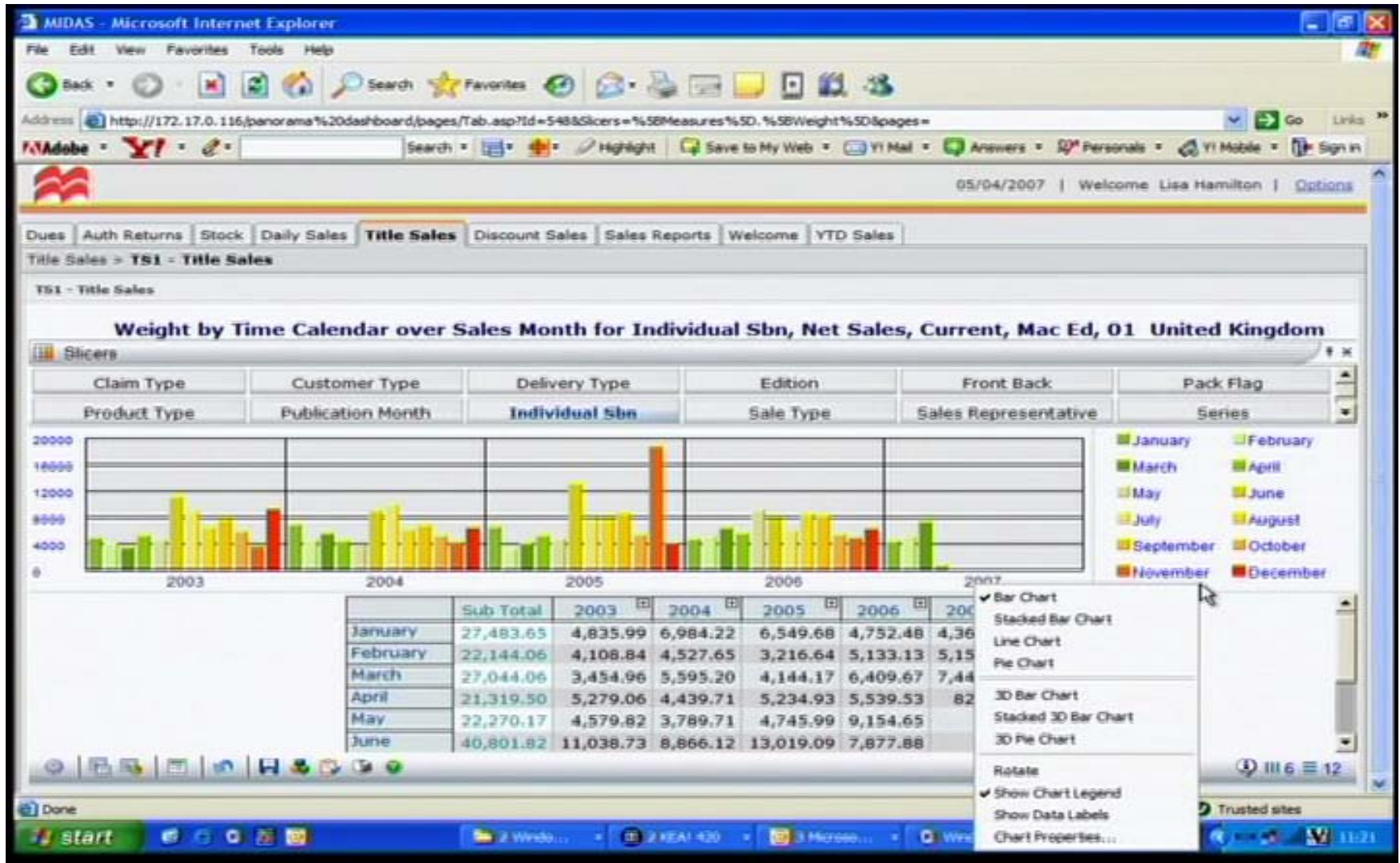
5 of 11 Items

Swansea Conveyor Enquiry

SCQ



Mark Walker's Sales Data Warehouse



Customer Slicer

- Home by individual account , chain or market segment
- Export by individual account, country or region
- Customer type
- Discounts and discount breaks
- Pre-authorized and actual returns

Product Slicer

- By publisher, by imprint, by section
- By series or by author or by title
- Front list or back list
- Hardback or paperback
- Physical or digital

Time Slicer

- This year, last year, MAT or LMAT
- Last month, Last month last year
- This month,
- Last week
- Yesterday
- Any day of the week

Mix and Match

Customer

- Home by individual account , chain or market segment

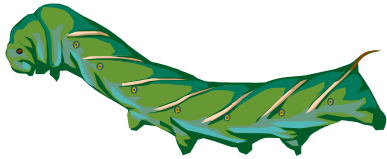
Product

- By publisher, by imprint, by section

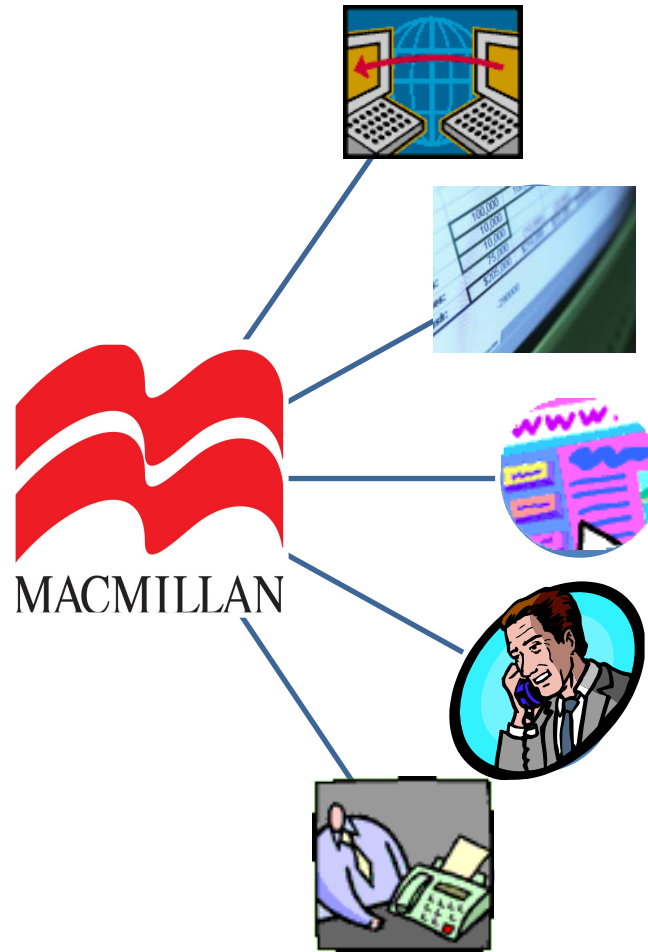
Time

- This year, last year, MAT or LMAT

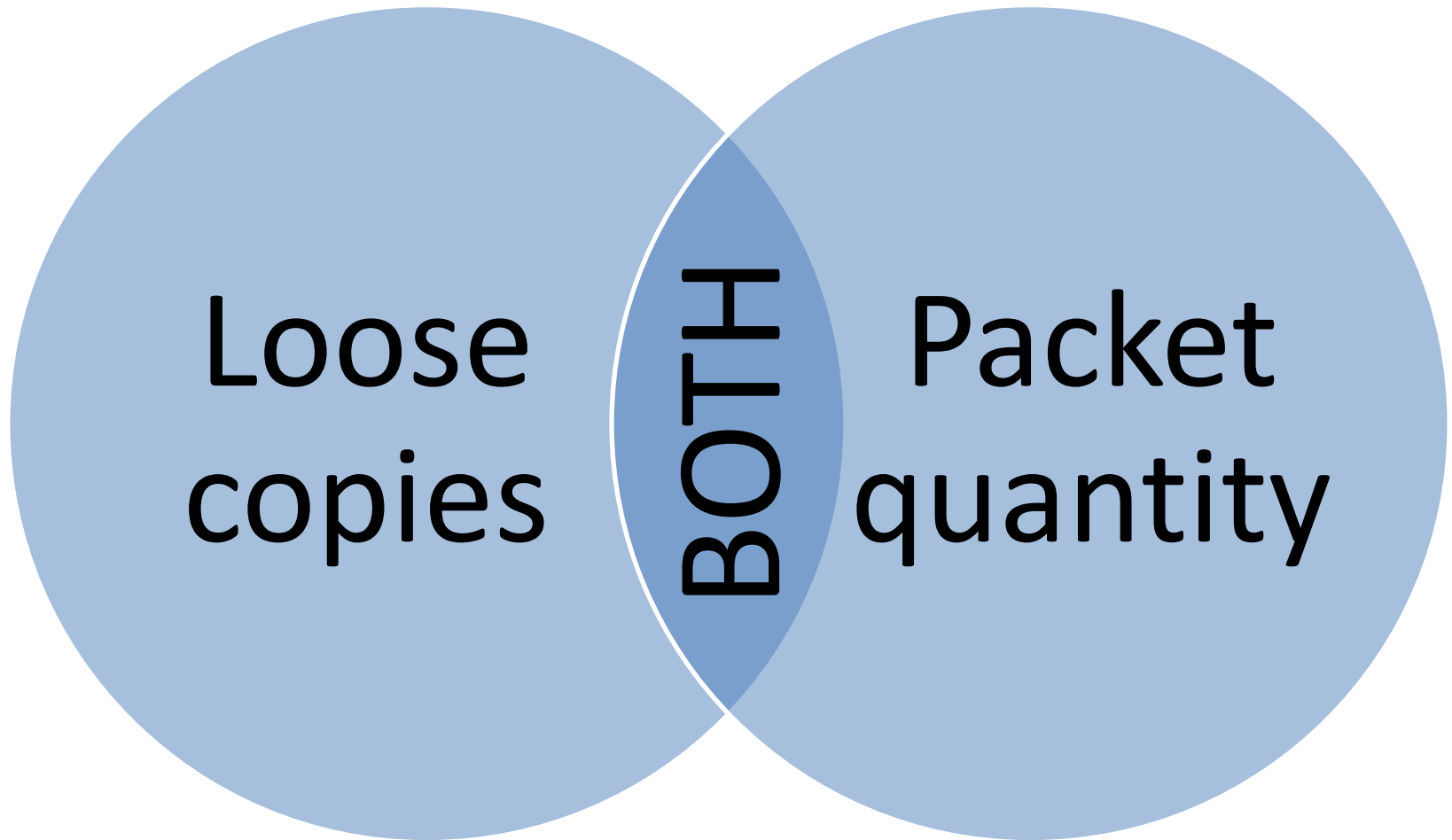
Metamorphosis



Order Source



Picking Process



Loose
copies

BOTH

Packet
quantity

Despatch Data



Macmillan Distribution (MDL)

Service Level Used



Macmillan Distribution (MDL)

Number of Parcels



Macmillan Distribution (MDL)

Number of Pallets



Macmillan Distribution (MDL)

Cost of Parcel or Pallet by service level

Despatch Ratios



Macmillan Distribution (MDL)

Cost of freight as percentage of sales



Macmillan Distribution (MDL)

Cost per kilo



Macmillan Distribution (MDL)

Cost per unit

Credit Terms

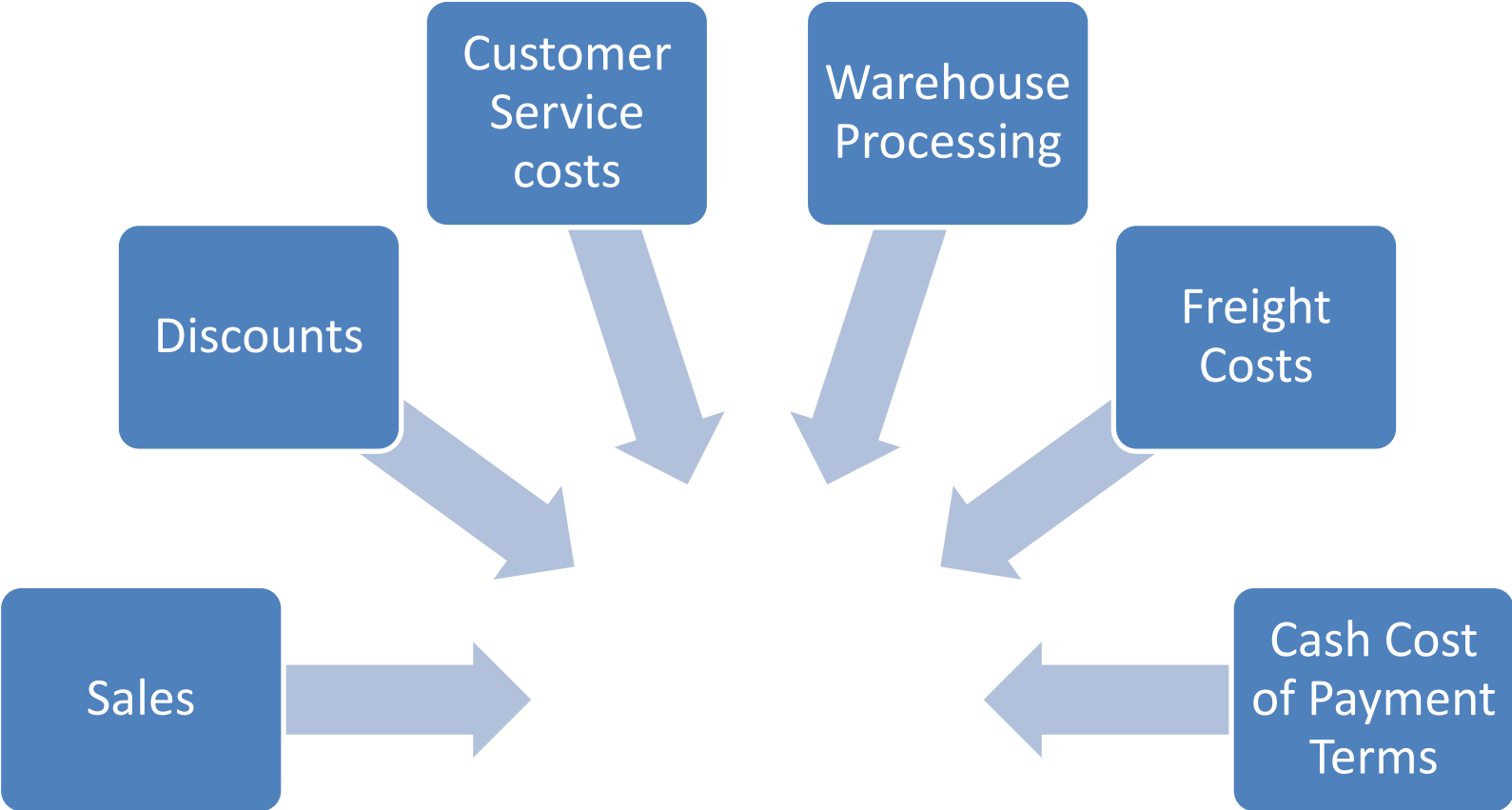


Underlying DSOs

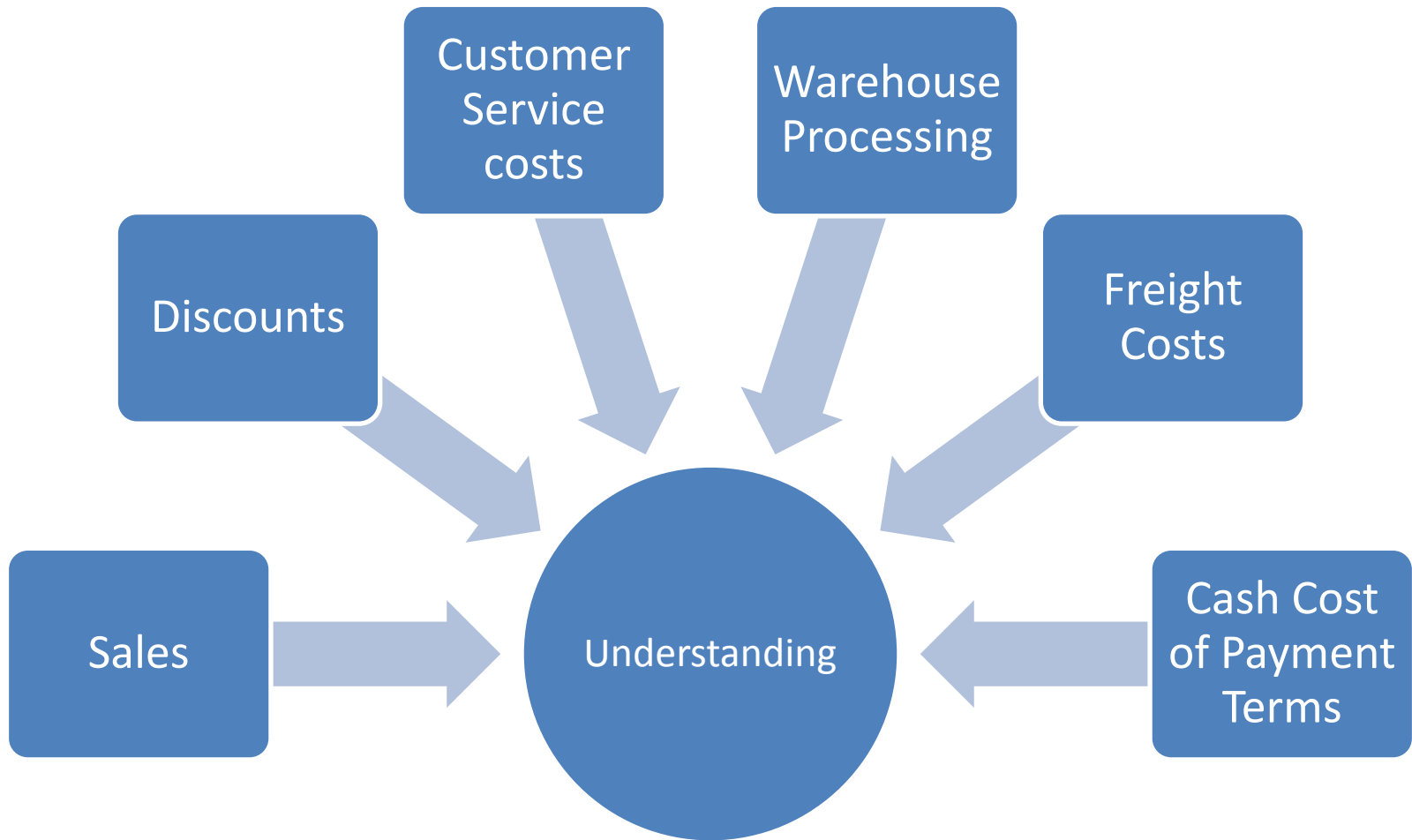


Actual achieved
DSOs

Maximising the Potential of Systems Integration



Maximising the Potential of Systems Integration





MIDAS Support > Customer Profile

PR4 - Total view

Total View - Home, <30%, Individual Sbn, Current, Net Sales, Hard Back

- Slicers
- Forecasts
 - Forecast Type
 - Front Back
 - Inco Terms
 - Invoice Group
 - Ledger Document Type
 - Ledger Publishers
 - Ledger Transaction Type
 - Weight Band
 - New Book Group
 - Copies Band

	Quantity	Net Value	Discount %	Average Invoice Value	Electronic Line %	MDL Error Ratio %	(Freight + Packing - Charged) %	Looselines	Packlines	Net Lines	Line Value	Books per Line
2008	48,622	2,022,117	25.402%	344.70	80.24%	0.53%	2.08%	1,485,268	81,752	36,732	55.05	1.32
2009	43,875	1,848,424	25.700%	506.25	81.14%	0.32%	1.62%	1,138,311	62,870	36,006	51.34	1.22
2010	42,233	1,759,912	26.122%	734.46	87.94%	0.16%	1.38%	946,373	62,177	31,946	55.09	1.32
2011												
January 2011	3,543	145,030	26.147%	585.11	91.16%	0.19%	1.88%	75,257	4,651	2,667	54.38	1.33
February 2011	4,362	166,040	26.645%	434.52	91.73%	0.03%	1.90%	65,996	3,645	3,153	52.66	1.38
March 2011	3,080	111,376	25.618%	624.41	86.09%	0.80%	1.72%	63,216	4,017	2,383	46.74	1.29

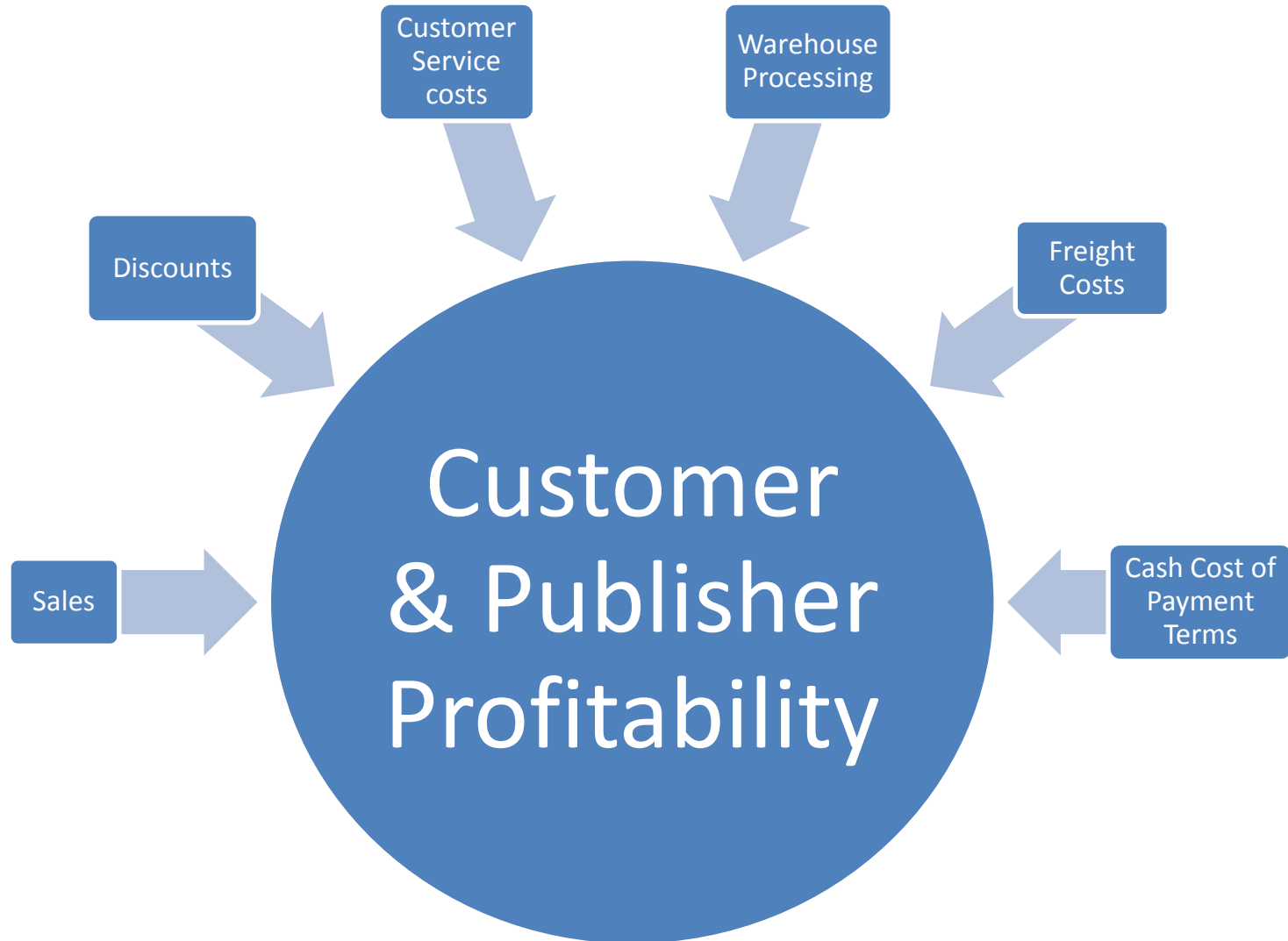
DP2 - Despatch Invoices by Day

	Day 0		Day 1		Day 2		Day 3		Day 4		Day 5
	Num Invs	Despatch%	Num Invs	Despatch%	Num Invs	Despatch%	Num Invs	Despatch%	Num Invs	Despatch%	Num Invs
2010	12,304	3.99%	159,991	51.92%	51,667	16.77%	14,082	4.57%	2,774	.90%	1,277
2011											
January 2011	924	4.28%	13,902	64.33%	1,806	8.36%	293	1.36%	128	.59%	124
February 2011	943	4.12%	15,399	67.35%	947	4.14%	128	.56%	75	.33%	140
March 2011	1,306	4.69%	19,530	70.13%	1,584	5.69%	148	.53%	93	.33%	196

Pr3 - DSO

	DSO
2007	75.80
2008	75.58
2009	68.36
2010	66.40
2011	68.54

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We can still dive deeper!

Driver
waiting time

Pallet
transfers

Global
Freight

Marketing
costs

Unit costs

What's the answer?

