



Intermatic, Inc.

CUSTOMER PROFILE

“One of our main business objectives is to focus on our customers.” Being able to use Demand Commander while traveling, “we can get that information right through the software system in a matter of no time at all so that everyone is on the same page.”

Bruce Bullard, Production Planning Manager

Using Foresight Technologies Demand Commander solution, Intermatic can better focus on its customers' requirements.

Business

Intermatic is the leading consumer and industrial manufacturer of energy control products, including home control products, mechanical and electronic timers, industrial and residential surge protectors and photo control products.

Originally incorporated as Pratt and Englund Company in October 1891, the company produces the world's top-selling brand for low voltage and solar lighting. It was one of the first companies to introduce production-made interchangeable parts, not generally in use until after World War I.

Headquartered in Spring Grove, Illinois, Intermatic products are widely distributed worldwide. They can be found at most home improvement and hardware retailers as well as quality electrical wholesalers.

Challenges

The company continually invests in state-of-the-art technology to improve the value of its products and its services to customers. Intermatic also is known as an employer of choice. The company chose to replace cumbersome spreadsheets and Business Planning and Control System (BPCS) with a state-of-the-art demand forecasting software solution that could lower inventory costs, provide more visibility into forecasts and allow the entire company to use one system to streamline operations.

Intermatic invited a hand-picked group of companies to present their technologies for potential implementation. The company had strict requirements for the selected technology:

- **Mobility** - Since the sales teams are frequently on the road, the technology needed to be able to travel with them.
- **Visibility** – All company employees, whether in sales or production, domestically or abroad, needed real-time access to forecasting and inventory figures.
- **Customizability** – The software must be able to be adjusted to meet the needs of each department at any time.

In addition, Intermatic had a hard deadline for implementation, requiring the selected technology to be completely implemented by a specific date.

AT A GLANCE

Company:

Intermatic, Inc.
<http://www.Intermatic.com>

Location:

Spring Grove, Illinois, USA

Industry:

Manufacturing

Key Business Challenges:

- Previously used spreadsheets and BPCs which are not conducive to precision in forecasting activities
- Need for a common platform for all staff members of the business to use whether in the office or out in the field

Foresight Solution:

- Demand Commander

Benefits:

- Meets any customer's demand forecasting needs quickly and efficiently - guaranteed
- Enables visibility into forecasting and inventory details for all departments within a company
- Improves customer service because the company now has more time to focus on each customer's needs

Foresight Technologies Solution

Foresight Technologies recommended its Demand Commander solution to address Intermatic's stringent requirements. Foresight Demand Commander is built on a custom-developed technology that is demonstrably beyond other forecasting and demand planning systems. The one-of-a-kind solution uses proprietary artificial intelligence analysis methods combined with common statistical algorithms.

Foresight can be configured to allow any company department to contribute to or own the forecast, such as marketing, sales, finance, or supply chain groups. Foresight can work as a stand-alone solution, as it is implemented by Intermatic. It also can be integrated smoothly with a company's existing ERP and supply chain systems to improve performance.

Foresight Technologies' software originally was designed for a supply chain development expert's personal use, and the company continues to approach its software development with the day-to-day user in mind. This in-depth understanding of demand forecasting and planning is what makes the Foresight solution best-in-class.

"The Foresight solution consultant I worked with used to be in forecasting and planning," said Bruce Bullard, production planning manager at Intermatic. "Most of the other people we talked to are just sales people and aren't really knowledgeable as far as knowing what needs to be done to enhance a system."

Benefits

Once selected as Intermatic's demand forecasting partner, Foresight implemented Demand Commander by the specified roll-out date.

"One of the best things about Foresight is their willingness to work with us...and really striving to make sure we hit our implementation date, because we had a very short time to get that done," said Bullard.

Foresight Technology Demand Commander also met each of Intermatic's initial requirements: mobility, company-wide visibility, and customizability.

"One of our main business objectives is to focus on our customer," said Bullard. Being able to use Demand Commander while traveling, "we can get that information right through the software system in a matter of no time at all, so that everyone is on the same page. We then can get our customers' orders to the factory so that our team can immediately begin creating their Intermatic products. This automation of our processes increases production timelines and forecast accuracy by up to 25% each allowing for more of a JIT environment"

About Foresight Technologies

Based in Golden, Colorado, Foresight Technologies is an innovative provider of demand planning and forecasting software that guarantees a minimum 25 percent reduction in forecast error which customer experience and financial analysis demonstrates can generate a minimum 3-8 percent improvement to an organization's bottom line. Foresight's technology has been proven in the areas of demand management, inventory management, and production planning by a cross section of industries and business models. For more information, visit www.demandforesight.com.