



CASE STUDY LIBERTY HARDWARE

Liberty Hardware Manufacturing Corporation has built high quality decorative and functional hardware products since 1942. The company offers an extensive line of hardware products through fine retail outlets and original equipment manufacturer (OEM) distribution channels across the country. Liberty operates a 680,000 square foot state-of-the-art, highly automated distribution center in Winston-Salem, North Carolina.

THE BUSINESS CHALLENGE

Liberty realized that to maximize the value of their ERP application and provide a solid foundation for business decisions, they needed to improve the frequency, accuracy, and accessibility of their business reporting. Specifically, business users needed the ability to perform their own analysis, without routing information requests through the IT department. Their existing reporting tool did not allow users to select data fields using business terminology, which lead to frequent questions of reporting accuracy. Finally, Liberty needed a solution that could integrate vitally important Point of Sale (POS) data from their major clients, which was stored in a Microsoft Access database.

“Our GPS business users perform their own analyses now. Reporting not only became easier and faster, but the number of requests to the IT department have decreased as analysts quickly learned to access the information themselves with confidence.”

THE VANGUARD SOLUTION

Liberty runs a J.D. Edwards World enterprise resource planning solution, which was an important factor in the decision to implement Vanguard GPS. Vanguard’s pre-built integration to JDE World meant that GPS could be installed and delivering value in a short period of time. Liberty licensed Vanguard’s Customer / Product Analytics, Inventory / Purchasing Analytics, and Financial Analytics modules. Vanguard’s implementation consultants delivered installation, data validation, integration to the Point of Sale database, and training for Liberty’s Power Users.

“GPS has become the fastest way to pull information concerning sales, inventory, purchasing, and POS out of our JDE systems. It is used on a daily basis for sales analysis, inventory control, and reporting. Each department has come to think of GPS first as the source of the information they need.”

BUSINESS VALUE DELIVERED

Perhaps the most significant benefit to Liberty Hardware has been the creation of self-sufficient users of business information. Vanguard GPS enables non-IT personnel to conduct their own analyses, and make sound information-driven decisions to improve their business. Sales, inventory, purchasing, and POS data is now accessed and applied on a daily basis, greatly increasing the overall value of Liberty’s ERP solution.

Integrating the POS data with other business information has also proven to be highly valuable. Sales teams conduct in-depth analysis of products and programs to measure the success of specific items or sales strategies. The integrated information also enables much tighter control of inventory levels and production planning.

The major business benefits realized by Liberty hardware are:

- ◆ Vanguard GPS has increased the frequency, accuracy, and utilization of Liberty’s business reporting, providing a factual basis for better business decisions.
- ◆ GPS’ pre-built integration to J.D. Edwards World system and easy extension to incorporate POS data has enabled improved sales and inventory analysis.
- ◆ Business users are now conducting their own analysis, reducing the burden on the IT group while extending the return on investment in Liberty’s ERP system.

LIBERTY HARDWARE™
MANUFACTURING CORPORATION