

Customer Success Story

Improving Purchase Order Cycle Time & Manufacturing Cycle Time Challenges

- The industry-leading producer of inorganic membranes & filtration products was experiencing long purchase order cycle times due to international shipment lags. Delayed purchase orders (PO) and inventory led to manufacturing delays and labor inefficiencies.
- The company needed to improve manufacturing cycle time and purchase order cycle time to meet sales order demands, improve revenue and reduce costs. Higher visibility on delayed and late PO fulfillment was required in order to address the growing manufacturing cycle times and meet sales demands.

Solutions



Automated Insights

ConverSight provides proactive insights into average PO cycle time by vendor and product so POs can be placed well ahead of time.



Predictions & Projections

Produces key metrics and proactive insights on delayed and late POs in real-time to allow for consistent follow up or mitigation planning in order to meet manufacturing and sales demands.



Collaboration

User can review information and share across teams.

Results

Increased visibility, leading to improved PO and MO cycle time through self-service reporting.

12%

Reduction in PO fulfillment delay

40%

Reduction in PO and MO cycle time

10%

Decrease in month-to-month costs

Benefits

- Decision cycle time was substantially reduced.
- Improved visibility into purchase order management.
- Control over spend allocation and analytics.