

Universal Electric Corporation Gains Operational Efficiencies Using SourceDay to Automate Purchase Order Management



Client Success Story |
Sourceday

Background

Founded in 1924 and based in Pennsylvania, Universal Electric Corporation (UEC) develops and manufactures commercial strength, customizable electrical power distribution products. Their innovative solutions are designed to fit the electrical power needs of any business in any industry. Specifically, the company provides these solutions to data centers, retail chains and grocery stores and the health care, higher education and industrial manufacturing markets across the U.S. and around the world.

“If your organization lives and dies by data that’s in the business system, you must understand it and make sure your data is good data. SourceDay offers a centralized location that makes vendor updates easily accessible, promoting users to be accountable for ensuring data is up to date and accurate. Buyers are thus empowered to be more effective and productive.”

- Brian Maden,
Global Supply Manager at UEC

Company Profile

Universal Electric Corporation

About the Client:

UEC develops and manufactures commercial-strength, customizable electrical power distribution products.

Solution at a Glance

Challenge:

POs with hundreds of parts are sent manually around the world without confirmation they have been received. POs are easily lost, acknowledgements missed, and parts delayed.

Solution:

Centralizing all PO data, making PO updates easily accessible. The biggest benefit is the amount of time saved for buyers.

Benefit:

SourceDay has helped Universal Electric Corporation reduce time buyers spend confirming PO acknowledgements and minimizing the risk for missing acknowledgements. It has also improved communications and increased accuracy and confidence in data.

Challenge: Gain Control over the Purchase Order Chaos

When shipping and receiving products to and from countries around the world, managing parts and purchase orders can be overwhelming. POs with hundreds of parts are sent manually around the world without confirmation they have been received. In addition, each purchase order can contain dozens or even hundreds of parts. Without automated tracking, it's easy for POs to get lost, acknowledgements to be missed, and thus parts receipts to be delayed - causing a chain reaction of problems.

UEC made the manual system work throughout its years of operation, but it was labor intensive and monopolized buyers' time. Brian Maden, global supply manager at UEC, knew something needed to change. "You shut down your customer if you don't get a part," he explains. "If a supplier loses a PO or fails to acknowledge one, the clock starts ticking all over again. We have a steady flow of 1,400 to 1,500 PO lines and a missed acknowledgement can throw everything out of sync. We make sure we get parts well in advance since late receipts create huge manufacturing inefficiencies."

Solution: Centralize Data and Automate Processes with SourceDay

After discovering SourceDay, Maden changed his approach to PO management. "I'd never seen any other providers offer the kind of automation, flexibility and functionality of SourceDay," he says. "The software solves all of our hot button issues and is reasonably priced - so we went for it. SourceDay has listened to our needs and suggestions to accommodate our specific requirements and our buyers are successfully using the software on a daily basis."

SourceDay combines all of UEC's PO data from every key vendor for every buyer in one place, making the latest order and PO updates easily accessible. Acknowledgements are now automated, as are email notifications and promise dates. The company's ERP system, Infor CloudSuite TM Industrial - Syteline, and SourceDay share data automatically, meaning it's now easier to forecast, plan and adjust to minimize any disruption.

"I think the biggest benefit we have seen since implementing SourceDay is the amount of time it has freed up for our buyers," explains Maden. "Instead of buyers having to search for each vendor in emails and export reports into Excel spreadsheets, all of the data is in one place for our top 25 vendors. Our buyers have one place to see all of the POs, which are expected to be late or due in seven days, and a complete historical log of what has happened with that PO. If a vendor changes the order or promise date in SourceDay, the buyer can accept the changes in SourceDay and Syteline is automatically updated. It is one-stop-shopping and makes the entire process much easier."

Buyers regularly visit their customizable SourceDay dashboard for an instant snapshot of what is happening with their POs, filtering and drilling into details to pinpoint issues that may need attention. The centralization provided by SourceDay has greatly improved the process of tracking down needed information and reports.

Results: More Time to Do More

Since implementing SourceDay, Universal Electric Corporation has:

- Significantly reduced the time buyers spend confirming PO acknowledgements
- Minimized risks to manufacturing for missing acknowledgements
- Improved communications between buyers and vendors
- Consolidated data into one location for easier access
- Increased accuracy of data, therefore confidence in data

About SourceDay:

Founded in 2013, SourceDay is the leading purchase order management application provider for manufacturing companies. Clients use SourceDay to effectively manage their supply chain purchasing and maximize revenue while reducing cost and risk. SourceDay is easy to adopt and clients quickly realize significant savings.