

CASE STUDY

OLYMPIA 3PL IMPLEMENTATION

ABOUT OLYMPIA



Founded in 1999, Olympia Chimney, Inc. is a leading manufacturer of chimney venting systems, liners, and accessories. The company is deeply committed to manufacturing quality products with innovative design and unparalleled engineering. Olympia's 2019 acquisition of Copperfield, brought together two of the biggest names in the industry and resulted in a strong single entity with a passion for innovation and driving the customer experience.

When Olympia found itself operating 12 distribution centers (DCs), it decided to consolidate some of its DCs and outsource its logistics and transportation needs to a third-party logistics (3PL) provider. With Cornerstone Edge's guidance, they identified a 3PL partner to work with and decided to continue operating two of their own DCs. It was now time to execute that plan with Cornerstone's support.

CHALLENGE 

With their new 3PL selected, Olympia turned their focus on synching processes and systems. Cornerstone Edge stepped in to:

- Support the development of an integrated execution plan with pre-established workstreams with the new 3PL
- Help ensure that Olympia's ERP system, Accumatica, would integrate seamlessly with the 3PL's Warehouse Management System (WMS)
- Support the development of master data in Accumatica's and the 3PL's systems
- Facilitate initial demand planning for all DCs to ensure they were properly stocked for go-live
- Consolidate inventory from 12 DCs into three
- Support any required physical moves





SOLUTION & PROCESS

Cornerstone Edge started the way they always do, with a comprehensive look at data to make informed decisions. They used historical data from both Olympia and the 3PL to identify weak points within their processes and to coordinate the 3PL's master data requirements with relation to what Accumatica could provide. With data mapping completed, Cornerstone next created a tailored integration design, working with four guiding principles:

- ➔ Having the right inventory, in the right place, at the right time
- ➔ Confirmation that Accumatica functionality could support all of the 3PL's operational needs
- ➔ Flawless integration between the 3PL's WMS and Olympia's ERP
- ➔ Creating an implementation strategy that empowered the 3PL to effectively execute all their responsibilities

Cornerstone Edge also led collaboration among participants from both Olympia and the 3PL, ensuring everyone was on the same page and able to work together within the confines of the existing WMS and ERP systems. They mapped out how to undertake the monumental task of moving 12 DCs into three by analyzing all SKUs and conducting a demand analysis to determine how to optimally locate inventory.



IMPLEMENT

Cornerstone Edge developed the overall approach for how the 3PL's WMS would work with Olympia's ERP, Accumatica. This meant determining what tasks each system would perform. The plan was set as:

- ➔ Accumatica splits orders into shipments that the 3PL can execute, with the exception of back orders, custom line items, and drop ships
- ➔ Accumatica manages DC replenishment based on product consumption
- ➔ Accumatica splits orders into shipments and the DC creates replenishment POs

Using the 3PL's integration needs and capabilities as a base, Cornerstone Edge developed initial documentation of how the integration should function, and also stepped in to assist with development and testing.

Cornerstone Edge was also tasked with determining the initial inventory load and distribution network plan for each DC based on the collected data, which involved refining original data sets to make improvements. The initial inventory load was completed in time for go-live, and Accumatica proved capable of handling inventory shortages in one facility by redirecting shipments to another DC.





RESULTS

By partnering with Cornerstone Edge, Olympia successfully consolidated 12 facilities into three while still meeting customer requirements, and realized the following benefits:

- With an improved SKU rationalization, Olympia garnered savings for 1,000 SKUs, leading to a reduction of \$220K-\$375K inventory annually across three DCs
- Met shipping windows of two days at 99%
- Set the stage for operating out of just two locations in the future

Cornerstone Edge is proud to have supported Olympia with building a seamless distribution process they can depend on. With the implementation completed, Olympia can continue to focus on product innovation and providing unparalleled customer service.

Ready to transform your supply chain into a competitive advantage?

We can help!

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